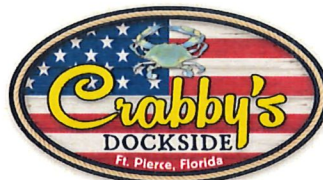
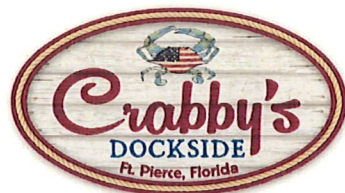


Beachside HOSPITALITY GROUP



RFP #2018-010 – City Marina Waterfront Restaurant Management and Operations



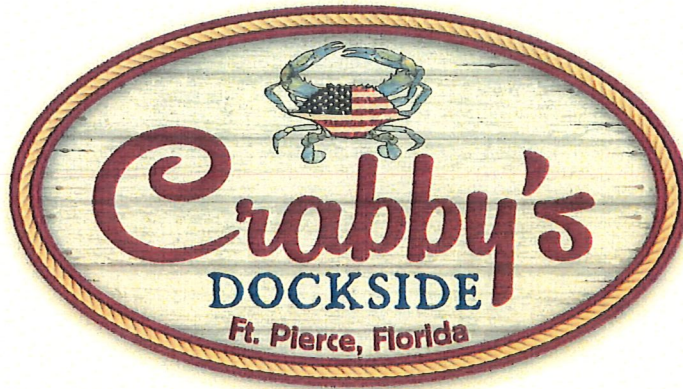


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City of Fort Pierce
Gelencia Carter
Purchasing Manager
100 North U.S. 1
Fort Pierce, FL 34950

Dear Gelencia,

I am writing on behalf of Beachside Hospitality Group to express our interest in redeveloping and operating a first class destination restaurant at the Fort Pierce City Marina (RFP # 2018-010). Beachside currently operates five successful Florida waterfront restaurants, including two Marina locations that are leased from their respective local governments.

As a Fort Pierce native, I have a personal connection with the city and a strong desire to bring our brand and marketing expertise to the Marina. We are very committed to developing and operating a first class restaurant that will be well marketed to the nearby communities as well as to the over 1 million annual guests that frequent our 5 other Florida restaurants. We feel our experience, financial strength, marketing expertise, customer satisfaction and support of the local communities where we operate would make us a great choice to be long-term partners with the City of Fort Pierce and the Marina on this project.

After a careful review of the existing structure, we feel it would be ideal to redevelop the property with a design that compliments the incredible improvements that have been made to the Marina and the nearby area. We are proposing to rebuild the restaurant to feature an open air dining room and a rooftop bar that will take advantage of the view and the amazing weather.

Although our company is not located in Fort Pierce, we are committed to using only treasure coast professionals for our legal, insurance, architectural general contractor needs. We will hire and train local residents to operate the restaurant and will relocate at least one experienced manager for the project.

In addition to myself, the other individuals that are authorized to make representations on our behalf of Beachside Hospitality Group listed below and they can all be contacted at the address below:

Greg Powers, President and CEO

11201 Corporate Circle N, Suite 100

Lisa Smithson, Director and CFO


St. Petersburg, FL 33716

Eddie Wright, Director of Operations

(727) 232-0911

Sincerely,

Gary N. Hardie,
Director and Vice President

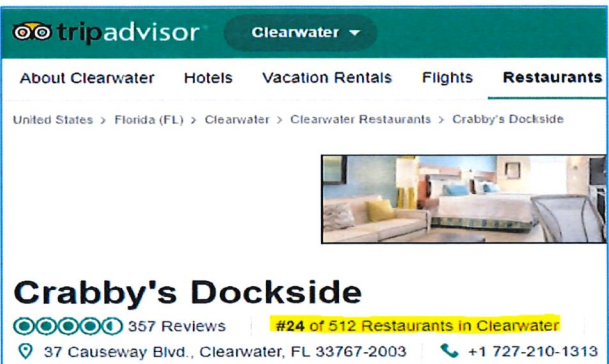
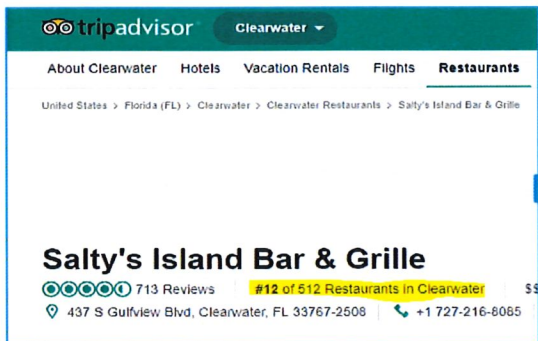
DELIVER TO: City of Fort Pierce 100 North U.S. 1 Fort Pierce, FL 34950 MAIL TO: City of Fort Pierce Purchasing Division P.O. Box 1480 Fort Pierce, FL 34954-1480	REQUEST FOR PROPOSALS and PROPOSER ACKNOWLEDGMENT
Contact: Purchasing Division, 772-467-3749	RFP No: 2018-010
Pre-Proposal Conference Date: January 25, 2018	RFP Title: Waterfront Restaurant and Bar at City Marina
Pre-Proposal Location: City Hall, 1st Floor Conference Room 100 North U.S. 1 Fort Pierce, FL 34950	RFP Opening Location: City of Fort Pierce Purchasing Division 100 North U.S. 1, 1st Floor Ft. Pierce, Florida 34950
RFP Due Date & Time: Thursday, March 1, 2018 at 3:00 PM	If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.
Proposer Name: <u>Beachside Hospitality Group</u> Mailing Address: <u>11201 Corporate Cir N # 100</u> <u>St. Petersburg FL 33716</u>	I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer. X  _____ Authorized Signature (Manual)
City, State, Zip Code:	Typed or Printed Name: Gary Hardie
Type of Entity (Check One): Corporation <input type="checkbox"/> <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship	Title: Director, Vice President
Incorporated in the State of: <u>FL</u> Year: <u>2014</u>	Delivery in _____ days, ARO
Phone Number: <u>813 857 2231</u>	Payment Terms: Net 30 Days
Fax Number:	FEIN or SS Number:
E-Mail Address: <u>G.HARDIE@LSANDCO.COM</u>	Local Business: ___Y___N MWBE: ___Y___N
Bid Security is attached, when required, in the amount of \$ _____ F.O.B. DESTINATION	If returning as a "No Bid" state reason:
THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID	

Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS

RELEVANT EXPERIENCE

Our team has have been successfully working in and operating restaurants for over 20 years. In 1999, we formed a company and opened our first restaurant, Crabby Bills on Clearwater Beach. Based on the success of that venture, we then developed, financed, and successfully opened four additional restaurants. Crabby's Beach Walk Bar and Grill on Clearwater Beach (2008), Crabby Bills in St. Cloud (2010), Salty's Island Grille on Clearwater Beach (2015) and The Salty Crab on Fort Myers Beach (2015). In 2016, we also proposed on an RFP with the City of Clearwater and won the rights to redevelop our original Crabby Bills location. The result is our 3 story flagship location, Crabby's Dockside that opened in March of 2017.

By overseeing 5 different restaurants, in 3 cities throughout the state of Florida, the management group at Beachside Hospitality has created policies and procedures that ensure that every restaurant staffed with an outstanding team dedicated to providing a first class experience with quality food and locations that strive to exceed customer expectations. We also have a history of excellent health inspections and are truly dedicated to being outstanding at what we do. We consistently achieve excellent trip advisor rankings and our restaurants **consistently rank in the top 5%** of all restaurants in their respective areas. As of February 21, 2018, our three Clearwater locations are ranked # 12, 23 and 24 out of a total of 512 Clearwater restaurants.



Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS

At Beachside, we take food safety very seriously. We are continually evaluating and improving our processes to ensure our restaurants not only meet but exceed at FDA standards for food safety. We are very proud of the results and our excellent inspection reports are a reflection of our dedication to food quality and safety.



Florida Food Safety Systems

February 13th, 2018

To Whom It May Concern,

Beachside Hospitality Group and Florida Food Safety Systems have been affiliated for over eight years. Throughout our professional relationship, Crabby's Dockside, Crabby's Bar and Grill, and Salty's Island Bar and Grille have far exceeded the Food and Drug Administration (FDA) standards for food safety. Our partnership has included implementing stringent company standards to assure food safety and sanitation, while delivering superior meals and quality beverages.

Locals and guests alike come to Beachside Hospitality Group establishments for the professional, enthusiastic staff, entertainers, and ambiance. The restaurants are family-friendly, making them a choice destination for many visitors.

Since opening the Dockside location a year ago, Beachside Hospitality Group has participated in Clearwater Beach Taste Fest, feeding over 3,000 guests.

Beachside Hospitality Group also supports organizations such as Clearwater for Youth, raising over \$7,000 to help underprivileged children participate in sports.

I confidently advocate and support this bid. Beachside Hospitality Group would be an asset to any community.

Thank you for considering Beachside Hospitality Group.

Sincerely,

Danielle Egger
CEO
Florida Food Safety Systems

730 182nd Ave E,
Redington Shores, FL 33708



Florida Food Safety Systems

Phone: (727) 204-1676
E-mail: danielle@ffoodsafetysystems.com
Website: www.ffffoodsafetysystems.com

Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS

OWNER RESUMES

In addition to restaurant industry experience, our ownership group has significant diversity and depth within the accounting and financial aspects of business.

**Chairman and Chief Executive Officer:
Gregory P. Powers**

Greg is the Chief Executive Officer of Beachside Hospitality Group. He joined the organization as Director and Financial Officer in August of 1999, eventually becoming the Vice President of Facility Management and site location. With over two decades in restaurant ownership and management, he has developed an expertise managing and controlling food costs and menu development have resulted in substantial sales growth, improved food quality and improved margins.

Prior to his venture into the restaurant industry, Greg worked in various financial markets, which included working as a fully licensed Series 7 Stock Broker, an area manager for the Eastern United States responsible for purchasing mortgages from correspondent lenders. He has also served in the role as corporate recruiter requiring travel and salesmanship skills for First Union National Bank, in addition to his day to day responsibility of Managing a Branch Office. Greg also designed, implemented and managed a centralized consumer credit department which processed over 40,000 applications annually for Seminole Finance Corporation. Greg graduated from Rollins College in 1986 with a Bachelor of Arts in Economics.

**Director and Vice President:
Gary Hardie, CPA, CGMA**

Gary was born in Ft. Pierce, Florida where he lived until graduating from John Carroll High School in 1988. Gary then received his Master of Accountancy (Taxation) from Florida State University In 1993. Gary started his business career in the Tampa office of Coopers and Lybrand in 1993 and has worked as a CPA his entire career. Gary has over 25 years of business experience. Currently, Gary's primary job is as a Shareholder in LS and Company (a Tampa Bay Area CPA firm), where he specializes in tax planning and business consulting for closely held businesses.

4 years ago, Gary joined the organization as an owner and vice president. Gary's primary responsibilities include strategic planning, project management, financial analytics, investor communications and new location development. Over the past 4 years, Gary has helped develop tools that allow us to more easily monitor, forecast and manage the results of our locations. Gary also took a lead role in proposing on the RFP that we successful won with the City of Clearwater. This was a highly sought after location and our success was a milestone for our organization. Gary is an active Member of Vistage and is currently on the Board of OnBikes, a very successful Tampa based charitable organization that benefits at risk children. Gary has served on the board of The Tampa Connection leadership group and the Estate Planning Council.

Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS

Director of Operations and Vice President:

Eddie Wright

Eddie joined the organization as an owner in July of 2013 after working in our restaurants since inception. Eddie has been involved in all aspects of restaurant operations and is currently responsible for all operational policies and procedures and the supervision of management for all of our locations. Throughout his career, Eddie has helped develop and maintain all areas of operation including; staff training, recipe creation, purchasing, inventory controls, budget management, efficiency creation, policy and procedure development and marketing. Eddie was a key contributor in the ground level development of our Crabby's Bar & Grill location. Eddie's 27-year hospitality industry experience provides first-hand knowledge and valuable expertise that contributes to our daily success.

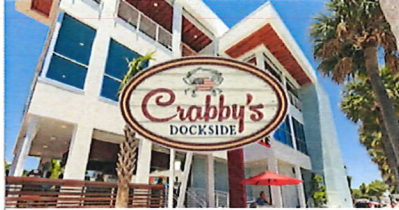
Director and Chief Financial Officer:

Lisa Smithson, CPA, CFP

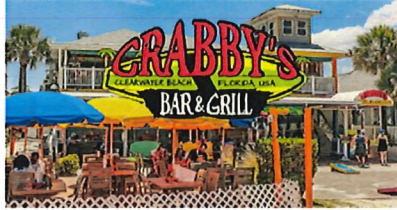
Lisa has been the Chief Financial Officer since March 2002. Lisa has over 35 years of business experience and is a graduate of the University of South Florida. Lisa is the president and Founder of LS and Company, a Tampa Bay area public accounting and consulting firm. Lisa has significant experience with strategic business planning, debt restructuring, mergers and acquisitions and other management consulting services. Lisa has served on numerous charitable, business and corporate boards over the years. She is currently an active member of the Copperheads, which is a board that supports the Valspar Golf Classic. Lisa is a well respecting member of the business community in Tampa and having her as a CFO of our restaurant group has been a significant key to our financial success.



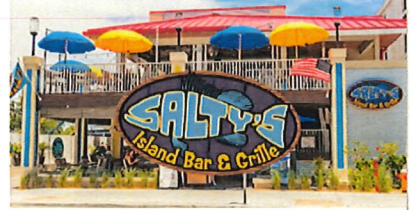
OUR CURRENT LOCATIONS



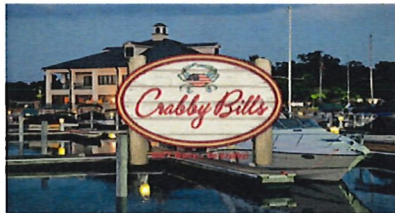
Crabby's Dockside
37 Causeway Blvd.
Clearwater Beach, FL 33767



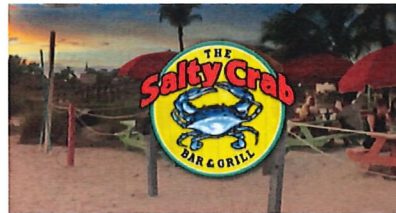
Crabby's Bar & Grill
333 S. Gulfview Blvd.
Clearwater beach, FL 33767



Salty's Island Bar & Grille
437 S. Gulfview Blvd.
Clearwater Beach, FL 33767



Crabby Bill's St. Cloud
1104 Lakeshore Blvd.
St. Cloud, FL 34769



The Salty Crab Bar & Grill
1154 Estero Blvd.
Ft. Myers Beach, FL 33931

Beachside HOSPITALITY GROUP



Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS

ORGANIZATIONAL STRUCTURE

Beachside Hospitality Management, LLC and Beachside Hospitality Holdings, LLC were both formed in 2014 as part of a reorganization of an existing restaurant management company and restaurant holdings. Each entity has identical ownership (outlined below). These entities are responsible for the management of our locations as well as the holders of the related intellectual properties.

Ownership of Beachside Entities		Owned By
40%	Green Flash Consulting, Inc.	Greg Powers
40%	Smithson Family Holdings, LLC	Lisa Smithson
10%	Corona Ventures, LLC	Gary Hardie
10%	Wright-Way Holdings, LLC	Eddie Wright

Both entities are organized as a Florida Limited Liability Companies and are in good standing with the State of Florida Division of Corporations. All federal and county tax returns have been timely filed and the companies are not the subject or involved in any lawsuits or other legal proceedings.

Beachside is responsible for the operation and management of the restaurants in our group. Each restaurant is owned partially by members of Beachside (listed above) as well as passive investors that we have invited to participate in the ownership and financing of our projects. These investors are primarily family and long-time business partners. We have commitments from a few Fort Pierce residents who would like to participate in ownership, if we are successful in the bid.

We have made the strategic business decision to self-fund all of our locations and have not borrowed or used any 3rd party debt / financing for any of our projects. We will continue this approach with the Fort Pierce Crabby's Dockside (if we are to win the bid) and we will not rely on any 3rd party financing for the project. **We feel this greatly limits the risk to the City as the structure that is occupying City land will not be encumbered by any debt.**



Section 2. ORGANIZATIONAL PROFILE AND QUALIFICATIONS



DIVISION of CORPORATIONS
an official State of Florida website

Department of State / Division of Corporations / Search Records / Detail By Document Number /

Previous On List Next On List Return to List

No Events No Name History

Detail by Entity Name
Florida Limited Liability Company
BEACHSIDE HOSPITALITY HOLDINGS LLC

Filing Information

Document Number	L14000075217
FEI/EIN Number	48-66624702
Date Filed	02/18/2014
Effective Date	02/18/2014
State	FL
Status	ACTIVE

Principal Address

11221 CORPORATE CIR. N.
SUITE 100
ST. PETERSBURG, FL 33716

Mailing Address

11221 CORPORATE CIR. N.
SUITE 100
ST. PETERSBURG, FL 33716

Registered Agent Name & Address

SMITHSON, LISA
11221 CORPORATE CIR. N.
SUITE 100
ST. PETERSBURG, FL 33716

Authorized Person(s) Detail

Name & Address

Title MGR

GREG POWERS
11221 Corporate Cir North
100
St. Petersburg, FL 33716

Annual Reports

Report Year	Filed Date
2015	04/24/2016
2016	04/28/2016
2017	04/10/2017



DIVISION of CORPORATIONS
an official State of Florida website

Department of State / Division of Corporations / Search Records / Detail By Document Number /

Previous On List Next On List Return to List

Entity Name History

Detail by Entity Name
Florida Limited Liability Company
BEACHSIDE HOSPITALITY MANAGEMENT, LLC

Filing Information

Document Number	L14000006418
FEI/EIN Number	48-6662048
Date Filed	01/18/2014
Effective Date	01/18/2014
State	FL
Status	ACTIVE
Last Event	LC NAME CHANGE
Event Date Filed	09/09/2014
Event Effective Date	NONE

Principal Address

11221 CORPORATE CIRCLE N
SUITE 100
ST PETERSBURG, FL 33716

Mailing Address

11221 CORPORATE CIRCLE N
SUITE 100
ST PETERSBURG, FL 33716

Registered Agent Name & Address

SMITHSON, LISA
11221 CORPORATE CIRCLE N
SUITE 100
ST PETERSBURG, FL 33716

Authorized Person(s) Detail

Name & Address

Title CEO

SMITHSON, LISA
11221 CORPORATE CIRCLE N
ST PETERSBURG, FL 33716

Title CEO

POWERS, GREG
11221 CORPORATE CIRCLE N
ST PETERSBURG, FL 33716

Annual Reports

Report Year	Filed Date
2015	02/23/2016
2016	04/28/2016
2017	04/10/2017

Minority Participation and Outreach Program

Beachside is committed to providing equal opportunities to all of our current employees and applicants. We have a diverse group of employees in our 5 restaurants and several woman and minorities are in key positions, including general manger, director of marketing and owner. Lisa Smithson is a founder and a 40% owner of Beachside. Lisa has an excellent reputation in the Tampa Bay Business community and we are both fortunate and proud to have her as an owner and key contributor in our group. Lisa is a fantastic example and mentor to the female members of our management group.

PROPOSED CONCEPT

Building Design

After several evaluations of the existing structure and our desire to provide the community with a destination restaurant that compliments the Marina, we feel it is necessary to redevelop the site. Below are some preliminary designs that feature the themes we will incorporate into the project. We would like to emphasize the natural beauty of the water and surrounding area and will feature the following design criteria:

- We engaged Michael Menard of Fort Pierce to create the conceptual renderings used in this proposal. We would work closely with City and Marina officials to determine the optimal final design and color scheme. We would like the building to be a compliment to the marina and an asset to the area.
- The ability to completely open the walls to give the ambiance of an open air location, while maintaining protection from the sun and the ability to convert to a closed in space when the weather is stormy or cold.
- Both upstairs and downstairs will have air condition and heat.
- A rooftop dining room and bar that would offer panoramic views of the area and could be used as a dining room, for private parties, business meetings or as a great place to relax and enjoy the view.
- The ability to feature live music upstairs or downstairs.
- A design that emphasizes an efficient and safe kitchen, food safety and operational efficiency.
- A building that will be designed to withstand several decades on the water and can be secured in the event of a hurricane.



View from East Side

Section 3. SCOPE OF WORK



View from Westside



2nd Floor Dining Room

Section 3. SCOPE OF WORK

Restaurant Concept / Menus

Our plan is to brand this location as a Crabby's Dockside. Like the existing Crabby's Dockside in Clearwater Beach, this location is at the center of a city owned marina and supports numerous events and festivals that take place in the nearby park and marina. We feel there would be many synergies and opportunities to cross market this location by using this well-established brand.

Our menu would feature a Florida inspired dishes that feature fresh seafood, amazing appetizers, steaks and pastas and kid friendly options. We update our menus on at least a quarterly basis to provide new choices and to constantly improve our offerings. We plan on initially offering weekend brunch that would support Farmer's Market Saturdays and hope to add additional days as we create a market for morning guests. All of our existing restaurants have very popular drink menus that compliment a casual waterfront location.

We have received many awards for our food and have been featured numerous times on nationally televised cooking programs. Recently, we have been featured on the Cooking Channel, the Food Network and in the Boston Globe. The following is a summary of some of our recent accolades:

- 2012 Featured on Food Network's Heat Seekers
- 2013 Volunteer of the Year (Crabby's Bar & Grill)
- 2014 Best Server Clearwater Beach Restaurant Week (Crabby Bill's Clearwater Beach)
- 2014 Best Bartender Clearwater Beach Restaurant Week (Crabby's Bar & Grill)
- 2015 Best Pizza Clearwater Beach Restaurant Week
- 2016 Best Overall Experience Clearwater Beach Restaurant Week (Salty's Island Bar & Grille)
- 2017 Best Appetizer Clearwater Beach Restaurant Week (Salty's Island Bar & Grille)
- 2018 Clearwater Beach Chamber of Commerce Beautification Award
- 2017 featured on Cooking Channel's Beach Bites with Katie Lee



Below are some of our existing menus (Lunch / Dinner, Drinks, Breakfast). Our initial menu at Crabby's Dockside Fort Pierce would be crafted using many of the same dishes that have been successful for us. We would also work with local and regional breweries, fisherman and bakers to feature their products.

Section 3. SCOPE OF WORK



Breakfast Menu

daily from 8:30 to 11:30 am

Classic Eggs Benedict an English muffin topped with spinach, grilled ham, poached egg, and Beurre Blanc (served with choice of side) 8.99

Crab Cake Eggs Benedict an English muffin topped with spinach, grilled jumbo lump crab cake, poached egg, and Beurre Blanc (served with choice of side) 9.99

Benedict Florentine an English Muffin topped with sliced tomato, spinach, poached egg, and Beurre Blanc (served with choice of side) 8.99

Breakfast Tacos three flour tortillas, colby jack cheese, choice of bacon or sausage, and a side of pico de gallo (served with choice of side) 9.99

Avocado Toast housemade avocado spread on toast with a slice of tomato, served with two eggs, any style 9.99

Build Your Own Omelet add any three ingredients to create your own 3 egg breakfast omelet (served with choice of side) 9.99

- each additional item add .99 -
- Sausage Bacon Cheese
- Tomato Onion Spinach

proudly serving cage free eggs

CAFEZA BUSTELO offering Café Bustelo Coffee

Huevos Ranchero flour tortillas topped with black beans, onions, mozzarella cheese, two eggs, and onions, drizzled with a spicy ranchero sauce (served with choice of side) 9.99

Breakfast Sandwich bacon, spinach, egg, American cheese, on ciabatta (served with choice of side) 7.99

Biscuits & Gravy buttermilk biscuits topped with housemade sausage gravy, with a side of 2 eggs 8.99

2 Egg Breakfast 2 eggs, any style, with toast, and choice of sausage or bacon (served with choice of side) 8.99

Breakfast Scrambler roasted red bliss potatoes topped with two eggs, mushroom, onions, cheese, and choice of bacon or sausage 9.99

Belgian Waffle authentic Belgian waffle recipe with a side of fresh fruit 9.99
- top with berry salsa for .99

Yogurt & Fruit Greek yogurt topped with granola and honey, with a side of fresh fruit 6.99

Smoothie Bar

Berry Acai Bliss
Acai fruit • Strawberries • Blueberries
Almond Milk • Banana • Apple Juice

Bananas & Grace
Peanut Butter • Banana • Almond Milk
Clover Honey

Berry Breakthru
Strawberries • Blueberries • Cream of Coconut
Tropical Yogurt • Apple Juice

Island Style
Pineapple • Spinach • Apple Juice
Cream of Coconut • Tropical Yogurt

Peach on the Beach
Peaches • Banana • Clover Honey
Tropical Yogurt • Apple Juice

Pina Colada Paradise
Pineapple • Cream of Coconut
Tropical Yogurt • Apple Juice

Tropical Oasis
Mango • Strawberries • Banana
Clover Honey • Tropical Yogurt • Orange Juice

Side Items

Roasted Red Bliss Potatoes
Stone Ground Cheese Grits
Fresh Fruit Cup

SaltysIsland.com

727-216-8085 • 437 South Gulfview Blvd.

Breakfast Beverages

Mimosas
Made with a bubbly Prosecco Split
Fresh Florida Orange • Pineapple • Strawberry • Cranberry • Watermelon

Sunrise Specialties

Dad's Chocolate Milk proving milk mustaches never go out of style! Pinnacle Vanilla vodka, amaretto, chocolate liqueur, and milk shaken and served over ice

Ice Cold Irish a cool twist on tradition. Jameson Irish whiskey, Baileys, and coffee, shaken and served over ice

Irish Coffee Jameson Irish whiskey and Baileys blended with freshly brewed coffee and topped off with a dollop of whipped cream. Wool sweeter not included

Dan the ManMosa kick start your morning with this bold cocktail. Fresh Florida orange juice and a Prosecco split blend with vodka, triple sec, and Red Bull

Bloody Bar

Michelada Crabby's traditional bloody mary mix blended with Dos Equis beer and a dash of lime juice. Served on the rocks with a spiked rim and house garnishes

Down by the Bayou fresh off the boat, we serve this traditional bloody mary with an old bay rim, house garnishes, and a wild caught royal red shrimp

The Breakfast Bloody a good ol' fashioned breakfast (in a cup!) Pinnacle vodka, award winning bloody mary mix, traditional garnishes, thick sliced cherrywood bacon, and a deviled egg, all served in a spike rimmed Crabby cup.

All American Tito's all American hand-made vodka, and our famous bloody mary mix, served with traditional garnishes and a slice of thick cut cherrywood bacon

Crabby's Kickin' you're in for a hot one - and we're not talking about the weather. Dixie black pepper vodka, award winning bloody mary mix, chile hot sauce blended together, and topped with traditional garnishes in a spiced rimmed glass

Beachside HOSPITALITY GROUP

Visit our Florida Family of Restaurants
www.beachsidehospitalitygroup.com

Gift cards are available for purchase and can be used at any one of our Beachside Hospitality locations.





727.216.8085 • 437 S. Gulfview Blvd.

Seasonal Fruit Nachos
fresh fried flour tortillas tossed in cinnamon and sugar, topped with a fresh seasonal fruit reduction, orange liqueur, and melted dark and white chocolate 6.99

Featured on Beach Bites with Katie Lee!

AVAILABLE ONLY AT SALTYS ISLAND



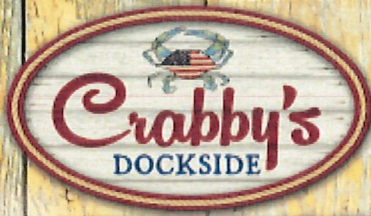
A New Crab Has Emerged
3 Stories of Dining
An Old Favorite with a New Twist
727.210.1313
37 Causeway Blvd.



407.979.4001
St. Cloud



239.233.8224
Ft. Myers Beach



Home Of
The Famous

Crab Trap Bucket
Cruzan Coconut, Mango, Passion and Pineapple Rums blended with orange and pineapple juice, with a splash of cranberry.



A Clearwater Tradition

Starters

Florida Alligator Bites bite size gator tail and hot cherry peppers, dusted in seasoned flour, flash fried, and served with Crabby's stone sauce. 10.99

Try them drizzled with our homemade inferno sauce that is made with the world's hottest pepper! NO REFUNDS. 11.99



Easy Peel Shrimp
Large wild caught royal red shrimp split to make peeling much easier. Steamed and topped with old bay seasoning. Served hot or cold. Half order 10.99. Full order 17.99

Crabby's Calamari tender calamari, lightly breaded and deep fried with cherry peppers. 9.99

Killer Conch Fritters lightly spiced fritters made with caribbean conch and served with honey mustard. 8.99

Buffalo Shrimp large, wild caught royal red shrimp, deep fried, and tossed in a slightly spicy buffalo sauce. Served with blue cheese and celery sticks. 9.99

Onion Rings hand-cut, sweet onion rings, deep fried to a golden brown, and served with Crabby's stone sauce. 8.99

Malibu Coconut Shrimp royal red shrimp tossed in malibu coconut rum breading and served with sweet pepper jam. 10.99

Boneless Chicken Wings boneless wings tossed in your choice of buffalo, sweet Thai chili or barbecue sauce. 8.99

Crab Cake 10 homemade Florida style crab cake. Served grilled or fried. 10.99

Creamy Crab & Spinach Dip
blue crab meat and spinach, topped with cheddar jack cheese and served with tortilla chips for dipping. 10.99

Buffalo Grouper Bites deep fried grouper nuggets tossed in a slightly spicy buffalo sauce. Served with blue cheese and celery sticks. 12.99

Grouper Nuggets a basket of tender Grouper nuggets, beer battered, deep fried, and served over a bed of crispy fries with Greg's signature key lime tartar sauce for dipping. 13.99



Shell Bar

Crabby's Fresh Oysters one dozen freshly shucked oysters. Served raw or steamed. market price

New Orleans Grilled Oysters topped with parmesan cheese and a spicy cajun butter. 1/2 dozen market price

Blue Cheese Oysters topped with creamy blue cheese, parmesan cheese, and a cherry pepper. 1/2 dozen market price

Cleveland Oysters topped with parmesan cheese, garlic butter and spices and baked to perfection. 1/2 dozen market price

Crabbyfellar Oysters topped with bacon and our own creamy crab and cheese spinach dip, then baked 'til bubbly. 1/2 dozen market price

Oyster 4-Way three New Orleans Grilled, three Blue Cheese, three Cleveland, and three Crabbyfellar oysters. market price

Garlic Mussels one pound of Prince Edward Island mussels sautéed in white wine and garlic butter. Served with garlic bread. market price

Middle Neck Clams one dozen New England middle neck clams served steamed with drawn butter. market price

Clams & Mussels
one dozen New England middle neck clams and one pound of Prince Edward Island mussels steamed, then sautéed in a white wine and garlic butter sauce. market price



Clam Chowder 5.99

Try our Crabby's famous original recipe!

Salads served with **KEN'S** dressings:

ranch, italian, blue cheese, honey mustard, oil & vinegar, pineapple mango vinaigrette, and Russian

add grilled chicken breast 4.99
add grilled shrimp 5.99 / add blackened mahi 6.99

Caesar Salad romaine lettuce tossed in classic caesar dressing and topped with grated parmesan cheese and croutons. 6.99

Calamari Caesar Salad

a classic Caesar salad topped with crispy calamari and fried cherry peppers. 13.99

House Salad a blend of romaine lettuce and spring mix, topped with tomatoes, onions, cheddar jack cheese and croutons. 5.99

Flatbreads

Tuscan Chicken
topped with grilled chicken, fresh spinach, mozzarella cheese, and a homemade alfredo sauce. 10.99



Veggie Flatbread
topped with fresh veggies, creamy Alfredo sauce and a sprinkle of mozzarella cheese. 9.99

Beachside HOSPITALITY GROUP

Visit our Florida Family of Restaurants
www.beachsidehospitalitygroup.com



727.216.8085
437 S. Gulfview Blvd.
Clearwater Beach



Ft. Myers Beach



727.608.2064
333 S. Gulfview Blvd.
Clearwater Beach



Consuming raw or undercooked oysters, meats, poultry, seafood, shellfish, or eggs may increase your risk of food borne illnesses, especially if you have a medical condition.

Section 3. SCOPE OF WORK



Key West Grilled Combo
skewered shrimp and caribbean mahimahi, basted in honey mustard with two conch fritters. 21.99

Crabby's Combos

served with two sides
Substitute grouper for any fish for 4.99

Beer Battered Shrimp and Fish
haddock fillet and royal red shrimp dipped in Crabby's beer batter and fried to a light crispy crunch. 18.99

Bairdi & Shrimp Bairdi crab paired with delicious, steamed, wild caught royal red shrimp. market price

Fried Combo large wild caught royal red shrimp, cobia, scallops, and a deviled crab - fried to perfection. 20.99

Broiled Seafood Combination
large, wild caught royal red shrimp, cobia, scallops, and a deviled crab - broiled the way we've famously done it for 20 years. 20.99



Steamer Bucket
bairdi crab, royal red shrimp, Prince Edward Island mussels and New England middle neck clams, steamed to perfection. market price



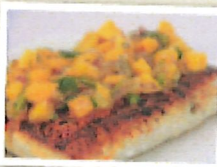
Fresh Gulf Grouper
real grouper fillet served fried, grilled, blackened or broiled. market price

Florida Amberjack locally sourced gulf amberjack served lightly blackened. market price

Catch of the Day ask your server about the catch of the day. market price

Fried or Grilled Shrimp Dinner large, wild caught royal red shrimp served hand breaded and fried or skewered and grilled. 16.99

Island Mahi Mahi
Caribbean mahimahi fillet, seasoned with cajun spices, topped off with fresh mango salsa. 19.99



Offshore

served with two sides

Fish & Chips
haddock filets dipped in Crabby's beer batter and fried to a light, crispy crunch. 16.99

Coconut Shrimp
royal red shrimp tossed in maibu coconut rum breading. Served with a sweet pepper jam. 17.99

Jumbo Caribbean Lobster Tail

The biggest you've ever seen! basted in garlic butter, seasoned with old bay and broiled. market price

Coconut Crusted Sea Scallops sea scallops hand coated in our coconut breading and fried to a crispy golden brown. Served with a sweet pepper jam. market price



Bairdi Crab
known as the best crab available! It's a house favorite, served traditional steamed, or grilled with garlic butter and Old Bay seasoning. market price

Beachside Hospitality Group is committed to always providing the freshest Grouper available.

Purchasing over 50,000 pounds of Grouper each year, we always make sure to purchase from local fishermen. Most of the Grouper provided is caught directly off of the coast of Pinellas County. We strive to offer the best of the best, and are proud to live in the Grouper Capital of the World.

Onshore

served with two sides.

Filet Mignon a center cut filet mignon from Two Rivers Ranch grilled to perfection and topped with Montreal seasonings. 21.99

New York Strip a tender 12oz grass fed locally sourced steak from Two Rivers Ranch grilled to perfection and topped with garlic butter. 19.99

Loaded Chicken two chicken breasts grilled perfectly and smothered with barbecue sauce, sautéed onions, crispy bacon and cheddar cheese. 16.99

Chicken Strips hand breaded and served with your choice of sauce. 14.99

Pasta

served with garlic bread.

Shrimp Alfredo large, wild caught royal red shrimp served over penne pasta and tossed in our homemade alfredo sauce. 15.99

Cajun Chicken Alfredo grilled chicken served over penne pasta and fresh spinach in our homemade Cajun alfredo sauce. 14.99

Veggie Pasta fresh sautéed vegetables tossed in our homemade alfredo sauce. 14.99

= Crabby's Specialty Items

Sandwiches

served with crispy fries or coleslaw.

All fish is served with **Greg's signature key lime tartar sauce.**



Grouper Sandwich
prepared fried, grilled, blackened, or broiled. market price

Grouper Melt fresh gulf grouper fillet, sautéed onions, melted cheese, and Russian dressing on crispy Texas toast. market price

Grouper Po Boy traditional New Orleans style, with tender grouper nuggets, fully dressed on a hoagie roll drizzled with a homemade remoulade. market price



Grouper Tacos
blackened grouper, shredded cabbage and cheddar jack cheese, topped with mango salsa and a cilantro cream sauce. market price

Sirloin Burger half pound of Angus beef and brisket blend grilled to order. 9.99

Loaded Chicken chicken breast grilled perfectly and smothered with barbecue sauce, sautéed onions, crispy bacon and cheddar cheese served on Texas toast. 10.99

Caribbean Mahi Mahi served grilled or blackened. 12.99

Shrimp Po Boy traditional New Orleans style, served with large wild caught royal red shrimp, fully dressed on a hoagie roll drizzled with a homemade remoulade. 12.99

Gator Po Boy gator nuggets fried and served traditional Po Boy style with our homemade remoulade sauce. 11.99

CrabbysDockside.com



Killer Key Lime Pie



Sides

crispy fries
fresh southern green beans
hush puppies

garlic mashed potatoes
seasonal vegetables
homemade coleslaw
garlic bread

sweet potato fries 1.99 up charge to meal
house salad 1.99 up charge to meal
caesar salad 2.99 up charge to meal



Happy Hour Specials

3 p.m. to 7 p.m. Everyday!

13 House Wines • 14 Calls

14 20 ounce Domestic Drafts

Signature Buckets: 12 Mon-Fri 10 Sat-Sun

Try one of our Signature Buckets



Cruzan Rum Runner Bucket

A delicious traditional Florida Rum Runner made with Cruzan rum, blackberry brandy and banana liqueur, tropical juices and a splash of grenadine, shaken not stirred and served in a bucket.



Margarita Bucket

Our signature Margarita made with Sotol* Blue Reposado tequila.

Frozen Drinks



Perfect Pina Colada

Crizan Spiced Rum blended with our refreshing coconut mix. Topped with a Kraken® at rum float and served in an agave nectar and sugar rimmed cup.



Florida Sunset

Sotol* Blue Reposado blended with Triple Sec and our famous Mango mix. Layered atop our St rawberry mix to create the perfect Florida Sunset.

Miami Vice

Crizan Coconut Rum blended with Pina Colada mix and cascaded atop a small portion of strawberry puree.

Dirty Banana

Crizan Banana Rum and Kahlua blended with Banana mix and filled in a chocolate swirled cup.

House Made Mojitos



Dixie Lemonade Mojito

Dixie Citrus Vodka mixed with fresh muddled lemons, mint leaves, strawberries, agave nectar, lemonade and a splash of lemon lime soda.



Strawberry Mojito

A cold twist to a classic drink. Cruzan Key Lime Rum with triple sec, fresh lime juice, strawberry mix, mint leaves and a splash of lemon lime soda.

Pineapple Mojito

Crizan Pineapple, pineapple juice, mint, lime and a splash of club soda served over ice.

Margaritas



Dos Equis

The most interesting drink in the world... A 12oz Dos Equis Lager turned face down in a Crabby's signature Sotol* Margarita. Best of both worlds! Stay Thirsty!

Watermelon Margarita

Made with Horitos Tequila, fresh watermelon juice, triple sec, Sotol* margarita mix, a splash of soda, and a sugar rim.



Organico Margarita

Horitos Tequila, fresh squeezed lime juice, agave nectar and water. Under 100 calories! All organic!

Cabo Wabo® "Grand Margarita"

Crabby's top shelf margarita. Made with Grand Mariner® of course. Order 12oz or 20oz

facebook.com/crabbysBarGrill



Hand-Crafted Drinks

Berry Bliss

Fresh muddled straw berries & blueberries, Endless Summer Rum, raspberry liqueur, cranberry juice, and lemon lime soda.



Blue Hawaiian

Made with Cruzan Rum, cream of coconut, pineapple juice and a splash of blue curacao liqueur.

Peach on the Beach

A refreshing blend of Cruzan Peach Rum, peach schnapps, Sierra Mist, and a splash of cranberry juice.

Tito's Handmade Vodka

American Mule

Tito's Hand-Made Vodka, Coolings Ginger Beer, and a splash of fresh lime juice.

All American Bloody

Classic Bloody Mary with Tito's Handmade Vodka. Made with a spiced rim, celery olives, lime, and a slice of our thick cut Cherrywood Bacon.

Jameson Green Tea

Made with Jameson Irish whiskey, peach schnapps, sour milk, and a splash of sprite served over ice.

Specialty Pitchers

Sharable!

Crabby Crush

Endless Summer Rum, mixed with pineapple juice, a splash of orange juice, and crème of coconut. Creamsicle the Crabby way! Available in 12 and 20 ounces.

Blueberry Smash

Pinnacle Blueberry Vodka, lemonade, fresh blueberries, and a splash of blue curacao liqueur.

Available in 12 and 20 ounces.



House Made Sangria

by the glass (12 or 20oz) or a Pitcher



White Sangria

Fresh muddled strawberries, Pinnacle Peach Vodka, Riunite Moscato, apple juice, agave nectar, pineapple juice, watermelon juice, muddled straw berries, and peach schnapps.

Red Sangria

Dixie Citrus Vodka, muddled cherries, oranges, and limes, mixed with Riunite Lambrusco, blackberry brandy, and a splash of lemon lime soda.

Crabby's Beer

Domestic Bottles

Budweiser Bud Light Lime Michelob Ultra
Bud Light Coors Light Miller Lite

Imports and Crafts

Heineken Corona Light Stella Artois
Corona Dos Equis Tecate Red Stripe
Reef Donkey Florida Cracker Angry Orchard
(16oz Can) (16oz Can) (16oz)

Domestic Drafts

Miller Lite Coors Light Yuengling

Import/Craft Drafts

Blue Moon Leinenkugel's Dos Equis
Cigar City Jai Lai Seasonal Crabby Ale

— Wine List —

House Wines By Sycamore Lane
Chardonnay • Merlot • Cab Sauvignon
White Zin • Pinot Grigio

San Angelo Pinot Grigio
Silver Totem Cabernet Sauvignon
Riunite Riunite Lambrusco • Riunite Moscato

Section 3. SCOPE OF WORK

Proposed Operating Hours

We would open for Lunch and Dinner Daily from 11:00 am – 10:00 pm.

We would open early on weekends at 9:00 am for Brunch

Subject to consultation with the Marina officials, the roof top dining room would remain open later on weekends serving drinks and appetizers.

Live entertainment would be initially planned for Friday and Saturday evenings and the calendar would always be re-evaluated to cater to our guest comments and requests.

Marketing Plans

We feel one of our organization's strengths is our marketing experience. Our experience has shown that creative and well thought out marketing concepts will greatly impact not only the number of visitors in your locations, but also their overall dining experience. We feel very strongly that a local business must work with the city and county officials, with business organizations and with each other to promote your business community. We strongly encourage our key employees to participate in local civic and business organizations, with several taking leadership roles. On the following page you will find a letter from the Clearwater Chamber of Commerce regarding our efforts in Promoting Tourism and The Business Community.

Room Key and Concierge Programs

Over the years, we have worked closely with local and regional hotels to help promote our locations. We have had great success promoting sales using our Room Key Program. Our logo and address is featured on the room keys at several area hotels and the guests receive a discount or free drink by presenting the room key to their server. We have been able to monitor the impact and feel we are drawing a significant stream of customers from out of our typical areas through the use of this program.

We have also developed a very successful concierge program. Under this program, we meet with the concierge group at regional and area hotels to show them our locations and to invite them to eat at each of our locations free of charge so that they can get a personal opinion of our food, service and atmosphere. We then have a follow up phone call with each of them to get their feedback on how we did and how we can improve. We give the concierge marketing information that they can share with the guests of their hotels. We have developed outstanding relationships with over 30 west coast hotels through this program and the results have been a definite increase in sales.

We will implement similar plans with the hotels located not only in the Treasure Coast but in many surrounding communities.

Gift Cards

We sell a significant number of gift cards each year in our stores and online. All of our gift cards are accepted at each location and feature the logos of each location. We feel this will be another avenue of making the public aware of Fort Pierce and potentially draw new visitors to the area.

Section 3. SCOPE OF WORK

Marketing with national television and news outlets

We have been fortunate to have television shows feature menu items and film segments for both national and local television. The exposure that this brings leads to additional print and web based media outlets to cover and review our locations. Of course, all of that is a benefit for not only our restaurant, but for the local area around it. We are confident that we will continue to attract such coverage and will seek to feature our Fort Pierce location as much as frequently as possible.

Cross Marketing with Our Other Locations

Annually, we serve over a million guests in our 5 Florida restaurants. We will feature information about not only a Fort Pierce Crabby's Dockside but also information about the beaches, sport fishing, spectacular sunrises and all that Fort Pierce has to offer. We will place signage in various areas of our other locations, feature information on our website, feature the Fort Pierce location on the menu in our other restaurants, T shirts and for the signage we do at all of the annual events we sponsor and support. There is no question, a significant number of people who are unfamiliar with Fort Pierce or the Treasure Coast will take note.

Charter Boat Marketing

Annually, we cook and serve over 15,000lbs of fish that are brought to us from guests on charter boats operating out of Clearwater Marina. We have a great relationship with the charter boats that benefits our customer, their customer and our respective businesses. We would build the same relationships with the charter companies that operate out of Fort Pierce and we would help them market their business. Each of the guests in Clearwater who bring us their catch, will receive a flyer highlighting our Fort Pierce location, the local charters and the amazing sport fishing that the area has. We are certain that it would be tempting for some of these guests to drive 2.5 hours to the east coast to catch Dolphin, Marlin or Sailfish as a change of pace from what is targeted in the Gulf. We think this has the potential to be very successful for the Marina. A letter from Queen Fleet Charters is included later in this section.

Support of Local Events

Beachside Hospitality Group supports numerous local events in the communities that we operate. We feel this is a great way to promote not only our restaurants but also the community. If we were selected by the committee to operate this location, we would work hard to build relationships with the community and be strong supporters of local events. Please see the following letter of recommendation from the Chamber of commerce that outlines some of the events we support.

Beachside in the Community

An integral part of our corporate culture is to participate and support our community events. In recent years we have supported numerous events benefiting the following organizations.

- Clearwater For Youth
- Susan G. Komen Suncoast
- Special Operation Warrior Foundation
- Nemour's Children's Hospital
- National Pediatric Cancer Foundation
- Wounded Warrior Foundation
- Golisano Children's Hospital
- First Responders

Section 3. SCOPE OF WORK



Promoting Tourism and the Business Community

EXECUTIVE OFFICERS

Mary Reischmann
Hyatt Regency Resort & Spa
Chairman of the Board
Juli Norberg
Hampton Inn & Suites
Vice Chairman/Special Events Chair
Jason Zelenak
Crabby's Dockside Seafood Restaurant
Treasurer
Jim Jenkins
Sandpencil Resort
Secretary
Frank Dame
Clearwater Marine Aquarium
Past Chairman Emeritus
Darlene Kole
Clearwater Beach Chamber
President/CEO

CHAIRMAN/DIRECTORS

Philippe Beau
Beau Institute
Education and Market Research Chair
Darlene Cagle
Flower Market Florist
Membership Chair
Julia Cassino
Beachside Hospitality Group
Chalk Art Festival Chair
Billy Day
East Shore Resort
Nomination Chair/Member-At-Large
Victor Lucas
Redevelopment/BED Gov't Affairs
Joe Madonowski
Clearwater Beach is Awesome
Tourism Marketing Chair
Rick Norberg
Jimmy's Fish House & Iguana Bar
Taste Fest Restaurant Week Chair
Dennis Rodriguez
Clearwater Ferry Service
Parking Traffic Infrastructure Chair
Emil Veltre
Keller Williams Gulfside Realty
Member-At-Large
KRIS Watson
The Tropics Boat Tours
Golf Tournament Chair

DIRECTORS

Jay Cabral
Frenchy's Restaurants
Steve Chandler
Pier 40 Concessions
Joe Chaney
Surf Style Mega Store
Miguel Diaz
Wyndham Grand
Nicholas Ekonomides
Nicholas C. Ekonomides P.A.
Sheri Hellman
Bob Holman's Beachcomber Rest.
Mike Henkel
Nature's Food Patch
Michael Mastranerie
Profoma N. & M. Communications
Carol Mearys
Coasters Restaurant & Bar
Bill Potts
Clearwater Marine Aquarium
Shelley Smith
Hilton Clearwater Beach Resort & Spa
Chris Thora
Clearwater Gas System
Pam Waterscraft
Captain Memo's Pirate Ship

February 21, 2018

City of Fort Pierce
100 North U.S. 1
Fort Pierce, FL 34950

Re: Beachside Hospitality Group Community Involvement

To Whom It May Concern:

My name is Darlene Kole, and I am the President/CEO of the Clearwater Beach Chamber of Commerce. Our goal as a Chamber is to provide each visitor with as much information as possible to ensure their visit to Clearwater Beach is enjoyable and exceeds expectations.

Since our inception as a Chamber, the businesses run by Beachside Hospitality Group have been actively involved in our Chamber. Currently, 2 of its employees sit on our Board of Directors; as a Treasurer to the Board, and a Chairman to our Clearwater Beach Chalk Art Festival.

Because of Beachside Hospitality Groups involvement in such events hosted by our Chamber, we have helped promote Clearwater Beach's beautiful sugar sands in ways we had not been able to in the past. Beachside Hospitality Group actively participates in the Clearwater Beach Taste Fest, Clearwater Beach Restaurant Week, Clearwater Beach Chalk Art Festival, Clearwater Beach Chamber of Commerce Golf Tournament, Light It Up Clearwater (New Year's Eve Fireworks), and many more. Most recently, the Chamber of Commerce awarded Crabby's Dockside the Beautification Award for their rebuild of the restaurant formerly known as Crabby Bill's Clearwater Beach.

I speak confidently when I state, should you so choose the Beachside Hospitality Group in your RFP selection, they will become an active participant in all locally hosted events, via sponsorships, volunteer time, and committee help.

I am happy to answer any questions, should you so need.

Warm Wishes,

Darlene Kole
President/CEO
Clearwater Beach Chamber of Commerce

P.O. Box 3573 * Clearwater Beach, FL 33767 * (727) 447.7600

www.BeachChamber.com



Section 3. SCOPE OF WORK



February 20, 2018

1200 New York Avenue
St. Cloud, Florida 34769
Phone: (407) 892-3671
Fax: (407) 892-5289
info@stcloudchamber.com

Mission Statement:

*Creating community and
business prosperity
through education,
advocacy and well-
planned development.*

**BUSINESS PARTNER
SHARING OUR VISION**

TRUSTEE PARTNERS

City of St. Cloud
OUC – The Reliable One

To Whom It May Concern:

Crabby Bill's Seafood has been an active and integral member of the St. Cloud Chamber of Commerce since 2006. Their support of community events, projects, and organizations is a great benefit to the St. Cloud and Osceola County community.

Representatives from Crabby Bill's Seafood go above and beyond when we reach out to them for assistance. Crabby Bill's staff volunteer for our committees and at our events several times throughout the year. Crabby Bill's also steps in to provide great food at networking and business building events in service to local businesses in St. Cloud.

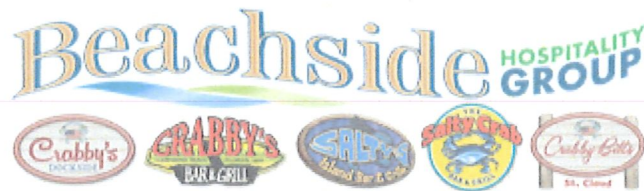
The General Manager, Carly McGrinn, serves on and chairs multiple committees. She also is on our Board of Directors. They are truly a staple within the community.

I would highly recommend the Crabby Bill's family of restaurants to any municipality considering working with them.

Regards,

Kari Whaley

Kari Whaley, Ed.D.
President & CEO
St. Cloud Chamber of Commerce



**You are cordially invited to join us for
Beachside Hospitality Group's
Concierge Month**

We invite you to dine with us at all 3 of our
Clearwater Beach locations during the month of February.
Feel free to bring a guest with you as you experience all we have to
offer.

Simply e-mail our Marketing Director, Julia Cassino, at JuliaC@bshgrp.com, with
at least 24 hours' notice, of the location you are requesting to dine at along with
the time of your anticipated arrival, and we will make sure to have a reservation
placed for you.

We appreciate all that you do for the wonderful guests of Clearwater Beach, and
want you to know that your hard work does not go unnoticed. Because of this,
we have created a month specifically designed around you!

We hope you will dine at all 3 stores, as they each have something special to
offer. Our goal is to showcase our greatest dishes, with hopes that you will
continue to recommend each of our locations to your guests.

Once you have dined with us (complimentary of course!) at all 3 of our
Beachside Hospitality Group locations, we will be providing you with some one-
of-a-kind thank you gifts, hand delivered to you.

With this packet, you will find some key information about our locations, along
with some signature items that we are extremely proud of.

If we can answer any questions for you, please feel free to reach out to us, and we
will do everything we can to accommodate your requests.

We look forward to having you with us.

Kinds Regards,

Greg Powers, CEO



Carol Hague
Clearwater Regional Chamber of Commerce
600 Cleveland Street
Clearwater, Florida 33705

February 22, 2018

To Whom It May Concern,

It is with much enthusiasm that I am writing to recommend Beachside Hospitality Group.

Beachside Hospitality Group has made such a great impact to Clearwater Beach with their 3 restaurants accommodating all visitors to the area. The leadership of these award-winning restaurants are highly visible in the community by volunteering with the Chamber and our events, hosting and accommodating groups on a regular basis and helping to drive the economy through advertising and promotions. They are very charitable to local causes through their donations as well.

Over the years, the Clearwater Regional Chamber has worked very closely with their properties to make all tourists and visitors have the best beach experience, whether it be group events or nearby restaurant suggestions for families and vacationers.

I'm happy to recommend the addition of Beachside Hospitality Group to your area. If you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "Carol Hague".

Carol Hague
President & CEO

Section 3. SCOPE OF WORK

Coordination with the City Marina

Both our Crabby's Dockside in Clearwater and our Crabby Bill's in St. Cloud, Florida are properties leased from the City and reside in a City Owned Marina. In both situations we have excellent partnerships with the Marina Harbor Master and are in frequent communication to ensure we are more than just good tenants of the Marina. We also have excellent relationships with the other businesses operating in the Marinas. Please note the following reference from the City of Clearwater and from Bay Star Restaurant Group (our primary competitor). We would expect to develop a very supportive and transparent relationship with the City and Marina Officials in Fort Pierce.

Marina Appreciation Week

Join us from May 29th to June 2nd for a
burger and bottled beer on us!

Thanks for being such great neighbors!



- offer good for 1 sirloin burger and 1 domestic bottled beer
- coupon must be presented to receive offer
- valid 5/29/17 to 6/2/17
- dine-in only
- one coupon per person
- valid only at Crabby's Dockside
- 37 Causeway Blvd. Clearwater Beach, FL 33767



Section 3. SCOPE OF WORK



CITY OF CLEARWATER

CLEARWATER MUNICIPAL MARINA, 25 CAUSEWAY BOULEVARD, CLEARWATER, FLORIDA 33767
TELEPHONE (727) 462-6954 FAX (727) 462-6957

February 23, 2018

MARINE & AVIATION DEPARTMENT

To Who It May Concern,

It is my pleasure to write a recommendation for Beachside Hospitality Group.

Beachside Hospitality Group has been involved in our Clearwater Municipal Marina for over 17 years, providing excellent customer service to not only tourists and visitors to the area, but to our locals and business owners within the Marina.

Crabby's Dockside in Clearwater Beach has consistently provided a unique business partnership with our Marina's local fishing fleets, by offering guests aboard each vessel, the opportunity to have their day's catch cooked at the restaurant.

Through their rebuild in 2016, Crabby's Dockside and its managing partners have set precedence for Clearwater Beach as a whole, and we are proud to share this area with them.

We are confident that should you so choose the team of Beachside Hospitality Group to reside within your City, they will provide you with the same quality service they provide to the City of Clearwater, its residents and visitors.

Please feel free to contact me should you have any questions.

A handwritten signature in blue ink that reads "Ed Chesney".

Ed Chesney, P.E.

City of Clearwater Marine & Aviation Director



"Equal Employment and Affirmative Action Employer"

Section 3. SCOPE OF WORK



February 16, 2018

City of Fort Pierce
100 North U.S. 1
Fort Pierce, FL 34950

Re: Beachside Hospitality Group Partnership

To Whom It May Concern:

My name is Frank Chivas, and I am the owner of Bay Star Restaurant Group, the parent company to 8 Pinellas County restaurants. Two of my restaurants, soon to be four, are located in the Clearwater Municipal Marina and share a parking lot with Crabby's Dockside.

As an advocate for the Clearwater area, I can openly send my utmost regards to the team at Beachside Hospitality Group. The directors and employees of the company are always available to help with any needs or issues our business may encounter on a daily basis. Our companies are easily able to work together for the greater good of the community, and I am proud to have their business as a neighbor to my establishments.

It is without question that the Beachside Hospitality Group family would fulfill any requirements needed of it and help promote your City's tourism and marketing efforts.

I strongly urge you to consider this team to join the incredible group of restaurateurs within the City of Ft. Pierce.

Should you have any questions, please feel free to contact me.

Kind regards,

A handwritten signature in black ink, appearing to read "Frank Chivas", is written over a white rectangular area.

Frank Chivas
Bay Star Restaurant Group

18395 Gulf Blvd, Suite 204, Indian Shores, FL 3385

Section 3. SCOPE OF WORK

Project Timeline

If Beachside Hospitality Group were awarded the bid, we would want to get the new location open as soon as possible. While the proposals are being evaluated, we will continue working on the design and will be interviewing contractors so that we could proceed quickly.

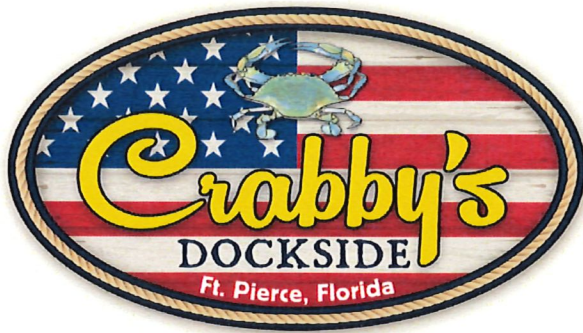
March 1, 2018	Submission of response to RFP 2018-010
March 2018	Continue working with Engineers and Architect on Design
April 2018	Interview and hire potential Treasure Coast Based Contractor and set construction timeline assuming that our bid will be selected
June 2018	If bid is successful, meet with City & Marina Officials to review our plans and discuss and listen to ideas or concerns that may exist.
July 2018	Begin attending
September 1, 2018	Begin Demolition / Redevelopment
October 1, 2018	Job Postings, begin interviews for restaurant staff
December 1, 2018	Begin targeted marketing plan with local advertisers, treasure coast hotels, social media and in our existing locations.
January 2018	Meet with other marina business owners, attend local chamber and business functions
February 1, 2019	Grand Opening of Crabby's Dockside Fort Pierce

Lease Term

As noted in Addendum No. 2 to the RFP, we will be seeking a 20 year lease with two 5 year renewal periods. We will be making a significant investment into this project and feel this lease duration will allow us to recoup the investment, earn profits, and provide the City with a long term cash flow.

Company Financial Statements

As noted in Addendum No. 2 to the RFP, the company financial statements have been enclosed in a sealed envelope.



Section 3. SCOPE OF WORK

Compensation to the City

We plan on making a significant investment into the redevelopment of this property. As stated earlier, we will not be relying on any debt for this project. The project will be funded by the ownership group. We would like this partnership to be financially rewarding for our owners as well as the city. We propose the rent to be computed based on the following annual revenue sharing formula:

- **10%** of the first \$1,000,000 in total sales
- **4%** of all food sales above the first \$1,000,000 in total sales
- **6%** of all liquor, beer and wine sales above the first \$1,000,000 in total sales

The following example is based on our estimate of Year 1 and 2 sales.

Crabby's Dockside at Fort Pierce Marina Projected Sales / Compensation to City						
	Year 1			Year 2		
Projected Sales Breakdown						
Food Sales	3,091,200	67.20%		3,245,760	67.20%	
Liquor, Beer, Wine Sales	1,508,800	32.80%		1,584,240	32.80%	
Total Sales	4,600,000			4,830,000		
Proposed Rent Computation						
	Sales Allocation	Sharing %	Proposed Rent	Sales Allocation	Sharing %	Proposed Rent
Tier 1 - \$1M in Sales	1,000,000	10%	100,000	1,000,000	10%	100,000
Food Sales > Tier 1	2,419,200	4%	96,768	2,573,760	4%	102,950
L.B.W. Sales > Tier 1	1,180,800	6%	70,848	1,256,240	6%	75,374
	4,600,000		\$ 267,616	4,830,000		\$ 278,325

Section 3. SCOPE OF WORK

February 18, 2018

To Whom It May Concern:

The Sunsets at Pier 60 Daily Festival and Pier 60 Sugar Sand Festival wish to express their overwhelming support for the RFP under consideration for Beachside Hospitality Group.

I have had the pleasure of working with Beachside Hospitality Group for the last seventeen years as they have sponsored many of the special events and activities offered as part of the Sunsets at Pier 60 Daily Festival and the 6th annual Pier 60 Sugar Sand Festival, a not-for-profit arts organization that has been providing free family oriented entertainment since 1995.

Specifically, Crabby's and Salty's Restaurants have not only contributed financially over the years but have provided food donations and gift cards for various events. They are true team players and always promote a positive image of Clearwater Beach through their business and active community service.

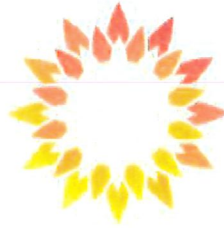
Beachside Hospitality Group is an invaluable asset to the tourism industry, and it is my honor to support them in the response to this RFP.

Best Regards,
Lisa M. Chandler
Founder/Producer
Sunsets at Pier 60 Society Inc.
Pier 60 Sugar Sand Festival
Clearwater Beach, Florida
727-430-5200

PIER 60
SUGAR SAND
FESTIVAL



Section 3. SCOPE OF WORK



Re: Beachside Hospitality Group Philanthropic involvement

15 February 2018

To Whom It May Concern:

My name is Shamus Warren, and I am the Corporate Development Director for the National Pediatric Cancer Foundation. We are a 4-star Charity Navigator rated National not-for-profit based in Tampa. Our mission is to fund less toxic and more targeted treatments, therapies and research for pediatric cancer.

For the past 5 years, the concepts under the Beachside Hospitality Group umbrella have been wonderful and faithful supporters of our cause. Since 2013, Beachside Hospitality Group has raised an incredible \$30,000 for our mission through a point of sale campaign during the month of September (National Pediatric Cancer Awareness Month). Their involvement with us on a local level has proven invaluable through both awareness and funds raised. Their dedication to community and helping those in need is unquestionable, and I can think of no other group as affable and easy to work with than the wonderful group of people at Beachside Hospitality Group.

I would be happy to answer any questions about our partnership, or about our cause, should you wish to inquire.

With Hope,

Shamus Warren

Corporate Development Director

National Pediatric Cancer Foundation

NATIONAL PEDIATRIC CANCER FOUNDATION

813-269-0955 | NationalPCF.org | Tax ID: 59-3097333 | 5550 West Executive Drive, Suite 300 | Tampa, FL 33609

RISE UP FOR A FASTER CURE

Section 3. SCOPE OF WORK

CLEARWATER MARINE ENTERPRISES

836 ISLAND WAY
CLEARWATER, FL 33767
(813) 446-7666 • FAX 449-9201

February 15, 2018

City of Fort Pierce
100 North U.S. 1
Fort Pierce, FL 34950

Re: Beachside Hospitality Group / Fort Pierce Opportunity

Our business has successfully operated charter fishing and sightseeing tours out of Clearwater Marina for over 40 years. Beachside Hospitality Group have been our neighbors in the Marina for almost two Decades, originally as Crabby Bills and now with the amazing new Crabby's Dockside. We have had a great relationship over the years and their success has certainly complimented ours. They do a great job of promoting of the Marina and Clearwater Beach through their participating and leadership roles with Chamber of Commerce and other local business groups. They are also sponsors of many of the annual Clearwater Beach events.

Our sightseeing cruise guests frequently dine at Crabby's. Having a great restaurant for our guests to visit before or after their cruise certainly enhances their experience and keeps them returning. Additionally, our charter fishing guests absolutely love the ability to take their fresh catch to Crabby's and have them prepare it. They do a great job of promoting this service which brings customers to our boats.

I am certain that if they were to be awarded the location in Fort Pierce, your community would benefit from not only a great well run restaurant, but also their integration into the community and willingness to partner with other local businesses.

Sincerely,



Eric Spaulding
Owner
Queen Fleet Charters & Sea Screamer

SUPER QUEEN • GULF QUEEN • DIXIE QUEEN

Section 3. SCOPE OF WORK



February 18, 2018

To Whom It May Concern,

It is my pleasure to convey my upmost delight and honor to recommend Beachside Hospitality Group. I have had the pleasure of working with them over the past 15 years, their properties on Clearwater Beach are truly iconic.

The Management and Staff have consistently displayed professional communication skills that quickly become evident when you are greeted at Crabby's Dockside, Crabby's Bar & Grill or Salty's Island Bar & Grille. Immediately, you feel welcomed as soon as you arrive, because of the well trained staff. They are always polite and respectful to everyone, which is an impressive trait that is very rare to find these days.

I find the crew in all locations to be very resourceful, intelligent, energetic, honest, and determined to provide a wonderful experience for each guest. Working with the public can be stressful at times, but they all stepped right up to the plate and created a positive experience for even the most demanding guest.

I have worked with many Managers over different events and I must say that they give 100% to each event. This goes for show casing their properties or even volunteering for other events for the Clearwater Chamber of Commerce, Clearwater Regional Chamber of Commerce, and Clearwater Rotary to name a few. They are highly respected members of our Beach Community. Their awesome food operation, outside catering, and community outreach is second to none in our area.

I am totally confident that Beachside Hospitality Group will give a fresh dynamic approach to any community that seek their services. They will quickly adapt their surrounding and create a positive environment for those who patronize their establishments. Beachside Hospitality Group will be a great asset for your community and provide an awesome experience for everyone they encounter for years to come.

Please, feel free to contact me directly for any further questions.

Regards,

Paul Andrews
General Manager
Shepherd's Beach Resort, Clearwater Beach Florida
paul@shephards.com 727-442-5107 or 727-871-1672

Section 3. SCOPE OF WORK

February 19, 2018

521 South Gulfview Blvd.
Clearwater Beach
Florida 33767
727.447.6461
800.770.6461
F: 727.443.5888
www.ClearwaterBeachHolidayInn.com



To Whom It May Concern,

It is with much enthusiasm that I am writing to recommend Beachside Hospitality Group.

Beachside Hospitality Group has made such a great impact to Clearwater Beach with their 3 restaurants accommodating all visitors to the area. Recently receiving Clearwater Beach Chamber of Commerce's 2017 Beautification Award, Crabby's Dockside has set the standard for the beach's future. In the past they have also received Best Appetizer for Salty's Island Bar & Grille and Beach Chamber's Volunteer of the Year Award for Crabby's Bar & Grill.

Over the years, Holiday Inn Clearwater Beach has worked very closely with their properties to make all tourists and visitors have the best beach experience, whether it be group events or nearby restaurant suggestions for families and vacationers.

I'm happy to recommend the addition of Beachside Hospitality Group to your area. If you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in black ink that reads 'Christine Bottger'. The signature is written in a cursive style.

Christine Bottger
General Manager
(727) 683-1370

Section 3. SCOPE OF WORK



OFFICE OF THE CHIEF
OF POLICE

CITY OF CLEARWATER

POST OFFICE BOX 4748, CLEARWATER, FLORIDA 33758-4748
CLEARWATER POLICE DEPARTMENT, 645 PIERCE STREET, CLEARWATER, FLORIDA 33756
TELEPHONE (727) 562-4336

February 26, 2018

To Whom It May Concern:

Please accept this correspondence as a letter of support for the Beachside Hospitality Group. Beachside Hospitality Group currently operates three restaurants in the city of Clearwater. I have found the management of Beachside Hospitality Group and the management of each individual restaurant to be committed to providing a peaceful establishment that operates within the state and local rules and regulations. The management is accessible to quickly resolve any issues that may develop in a collaborative way.

Additionally, Beachside Hospitality Group is active in the community by participating in organizations such as Clearwater For Youth, a charitable organization that provides support to youth sports programs, so no child is unable to participate in a sports program because of an inability to pay.

It is comforting to have a business in the community that operates as a community partner, and not simply a revenue business model. Therefore, I offer this letter of support for Beachside Hospitality Group.

Sincerely,

A handwritten signature in blue ink, appearing to read "Daniel W. Slaughter".

Daniel W. Slaughter
Chief of Police



February 22, 2018

To Whom It May Concern,

Please accept this letter as my personal and professional endorsement of Beachside Hospitality Group, as an outstanding business partner to Clearwater Beach Uncorked, but also as a dedicated community partner. Clearwater Beach Uncorked promotes culinary tourism, designed to attract new users to the beachfront markets in which we operate. Beachside has been a loyal and active sponsor of our events, mobilizing its phenomenal brand and outstanding food to bring foodies from across the State and the southeast to enjoy and appreciate all of the features of the local community.

Since my earliest involvement with Beachside Hospitality Group, I have found its company to be world class in many ways. They provide a tremendous dining experience where guests come first, and their involvement in our event, along with many other local events like Beach Community Food Pantry's Food from the Heart event, reiterates that Beachside Hospitality Group is a philanthropic business member in the communities it serves.

The organization is an institution in all of the cities in which it operates, and the company is exemplary of the model to which all restaurants should aspire.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tammy Gail', written in a cursive style.

Tammy Gail, President & Producer
Clearwater Beach Uncorked Food & Wine Festival

Section 4. EQUIPMENT OVERVIEW

EQUIPMENT TO BE USED

THE RFP REQUESTES THAT THE PROPOSER LIST ALL "EQUIPMENT THAT THE PROPOSER HAS TO COMPLETE THE SCOPE OF WORK".

We do not have any equipment at this time for this project. We will hire a qualified general contractor from the Treasure Coast to perform all redevelopment work and they will use their own equipment. Once the location is open, we will be using all traditional restaurant equipment (ovens, stoves, washers, hood, walk in freezer, ice machines, etc.). We can provide a detailed list of such equipment to the City if necessary as soon as the kitchen designs are complete. We can have the contractor also provide a list of equipment they would use for the demolition and construction.

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

REFERENCES

We have included the required reference forms in the pocket of the proposal. Included in the proposal we have included the following references throughout as summarized below:

- Florida Food Safety Systems Section 2: Page 2
- City of Clearwater Marina Section 3: Page 15
- St. Cloud Chamber Section 2: Page 2
- City of Clearwater Chief of Police Section 3: Page 24
- Clearwater Chamber of Commerce Section 3 Page 10
- Queen Fleet Charters Section 3: Page 21
- Clearwater Beach Uncorked Section 3: Page 24
- Sugar Sand Festival Section 3: Page 19
- Holiday Inn & Suites Section 3: Page 23
- Shepard's Beach Resort Section 3: Page 22
- National Pediatric Cancer Foundation Section 3: Page 20
- Bay Star Restaurant Group Section 3: Page 16

REQUIRED FORMS

We have included the following other forms requested in the RFP as follows:

1. Proposer Acknowledgement Form (signed) Section 1: Page 2
2. Compliance with Required Limits of Insurance Section 5: Page 1
3. Forms W9 Section 5: Page 3
4. Drug Free Workplace Form Section 5: Page 5
5. Addendum No. 1 Section 5: Page 6
6. Addendum No. 2 Section 5: Page 7
7. Florida Good Standing Documents Section 2: Page 7
8. Profit and Loss Forms (located in sealed envelope in pocket)

Lott Insurance Services L.I.S.

February 15, 2018

Beachside Hospitality Group
11201 Corporate Circle, North Suite 100
St. Petersburg, FL 33716

RE: Required Limits of Insurance
RFP 2018-010 Waterfront Restaurant at City Marina

We have reviewed the required limits of insurance outlined in RFP 2018-010 and are pleased to inform you that our agency will be able to provide you with all required insurances. We appreciate the opportunity to work with you on this project and want to remind you that we value the longstanding relationship we have had over the years. We continue to be excited by your success and will continue to work hard to provide the best coverage for all of your locations. It is especially exciting given this location is local for us and we know what an asset to our community your business would be. Please let us know if you need anything further from us.

Sincerely,



Joe Lott

4808 South U.S. 1 Ft. Pierce, FL 34982  772-468-1009 Ft. Pierce
813-867-7887 Tampa

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

W-9
Form
(Rev. November 2017)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

**Give Form to the
requester. Do not
send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 1.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Beachside Hospitality Holdings, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C-C corporation, S-S corporation, P-Partnership) ▶ **P**

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Apply to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
11201 Corporate Cir. N. Suite #100

6 City, state, and ZIP code
St. Petersburg, FL 33716

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
or									
Employer identification number									
4	6	-	5	5	3	4	7	0	5

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ Date ▶ **2/22/18**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

Form W-9 (Rev. November 2017) Department of the Treasury Internal Revenue Service	<h2 style="margin: 0;">Request for Taxpayer Identification Number and Certification</h2> <p style="margin: 0;">▶ Go to www.irs.gov/FormW9 for instructions and the latest information.</p>	Give Form to the requester. Do not send to the IRS.
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Print or type. See Specific Instructions on page 3.	<p>1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Beachside Hospitality Management, LLC</p> <p>2 Business name/disregarded entity name, if different from above</p> <p>3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.</p> <p> <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ P <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see instructions) ▶ </p> <p>4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Apply to accounts maintained outside the U.S.)</small> </p> <p>5 Address (number, street, and apt. or suite no.) See instructions. 11201 Corporate Cir. N. Suite #100</p> <p>6 City, state, and ZIP code St. Petersburg, FL 33716</p> <p>7 List account number(s) here (optional)</p> <p style="text-align: right;">Requester's name and address (optional)</p>
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Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
OR									
Employer identification number									
4	6	-	5	6	6	5	0	4	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶	Date ▶ 2-22-18
------------------	----------------------------	-----------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

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An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

THE SUNRISE CITY
FORT PIERCE
Florida


DRUG FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that

Beachside Hospitality Group does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.


Proposer's Signature

2/23/18
Date

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

January 25, 2018



CITY OF FORT PIERCE

WATERFRONT RESTAURANT & BAR AT CITY MARINA

RFP NO. 2018-010

ADDENDUM NO. 1

The purpose of this addendum is to provide a revised **Revenue History file**. The original file included RFP documents only include one year (2014). Please see attached years 2013 through 2017.

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: *[Handwritten Signature]*
 Signature: Gary Hardie Manual
 Company Name: Beachside Hospitality Group Typed or Printed
 Address: 11201 Corporate Cir N #100
St. Petersburg FL 33716
 Date: 2/23/18

/gc

February 2, 2018

CITY OF FORT PIERCE

WATERFRONT RESTAURANT BAR AT THE CITY MARINA

RFP NO. 2018-010

ADDENDUM NO. 2



The purpose of this addendum is to provide a response to questions submitted by potential bidders for clarification of the specifications:

1. **QUESTION:** Currently in the RFP, the contract terms (see page 35) are stated as two years with two one year renewal options, does this stand or can this be modified for a ten years lease with 2-5 year renewal options which reflects the current lease term?

ANSWER: The term should be stated as twenty years with two 5-year renewal options if mutually agreeable.

2. **QUESTION:** How much weight being a local vendor truly holds, and if an out of town vendor uses a local contractor's will that assist with getting more points?

ANSWER: The locality rating as described and outlined on pages 26 & 27 of the proposal document details the rating for a firm submitting a proposal; No.

3. **QUESTION:** Are there Blue Prints available for the site?

ANSWER: Blue prints are not available.

4. **QUESTION:** Can we arrange a Site-Visit to see Kitchen and all areas available?

ANSWER: **Yes, a Site-Visit has been schedule for 8:00AM- 9:00AM, Wednesday, February 14, 2018.**

5. **QUESTION:** Lease Boundary (see pg. 7), Is the red line on the lease boundary an absolute?

ANSWER: The lease boundary can expand if necessary based upon the proposal.

MODIFICATION TO SCOPE OF WORK

Page 33, item numbered 15 reads: "*Financial statement of the prospective lessee indicating sufficient resources available for successful promotion, management and operation of the restaurant facility*" has been modified to read as such:

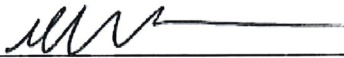
Addendum No. 2 ~ RFP No. 2018-010

Section 5. SUPPLEMENTAL DATA & DOCUMENTS

Please provide copies of Bank and Profit and Loss statements of the prospective lessee indicating sufficient resources available for successful promotion, management and operation of the restaurant facility for at least two (2) years in a sealed envelope. If your firm is not a finalist, the documents will be returned unopened.

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: 
Manual

Signature: Gary Hardie
Typed or Printed

Company Name: Beach side Hospitality Group

Address: 11201 Corporate Circle N #100
St. Petersburg FL 33716

Date: 2/23/18

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Addendum No. 2 ~ RFP No. 2018-010