



THE SUNRISE CITY  
**FORT PIERCE**  
CITY CLERK'S OFFICE  
*Florida*

TO : Nicholas Mimms, City Manager  
FROM : Linda W. Cox, City Clerk *LWC*  
RE : RFP – Waterfront Restaurant and Bar at City Marina  
DATE : May 21, 2018

An RFP was issued on January 12, 2018 seeking proposals for the operation of a waterfront restaurant and bar located in Historic Downtown Fort Pierce at the Fort Pierce City Marina. A pre-proposal meeting was held on January 25<sup>th</sup>, a site visit of the existing facility was held on February 14<sup>th</sup> and bid submittals were due on March 1, 2018. The purchasing department determined there were 3 responsive proposals: Beachside Hospitality Group, Mulligan's Beach House Bar and Tiki Bar & Restaurant of Fort Pierce.

The evaluation team, consisting of Linda Cox, Johnna Morris, Rebecca Grohall, Peggy Arraiz and Danny Visconti, conducted unannounced site visits of existing facilities operated by the three bidders on March 27<sup>th</sup>, April 5<sup>th</sup> and April 10<sup>th</sup>. On April 17, 2018, the three responsive bidders made presentations to the evaluation team. Based upon the review of the proposals and presentations, the evaluation committee ranked the proposals as follows:

Beachside Hospitality Group – 481  
Mulligan's Beach House Bar – 466  
Tiki Bar & Restaurant of Ft Pierce – 402

The evaluation criteria included the following: business plan, site improvement plan, list of physical improvements, qualifications/experience of proposer, past contracts with city/government, timeline, proposed monthly fee/revenue share, related experience in Fort Pierce and reference; the cumulative evaluation tabulation sheet is attached.

The Evaluation Team is seeking approval to enter into negotiations with Beachside Hospitality Group for the redevelopment of the waterfront restaurant and bar at the city marina.