



Contract No.: 785-10025

**Agreement to Supply: CONCESSION & CATERING SERVICES - WAR MEMORIAL AUDITORIUM**

This agreement, made and entered into this the \_\_\_\_\_ day of \_\_\_\_\_, 2008, is by and between the CITY OF FORT LAUDERDALE, a Florida municipality, City Hall, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, hereinafter called the "City" and Contractor:

Name: Professional Concessions, Inc.

Address: 800 NE 8 Street City: Fort Lauderdale State: FL Zip: 33304

A Corporation  A Partnership  An Individual  Other: \_\_\_\_\_

authorized to do business in the State of Florida, hereinafter called the "Company" or "Contractor." Witnesseth that: Whereas, the City did issue a Request for Proposal (RFP) for supplying the requirements of the City for the items and/or service listed above for a period of **three years with two one-year extension options** and the Contractor submitted a proposal that was accepted and approved by the City.

Formal authorization of this contract was adopted by the City Commission on: July 15, 2008 Pur-20 CAR 08-0992

Now, therefore, for and in consideration of the mutual promises and covenants herein contained, the parties covenant and agree as follows:

1. The Company agrees to provide to the City concession and catering services at War Memorial Auditorium, during the period beginning

09/04/08 and ending 09/03/11 for the requirements listed above and according to the following specifications, terms, covenants and conditions:

a. This contract form G-110, the Request for Proposal containing General Conditions, Special Conditions, Specifications, addenda, if any, and other attachments forming a part of RFP Number **785-10025** and the Contractor's proposal in response, form a part of this contract and by reference are incorporated herein.

b. In construing the rights and obligations between the parties, except as provided in Section 2, *infra*, the order of priority in cases of conflict between the documents shall be as follows:

- 1) This contract Form G-110, Rev. 12/00
- 2) The City's RFP and all addenda thereto
- 3) Contractor's proposal in response to the City's RFP

c. **Warranty**: The Company by executing this contract embodying the terms herein warrants that the product and/or service that is supplied to the City shall remain fully in accord with the specifications and be of the highest quality. In the event any product and/or service as supplied to the City is found to be defective or does not conform to specifications the City reserves the right to cancel that order upon written notice to the Contractor and to adjust billing accordingly.

d. **Cancellation**: The City may cancel this contract upon notice in writing should the Contractor fail to reasonably perform the service of furnishing the products and/or services as specified herein upon 30 days written notice. This applies to all items of goods or services.

e. **Taxes Exempt**: State Sales (85-8012514506C-7) and Federal Excise (59-600319) Taxes are normally exempt, however, certain transactions are taxable. Consult your tax practitioner for guidance where necessary.

f. **Invoicing**: Contractor will forward all invoices in duplicate for payment to the following: Finance Department, 100 N. Andrews Avenue, 6th Floor, Fort Lauderdale, FL 33301. If discount, other than prompt payment terms applies, such discount **MUST** appear on the invoice.

2. **Contract Special Conditions:** The following special conditions are made a part of and modify the standard provisions contained in this contract Form G-110.

In the event of extension of this Contract pursuant to Section 10 of Part III of the RFP, the Cost Information regarding optional year 4 and optional year 5 contained in the Contractor's response to the RFP shall supersede anything to the contrary contained in Sections 10 and 11 of Part III of the RFP.

3. **Contract Summary:**

a. Attachments:

**Professional Concessions, Inc.'s response to the RFP and a copy of the RFP document.**

b. Payment Terms: Per RFP

c. Delivery: Per RFP

d. Insurance: Yes  No

e. Performance Bond/Letter of Credit: Yes  No

f. Procurement Specialist's Initials: RE

4. **Contractor's Phone Numbers:** Office: **954-566-8557**

5. **Contractor's Fax Number:** **954-566-0966**

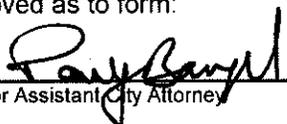
6. **Contractor's E-Mail Address:** manierid@bellsouth.net

**City of Fort Lauderdale**

By:   
Director of Procurement Services (City Manager's Designee)

Date: 10/14/08

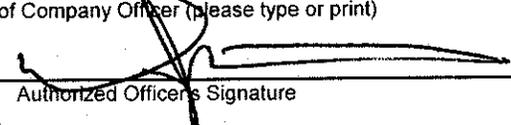
Approved as to form:

  
Senior Assistant City Attorney

**Contractor/Vendor**

DEANIS J. MANIERI

Name of Company Officer (please type or print)

By:   
Authorized Officer's Signature

Title: PRESIDENT

Date: 10/9/08

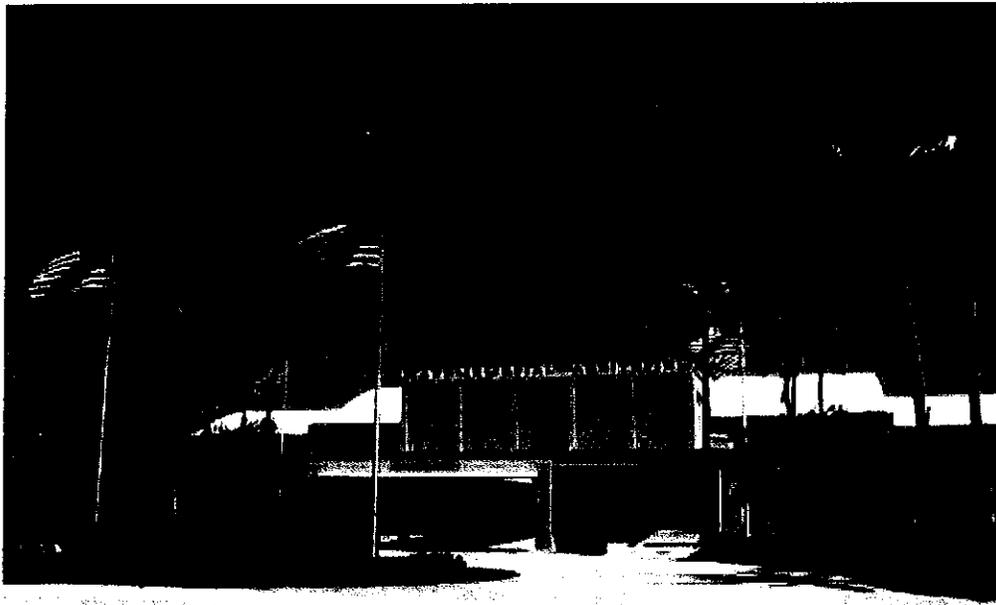
Secretary (please type or print)

Attest: \_\_\_\_\_  
Signature of Secretary

c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

CONTRACT  
COPY

**WAR MEMORIAL AUDITORIUM  
CONCESSION &  
CATERING SERVICES**



**RFP -785-10025**

**MAY 29, 2008**



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c/o War Memorial Auditorium  
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954-566-8557 • Fax 954-566-0966

Attachment 13 .....	Additional References Banking References Insurance Certificate
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**BID/PROPOSAL SIGNATURE PAGE**

**How to submit bids/proposals:** It is preferred that bids/proposals be submitted electronically at [www.rfpdepot.com](http://www.rfpdepot.com). If mailing a hard copy, it will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

**Please Note:** If responding to this solicitation through RFP Depot, the electronic version of the bid response will prevail, unless a paper version is clearly marked **by the bidder** in some manner to indicate that it will supplant the electronic version.

Submitted by: \_\_\_\_\_ 5/28/08  
(signature) (date)

Name (printed) Dennis J. Manieri Title: President

Company: (Legal Registration) Professional Concessions Inc.

**CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/doc/>).**

Address: 800 NE 8 St, Fort Lauderdale

City Fort Lauderdale State: Florida Zip 33304

Telephone No. 954-566-8557 FAX No. 954-566-0966

E-MAIL: manierid@bellsouth.net

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A

Payment Terms (section 1.03): N/A Total Bid Discount (section 1.04): N/A

Does your firm qualify for MBE or WBE status (section 1.08): MBE No WBE No

**ADDENDUM ACKNOWLEDGEMENT** - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

**VARIANCES:** State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS.**

Variations: None

## PROPOSAL PAGES PART III QUESTIONNAIRE

1. How many calendar days from award of Contract would you need prior to initiating operations?  
0 Days
2. Have you included your Proposal Security with your proposal? X Yes

The proposer understands that the information contained in these Proposal Pages is to be relied upon by the City in awarding the proposed Agreement, and such information is warranted by the proposer to be true. The proposer agrees to furnish such additional information, prior to acceptance of any proposal, relating to the qualifications of the proposer, as may be required by the City.

**PROPOSER PLEASE INSURE THAT YOU HAVE SIGNED THE SIGNATURE PAGE OF THESE PROPOSAL PAGES. OMISSION OF A SIGNATURE ON THAT PAGE WILL RESULT IN REJECTION OF YOUR PROPOSAL**

**COMPLETE AND RETURN THE REQUIRED NUMBER OF PROPOSAL PAGES AND ATTACHMENTS.**

## **Attachment 2** **Introduction & Scope of Services**

Professional Concessions Inc., (PCI) is pleased to submit this proposal for concession and catering services at the War Memorial Auditorium.

PCI is a Fort Lauderdale based company in our twenty-third year of operating food, beverage, and merchandising accounts in Broward, Palm Beach, and Dade Counties. We specialize in providing high quality service at South Florida venues ranging in capacity from 2,500 to 25,000 people. We have exceptional catering abilities and our special events experience ranges nationwide. PCI is uniquely qualified for this task for the following reasons:

- 1) PCI has a long history of excellent service to the City of Fort Lauderdale at the War Memorial Auditorium, several other City venues, and special events. War Memorial Auditorium was one of our original accounts in 1986 and we at PCI have always considered WMA as our home. Based on our reputation for service to the City of Fort Lauderdale, we are seeking another renewal agreement. Our service to the City has also included Mills Pond Park, Fort Lauderdale Stadium, Hall of Fame Aquatic Complex, and numerous City catering and special events. We are a City of Fort Lauderdale based company that utilizes local employees and suppliers. Our record of performance for the City speaks for itself. We have developed an excellent working relationship with Bob Stried, his staff, and our mutual clients who hold events at the Auditorium. We understand the nature of the events and the special treatment each client needs. We have always been sensitive and flexible when it comes to menu offerings, special catering menus, specially priced package meals, ethnic food offerings, and special events. PCI, on its' own initiative and expense, has made capital improvements as well as significant equipment investments to enhance concessions areas of the War Memorial Auditorium. Our most recent improvement was the installation of a complete catering/concessions kitchen at the auditorium. We at PCI are pleased to announce that our new capital improvement package for this renewal contract includes a current Series 11-PA full liquor license. PCI obtained this license on May 15, 2008 after years of legal research. We have already spent thousands of dollars in obtaining such a license. This gives PCI the ability to sell liquor to the public for any event authorized by the



# **PCI** PROFESSIONAL CONCESSIONS, INC.

c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

Auditorium Manager. We are extremely excited about the potential this license provides. Our gross sales in 2007 exceeded four million dollars. PCI has the fiscal resources to make significant capital improvements. We have made significant capital improvements to the Auditorium over the last twenty-two years and look forward to the opportunity to provide more new ideas, equipment, and improvements to the facilities at the War Memorial Auditorium.

- 2) PCI is a local firm with one of our officers assigned to directly supervise each account. Dennis Manieri, C.E.O. of Professional Concessions Inc and a thirty eight-year resident of the City of Fort Lauderdale will have direct responsibility for this account. Mr. Manieri is also a thirty year Professor of Mathematics at Broward Community College in Fort Lauderdale. Auditorium management will be able to communicate with him directly to provide the best service to our mutual patrons. Mr. Manieri has an extensive background in concessions operations, is readily available, and will be responsible for coordinating the PCI team for serving WMA events. P.J. Wear has been, and will continue to be the General Manager for Catering at WMA. P.J. is extremely conscientious and has developed an excellent relationship with Auditorium management and clients. P.J. also is responsible for employee training programs at WMA. Both Dennis and PJ are "hands on" managers who work along side our staff to make sure the job gets done properly! The combined experience of the PCI principals and management gives a quality of service unsurpassed by any organization. No corporate shuffles of managers and key personnel found with larger companies. No long chains of command in decision-making. We don't have to call "Corporate" and wait several days for decisions to be made – We make the decisions! Our principals have combined experience in food and beverage concessions totaling over sixty years and our staff is composed of several key concessions veterans.
  
- 3) PCI has the ability, equipment, staff, and expertise needed to provide service to the City of Fort Lauderdale in all three major categories needed; **Concessions, Catering, and Special Events**. Our Concessions ability speaks for itself – a long list of satisfied clients, many of whom we have been serving for over twenty years consecutively. Our catering staff has performed many events for clients at the Auditorium. Our Special Events division has been called in to duty for coordinating the Kruse Collector Car Auction, Pridefest, Nautical Flea Market, Gay World Series Opening Ceremonies, and various other special events held in the Auditorium and at locations in throughout the City. Our mobile equipment inventory includes concessions trailers, refrigerated beer trailers, catering trailers, portable tents, and everything else to provide instant support where needed. Smaller companies CAN'T do it, National companies TRY to do it, but PCI actually **MAKES IT HAPPEN!**



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- 4) PCI has a reputation for service. In our twenty-three years of operation, we have dramatically improved the concessions quality and revenues at numerous South Florida accounts. In addition to the War Memorial Auditorium, we have several accounts at familiar venues from Miami to Palm Beach. Our special events team is also active in everything from NASCAR to Classic Car Events and Boat Shows.

PCI is an owner-operated firm able to provide friendly, personal service, increased revenues, and worry free concession for its clients. PCI takes great pride in providing friendly, efficient, high quality service to customers at all of our accounts. This commitment has earned the company an excellent reputation in the industry. It is this reputation that PCI feels is our number one asset. In order to continue growing, PCI realizes this commitment to service is essential. That puts the goals of the company squarely in line with the goals of the City of Fort Lauderdale, to provide the best possible concessions services, catering, and atmosphere to the patrons of the War Memorial Auditorium.

Flexibility is another trait, which has helped in the renewal of PCI contracts at several venues. At each account, PCI officers and managers keep in close contact with facilities management. This communication allows PCI to tailor our service at each account to meet any special needs that may arise. Having managed virtually all types of events, PCI has the expertise to handle any concession task.

Given PCI's history of outstanding service to the City of Fort Lauderdale and our excellent working relationship, we look forward to being able renew our agreement to serve the City at the War Memorial Auditorium for an extended period. PCI can provide the on-site management and equipment, coupled with a vast amount of experience that will truly enhance the concessions operations at the Auditorium and provide the consistency that has given us our success during the past twenty-three years. Regardless of the event, PCI will provide a clean, well-stocked operation, and a courteous staff. PCI has always considered War Memorial Auditorium as our home and look forward to continuing a long and profitable relationship in the future.



### **Attachment 3** **Operational Plan**

- A.** All sales conducted in the main concession stand and other satellite/portable areas within the Auditorium will be done through the use of Sharp/Casio programmable cash registers. All PCI employees will be trained in the use of these registers prior to conducting any sales. Dennis Manieri and P.J. Wear will be responsible for register training programs. Register tapes show detailed reports including the quantity of each item sold as well as the cash value. We have included an example of these tapes as part of our proposal.
- B.** PCI utilizes a minimum of subcontractors for its operation at WMA. In those rare cases where subcontractors are used, they will be required to use cash registers if electric is available. In those cases outside where no electric is available, all PCI locations and subcontractor locations will use an inventory sheet system to be counted and verified by a PCI manager or his/her designee. We have included an example of a commonly used inventory form as part of our proposal.
- C.** Sanitation of all concessions areas is a priority at PCI. All PCI employees are trained in State of Florida Department of Health food and sanitation requirements. All key PCI staff and managers are certified food handlers. Their certificates are posted in the main concession at WMA. Sanitation of all areas takes place as each event is happening as well as at the close of each event. Our years of experience have taught us to "Clean as you go...don't wait till the end". Professional pest control is contracted by PCI to Advantage Pest Control of Pompano Beach, FL. Advantage maintains service on a regular basis for all concessions areas within WMA.
- D.** All applicable food and beverage licenses have been included on the following pages as part of this proposal. This includes our newest license – the series 11- PA full liquor license. Please make note that it is *CURRENTLY IN EFFECT*. We stand ready to start using it as soon as auditorium management gives us the "green light" and our current contract is renewed. This license in conjunction with our related equipment capital improvement plan should provide significant increases in revenue.
- E.** Dennis Manieri, president of PCI, is responsible for all employee training in regards to customer service. Mr. Manieri is a professional educator and has over 40 years of concessions experience. This combined experience makes him the logical choice for employee training. Both Dennis Manieri and Bruce Beck, co-owners of PCI have always had a philosophy of friendly courteous service. Ask anyone who knows PCI and they will all tell you "The friendly service starts with management and continues through the employees". We have been blessed with some the nicest, friendliest, and hardest working employees a company could ask for. We like to believe it is a reflection of their management. Our alcohol awareness program is implemented using the "TIPS" training program. All employees involved in the sale of alcoholic beverages are required to be "TIPS" trained. Several PCI staff members are certified TIPS trainers. P.J. Wear is responsible for food preparation and sanitation training. We have enclosed information on the "TIPS" program and food manager certification as part of our proposal.



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c/o War Memorial Auditorium  
 800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
 954-566-8557 • Fax 954-566-0966

## Attachment 3

### POS/Register Control System

PCI understands the importance of strict cash control procedures. We have proposed installing a total of five new Sharp/Casio programmable cash registers to provide cash and inventory control. We have had great success with these units at several of our other venues including the South Florida Fairgrounds. This is an example of an end of shift printout from the proposed register.

### PROFESSIONAL CONCESSIONS WAR MEMORIAL AUDITORIUM XE--A302

05/28/2008 8:44AM 01  
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\*Z1\*  
 \* PLU \*

	0001-1800	
P0003	3Q	
CHIPS		\$3.00
P0004	2Q	
SM COOKIE		\$2.00
P0005	2Q	
LG COOKIE		\$4.00
P0012	3Q	
SM JUICE		\$6.00
P0013	3Q	
LG JUICE		\$7.50
P0015	2Q	
SM CANDY		\$2.00
P0016	2Q	
LG CANDY		\$4.00
P0018	1Q	
FRIES		\$3.00
P0023	5Q	
WATER		\$10.00
P0026	2Q	
SM POPCORN		\$4.00
P0027	1Q	
LG POPCORN		\$3.00
P0029	1Q	
TUNA SAND		\$5.00
P0034	1Q	
SM CAPP		\$2.00
P0035	2Q	
LG CAPP		\$5.00
P0037	2Q	
PRETZEL		\$5.00

P0038	2Q	
NACHO		\$6.00
P0045	3Q	
SM COFFEE		\$4.50
P0046	3Q	
LG COFFEE		\$6.00
P0048	4Q	
PIZZA		\$12.00
P0049	2Q	
XTRA CHEESE		\$1.00
P0051	1Q	
BURGER PLAT		\$5.50
P0056	4Q	
SMALL SODA		\$8.00
P0057	3Q	
LG SODA		\$9.00
P0059	4Q	
HOT DOG		\$12.00
P0060	2Q	
SAUSAGE		\$7.00
P0064	1Q	
\$5.00 SPECIAL		\$5.00
P0067	3Q	
SM BEER		\$15.00
P0068	3Q	
LG BEER		\$21.00
P0069	1Q	
WINE		\$6.00
***TOTAL	68Q	\$183.50





AC# 3515895

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
DIVISION OF HOTELS AND RESTAURANTS

SEQ# L07103003420

DATE	BATCH NUMBER	LICENSE NBR	NBR. OF SEATS: 0
07/30/2007	070238193	NOS1612426	

The NON-SEATING FOOD SERVICE (2010)  
Named below IS LICENSED  
Under the provisions of Chapter 509 FS.  
Expiration date: DEC 1, 2008

NON-  
TRANSFERABLE

PROFESSIONAL CONCESSIONS INC  
WAR MEMORIAL AUDITORIUM  
800 NE 8 ST  
FT LAUDERDALE FL 333042867

CHARLIE CRIST  
GOVERNOR

DISPLAY AS REQUIRED BY LAW

HOLLY BENSON  
SECRETARY

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

FORM NO. 401-280/AC 25-061  
RV200730729 (Rev. 3/07)

FOR PERIOD OCTOBER 1, 2007 THRU SEPTEMBER 30, 2008

RENEWAL     TRANSFER    SEC # \_\_\_\_\_

NEW    DATE BUSINESS OPENED \_\_\_\_\_

STATE OR COUNTY CERT/REG # \_\_\_\_\_

Business Location Address:

800 NE 8 ST  
FT LAUDERDALE FL 33304-0000  
BUSINESS PHONE: (305) 791-1971

TAX	45.00
BACK TAX	
PENALTY	
T.C. FEE	
TRANSFER	
TOTAL	45.00

PENALTIES IF PAID	
OCT. - 10%	NOV. - 15%
* DEC. - 20%	* After DEC. 31 - 25%
* Plus Tax Collection Fee of up to \$25.00 Based on Cost of Business Tax if Paid On or After November 30.	

ACCOUNT NUMBER

THIS RECEIPT MUST BE CONSPICUOUSLY DISPLAYED  
TO PUBLIC VIEW AT THE LOCATION ADDRESS ABOVE.

PROFESSIONAL CONCESSIONS INC  
DENNIS MANIERI  
800 NE 8 STREET  
FORT LAUDERDALE FL 33304-0000



TYPE OF BUSINESS TAX PAID

BROWARD COUNTY REVENUE COLLECTION  
115 S. Andrews Avenue, Governmental Center Annex  
FORT LAUDERDALE, FL 33301  
www.broward.org/revenue

2007 - 2008

PAYMENT RECEIVED AS VALIDATED ABOVE

\*SEE INSTRUCTIONS ON REVERSE SIDE

00000000 0000004500 0000001700147141 1001 3



CITY OF FORT LAUDERDALE  
BUSINESS TAX  
2007-2008



PRESORTED

FIRST CLASS MAIL  
U.S. POSTAGE  
PAID 1 OZ.  
PERMIT NO. 401

NAME OF BUSINESS  
LOCATION

PROFESSIONAL CONCESSIONS INC  
800 SANDY NININGER DR

HAS A BUSINESS TAX RECEIPT TO ENGAGE IN BUSINESS, OCCUPATION OR PROFESSION

PRESORTED

FIRST CLASS MAIL

420000

RESTAURANT TAKE OUT  
DELI, ETC

BUSINESS NUMBER  
TOT FEE PAID

592410  
\$ 78.75

592410

PROFESSIONAL CONCESSIONS INC.  
DENNIS MANIERI  
800 NE 8 ST  
FT LAUD FL 33304

THIS RECEIPT ISSUED FOR THE PERIOD COMMENCING OCTOBER 1ST AND  
ENDING SEPTEMBER 30TH OF THE YEARS SHOWN ABOVE

NOTICE --- BUSINESS MUST BE TRANSFERRED WHEN BUSINESS IS SOLD  
OR MOVED. (PLEASE SEE BACK OF THIS FORM.)



# **PCI** PROFESSIONAL CONCESSIONS, INC.

c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

AC# 220411

STATE OF FLORIDA  
Department of Business and Professional Regulation

Temporary License/Permit for  
Valid

**DIVISION OF ALCOHOLIC BEVERAGES & TOBACCO**  
**11PA APPLICATION # 420623 FILE # 168241**

UNTIL APPLICATION IS DENIED OR 14 DAYS AFTER APPLICATION IS APPROVED

DATE	RECEIPT NUMBER	FEE	LICENSE NUMBER	SERIES	CLASS	
05/15/2008	70472590	\$100.00	BEV1618634	11PA	C	DUAL LICENSE

CONSUMPTION ON PREMISES ONLY

ssued to

**WAR MEMORIAL AUDITORIUM**  
**PROFESSIONAL CONCESSIONS INC**  
**800 NE 8TH STREET**  
**FORT LAUDERDALE, FL 33304**

DISPLAY AS REQUIRED BY LAW



# **War Memorial Auditorium Concession Stand Closing Procedures**

## **Concession Area**

Hot Dog Roller – cleaned off cooked on grime, wipe down with bleach water.

Pizza Warmer, Pretzel Warmer, Popcorn Machine, Nacho Warmer - clean out and wipe down with bleach water.

Ice Bins – wipe out with bleach water.

Countertops – wipe with bleach water.

Sinks – drain and wipe with bleach water.

## **Kitchen**

Flat Grill – clean with Mr. Muscle, coat with shortening and deli wrap, cover with flat pans. Empty grease tray.

Fryers – Skim debris from top of oil, cover.

Pizza Oven – Brush salt and crust debris from both ovens.

Wipe down all tables and equipment with bleach water.

All areas, lift mats, sweep and mop floor.

## **Periodic Cleaning Procedures**

### **Day after event:**

Fryers – Strain oil.

Refrigerator – Remove all perishables.

Hose down floor mats.

Check for signs of pest activity.

### **Monthly**

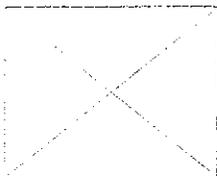
Advantage Pest Control – last week of each month or as frequently as necessary.

Double Eagle Technician to clean beer lines.



[Learn More](#) [Get Training](#)

[Home](#) > [Learn More](#)



## TIPS: Preventing Alcohol Tragedies Through Better Skills and Increased Confidence

[Learn More](#)

TIPS trains servers, sellers, and consumers of alcohol how to prevent intoxication, drunk driving, and other alcohol-related incidents. Proven effective through independent research, TIPS is the only program that can meet all your alcohol-related needs. Over 2 million certified individuals across the US and beyond, many businesses already enjoy the benefits of TIPS.

[About TIPS](#)

[How TIPS Works](#)

[TIPS Regions](#)

[State Information](#)

[Get Training](#)



**Alcohol  
Responsibility  
Conference**



### TIPS Benefits

- Compliance with state and local regulations
- Protection from alcohol liability lawsuits
- Decreased penalties for alcohol violations
- Better bottom line through lower insurance premiums
- Improved customer service and satisfaction
- Increased staff professionalism.

Find out how your organization can get TIPS training.

Health Communications, Inc. | 1101 Wilson Boulevard | Suite 1700 | Arlington, VA 22209 | 1-800-GET-TIP

2005 Health Communications, Inc. All rights reserved Terms and Conditions Privacy/Policy Site Map Industry Links Contact Us



[Learn More](#)

[Get Train](#)

[Home](#) > [Learn More](#) > [About TIPS](#)



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[Benefits](#)

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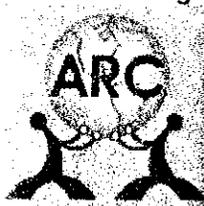
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[Our Programs](#)

[State Information](#)

**Get Training**



**Alcohol  
Responsibility  
Conference**

**Our Mission**

To educate and train all facets of society in the responsible sale, service and consumption of alcohol.



**About TIPS**

TIPS (Training for Intervention Procedure(S)) is a *day* training program designed to prevent intoxication, underage drinking by enhancing the fundamental skills servers, sellers and consumers of alcohol. TIPS give knowledge and confidence they need to recognize related problems and intervene to prevent alcohol-related problems.

TIPS training sessions vary in length from two to five **customized versions** of the program address your environment.

TIPS sessions can be administered through a certifier through eTIPS, an online training program. Training material is implemented through video and printed discussion of the course content. Course material is divided into sections: **Information, Skills Training and Practice/Evaluation**.

Training conducted through eTIPS is implemented through a computer and served over the web. eTIPS and can be administered at anytime.

At the end of either type session, participants complete a multiple-choice exam. Participants who pass the exam receive a certification card, valid for three years in most areas. Exams, grades and other relevant information are reviewed.

Health Communications, Inc. : 1101 Wilson Boulevard : Suite 1700 : Arlington, VA 22209 : 1-800-GET-TIPS

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Main Menu

**Review Participant Information**

[Read Help](#) ▼

**Personal Information**

**Participant Id:** 2377500  
**Name:** P. J. Wear  
**Job Title:**  
**Gender:**

**Job Status:**  
**Language:** English

**Current Employer Organization Information:**

**Name:** Professional Concessions, Inc.  
**Location:** Dennis Manieri  
**Main Phone #:** 954-566-8557

**Personal Address Information:**

**Address:** 800 NE 8th Street  
**City:** Fort Lauderdale  
**State:** FL **Postal/Zip Code:** 33304-2867  
**Country:** USA

**Other Contact Information:**

**Allow emails:** Yes **Email Address:** Send an email message  
**Allow calls:** No **Work Phone #:** 954-566-8557

**Certification Information:**

- Click on the **Sess/Reg #** (if applicable) to see the other people trained in that session, or the related registration record. For web-based courses, the certification score is given along with a score for all the interactions within the course in addition to the The interactions score (Inter: X%) is not included as part of the certification score.

Program	Sess/Reg #	Part. #	Date	Method	Type	Passed	Num Right	Score	Exp.
Web Based eTIPS On Premise At Professional Concessions, Inc. Dennis Manieri	00023351	2377500	05/26/2008	Web Based	New	Y	43	94% (Inter: 80%)	05/26/2008

# Certificate of Completi

This Certificate of Completion of  
eTIPS On Premise  
provided by Health Communications, Inc.  
is hereby granted to:

**P. Wear**  
For coursework completed on May 26, 2008



Health Communications, Inc.  
1101 Wilson Blvd. Suite 1700  
Arlington, VA 22209  
1-800-GET-TIPS  
www.gettips.com

This document is not proof of TIPS certification. It signifies only that you have completed the course. Valid certification documents will be forwarded to you.



**CLOSE WINDOW**



**THE NATIONAL REGISTRY OF  
FOOD SAFETY PROFESSIONALS®**

**CERTIFIES**

**P. J. WEAR**

**HAS SUCCESSFULLY SATISFIED THE REQUIREMENTS FOR**

**THE FOOD SAFETY MANAGER**

**CERTIFICATION EXAMINATION**

National Registry of Food Safety Professionals  
is a division of Environmental Health Testing, LLC



#0656

President:   
*Lawrence J. Lynch*

**ISSUE DATE: SEPTEMBER 18, 2007**  
**CERTIFICATE NO: XE20162576**  
**TEST FORM: XECB**

This certificate is not valid for more  
than five years from date of issue.



**THE NATIONAL REGISTRY OF  
FOOD SAFETY PROFESSIONALS®**

CERTIFIES

**JAVALLIN L LOVETT**

**HAS SUCCESSFULLY SATISFIED THE REQUIREMENTS FOR**

**THE FOOD SAFETY MANAGER**

**CERTIFICATION EXAMINATION**

President: \_\_\_\_\_

*Lawrence J. Lynch*

National Registry of Food Safety Professionals  
is a division of Environmental Health Testing, LLC



#0956

**ISSUE DATE: SEPTEMBER 18, 2007**  
**CERTIFICATE NO: XE20162584**  
**TEST FORM: XECB**

This certificate is not valid for more than five years from date of issue.

## Attachment 4

### Proposed Concessions Menu

Hot Dog (Sabrett 8-1)	\$2.50
Hot Dog (Sabrett 6-1)	\$3.00
Foot Long Hot Dog (4-1 Hebrew Natnl.)	\$4.00
Hamburger (Quarter Lb. Beef 80/20)	\$4.00
Hamburger (Third Lb. Beef 80/20)	\$5.00
Grilled Chicken Breast Sandwich 4 oz	\$5.00
Italian Sausage Sub (Peppers & Onions)	\$7.00
Polish Sausage 5-1	\$4.50
Cheese Steak Sub (Peppers & Onions)	\$6.00
Burger Basket (w/Fries)	\$6.50
Chicken Tender Basket (w/Fries) 4 oz	\$7.00
Chicken Wing Basket (w/Fries) 8 pc	\$7.00
Chicken Pita Sandwich	\$7.00
Greek Gyros Sandwich	\$7.00
Rib Eye Steak Sandwich 6 oz	\$7.00
Red Beans & Rice	\$4.00
Skirt Steak & Rice Platter	\$7.00
Roast Pork & Rice Platter	\$7.00
BBQ Beef or Pork Sandwich	\$6.00
1/3 Rack BBQ Pork Ribs	\$8.00
8 oz Turkey Leg	\$8.00
6 oz Chicken Kabob	\$7.00
6 oz Pork Kabob	\$7.00
6 oz Brazilian Chicken Kabob	\$6.00
Garcia Smoked Sausage 3-1	\$4.00
6 oz Arepa	\$3.00
Nachos w/Cheese (5x6)	\$3.00
Ultimate Nachos (6x8)	\$5.00
Fish Sandwich 4 oz	\$5.00

Sub Sandwiches (Turkey, Tuna,  
Ham & Cheese, Egg Salad, Chicken



*we move food...*

# **PCI** PROFESSIONAL CONCESSIONS, INC.

c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

Salad, Mixed Cold Cut)Block & Barrel	\$6.00
Wrap Sandwiches	\$6.00
Vegetarian Wrap	\$6.00
Garden Salad 1 lb	\$6.00
Caesar Salad 1 lb	\$5.00
Specialty Salads (Chicken Caesar, etc)	\$7.00
Taco Salad 1 lb	\$6.00
Greek Salad 1 lb	\$6.00
French Fries/Onion Rings – small 14 oz	\$2.00
French Fries/Onion Rings – large 24 oz	\$3.00
Jumbo Hot Soft Pretzel 4 oz	\$3.00
Churro – 16 in	\$3.00
Funnel Cake 6 oz	\$4.00
Personal Pizza 6 in	\$5.00
Pizza Slice 1/6 of a 16 in pie	\$3.50
Corn Dog 5-1	\$3.00
Fried Mozzarella Sticks 6 pc	\$5.00
Fresh Fruit (banana or apple)	\$1.00
Yogurt 5 oz	\$2.00

### **Proposed Concessions Menu – Continued**

Breakfast Sandwich	\$3.00
Breakfast Burrito	\$3.00
Donut	\$1.00
Jumbo Muffins	\$2.00
Bagel w/cream cheese	\$2.00
Variety Potato Chips 1oz	\$1.00
Roasted Peanuts 8 oz	\$3.00
Popcorn 46 oz	\$3.00
Popcorn 85 oz	\$4.00
Assorted Cookies & Snacks	\$1.00
Regular Size Candy	\$1.50
King Size Candy	\$2.00
Sno-Kone 14 oz	\$3.00
Cotton Candy	\$3.50



*we move food...*

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Fresh Squeezed Lemonade	16 oz		\$3.00
Power Smoothies	16 oz		\$4.00
Coffee	10 oz	Sm	\$1.50
	14 oz	Lg	\$2.00
Cappuccino	10 oz	Sm	\$2.00
	14 oz	Lg	\$3.00
Hot Chocolate	10 oz		\$2.00
Herbal Teas	10 oz		\$2.00
Fountain Soft Drinks	16 oz	Sm	\$2.00
(Coca-Cola Products)	24 oz	Med	\$2.50
	32 oz	Lg	\$3.00
Bottled Water – 16.9 oz			\$2.00
Bottled Water - 20 oz Dasani			\$3.00
Bottled Juices	8 oz	Sm	\$1.50
	12 oz	Lg	\$2.50
Gatorade – 20 oz			\$3.00
Frozen Lemonade	16 oz		\$3.00
Italian Ices	8 oz		\$3.00
Ice Cream	4 oz cone		\$2.50
	6 oz cup		\$3.00
	8 oz waffle cone		\$4.00
Premium Ice Cream - bars			\$3.00
Milk Shake	16 oz		\$3.75
	24 oz		\$4.50
Ice Cream Sundae	12 oz		\$4.50
Slushee			\$2.00
Draft Beer	16 oz		\$6.00
	24 oz		\$8.00
Import/Premium Beers	12 oz		\$6.00
Wine	8 oz.		\$7.00
Jack Daniels Country Cocktails	10 oz		\$6.00
Assorted Wine Coolers	10 oz		\$6.00
Frozen Wine Based Cocktails	16 oz		\$7.00
Cocktail – single	10 oz		\$7.00
Cocktail - double	16 oz		\$12.00

**Additional menu items and specialty ethnic menu items also available**



# **War Memorial Auditorium Catering Menus**

## **Coffee Service**

Regular and Decaf Coffee, Hot Tea

**\$1.75 per person per hour**

## **Basic Continental Breakfast**

Regular and Decaf Coffee, Hot Tea

**Assorted Danish**

**Orange Juice**

**\$4.00 per person**

## **Deluxe Continental Breakfast**

Regular and Decaf Coffee, Hot Tea

**Fresh Bagels and Cream Cheese**

**Assorted Danish**

**Doughnuts**

**Variety Juices**

**Seasonal Fresh Fruit**

**\$6.00 per person**

## **Breakfast Buffet**

**Orange Juice**

**Seasonal Fresh Fruit**

**Scrambled Eggs**

**Bacon and Sausage or Ham**

**Home Fries**

**Assorted Rolls and Pastries**

Regular and Decaf Coffee, Hot Tea

**\$8.95 per person**

**Prices are subject to 6% sales tax and 15% gratuity**

# **War Memorial Auditorium Catering Menus**

## **Deluxe Breakfast Buffet**

Regular and Decaf Coffee, Hot Tea

**Variety Juices**

**Seasonal Fresh Fruit**

**Scrambled Eggs**

**Bacon and Sausage or Ham**

**Home Fries**

**French Toast or Belgian Waffles** with toppings

**Biscuits and Sausage Gravy**

**Assorted Rolls and Pastries**

**\$10.95 per person**

## **Morning Break**

Regular and Decaf Coffee, Hot Tea

**Soda and Bottled Water**

**Coffee Cake or Danish**

**\$4.00 per person**

## **Afternoon Break**

Regular and Decaf Coffee, Hot Tea

**Soda and Bottled Water**

**Deli Sandwiches**

**\$5.00 per person**

## **Beverage Service**

Regular and Decaf Coffee, Hot Tea

**Soda and Bottled Water**

**\$2.50 per person per 2 hour period**

**Prices are subjected to 6% sales tax and 15% gratuity**

# **War Memorial Auditorium Catering Menus**

## **Brunch Buffet**

Regular and Decaf Coffee, Hot Tea

**Mimosas**

**Strawberries and Cream**

**Cheese Strata**

**Belgian Waffles**

**Bacon & Sausage or Ham**

**Assorted Rolls and Pastries**

**\$9.95 per person**

## **Deluxe Brunch Buffet**

Regular and Decaf Coffee, Hot Tea

**Champagne**

**Assorted Juices**

**Seasonal Fresh Fruit**

**Eggs Benedict with Hollandaise**

**French Toast or Belgian Waffles**

**Home Fries**

**Bacon, Ham or Sausage**

**Creamed Chicken on Pastry Shells**

**Fresh Made Sweet Rolls**

**\$12.95 per person**

## **Afternoon Tea**

Regular and Decaf Coffee, Hot Tea

**Assorted Finger Sandwiches**

**Seasonal Fresh Fruit**

**Shrimp Puffs**

**Miniature Pastries**

**\$7.95 per person**

**Prices are subject to 6% sales tax and 15% gratuity**

# War Memorial Auditorium Catering Menus

## Box Lunches

### Assorted Deli Sandwiches

Ham, turkey, roast beef or vegetarian on a sub roll

### Chicken Breast Sandwich

Seasoned Chicken Breast on a seeded bun

### Chicken Caesar Salad

Seasoned Chicken Breast on dressed romaine

### Chef Salad

Salad greens with julienne ham and cheese, egg and vegetables

### Cobb Salad

Salad greens topped with diced turkey, blue cheese, bacon, avocado, tomato, cucumber and egg

### Chicken and Tuna Salad Sandwiches

Savory chicken or tuna salad on a crispy Kaiser roll

### Vegetarian Box

Garden salad with fresh fruit and cheese

**Each box includes a fresh baked cookie, bag of chips and beverage**

**\$6.95 per box**

## Breakfast Box

### Bagel with Cream Cheese

### Fresh Fruit

### Orange Juice

Regular and Decaf Coffee, Hot Tea

**\$4.95 per box**

## Snack Box

### Cheese and Crackers

### Carrot and Celery Sticks with Dip

### Bag of Chips

### Fresh Baked Cookie

### Beverage

**\$5.95 per box**

## Tea Box

### 3 Finger Sandwiches

### 2 Pieces Miniature Pastry

### Fresh Fruit

Regular and Decaf Coffee, Hot Tea

**\$6.95 per box**

**Prices are subject to 6% sales tax and 15% gratuity**

# **War Memorial Auditorium Catering Menus**

## **Luncheon Buffet Menus**

### **Luncheon Buffet #1**

**Garden Salad with assorted dressings**

**Seasonal Fresh Fruit**

**Assorted Deli Sandwiches**

Ham, Turkey and roast beef (vegetarian also if requested)

Variety of garnishes, pickles and relishes

**Fresh Baked Cookie Tray**

**Coffee, Iced Tea and Lemonade**

**\$7.95 per person**

### **Luncheon Buffet #2**

**Seasonal Fresh Fruit**

**Caesar Salad**

**Grilled, Marinated Chicken Breast**

With fresh rolls

**Fresh Baked Cookie Tray**

**Coffee, Iced Tea and Lemonade**

**\$8.95 per person**

### **Luncheon Buffet #3**

**Garden Salad with assorted dressings**

Select 2

**Cold Cut Tray** with fresh rolls

**Turkey Tetrazzini** with buttered noodles

**Seafood Newburg** with white rice

**Pasta Primavera with Grilled Chicken**

**Oriental Chicken Breast** with Peanut Sauce

**Dessert Tray**, featuring a selection of cakes and cookies

**Coffee, Iced Tea and Lemonade**

**\$10.95 per person**

**Prices are subject to 6% sales tax and 15% gratuity**

# War Memorial Auditorium Catering Menus

## Dinner Buffet

Choice of 1

**Garden Salad with Assorted Dressings**

**Caesar Salad**

**Greek Salad**

**Vegetable Crudités**

Choose 2

**Garlic Green Beans with Potatoes**

**Zucchini in Basil Butter**

**Corn Casserole**

**Real Mashed Potatoes & Gravy**

**Parslied Red Potatoes**

**Cajun Rice**

**Coconut Rice**

**Creamy, Herbed Vegetables**

**Italian Vegetable Blend**

**Glazed Carrots**

**Twice Baked Potatoes**

Choose 3

**Grilled, Marinated Chicken Breast**

**Roast Beef Au Jus**

**Baked Ham** with *Cherry Sauce*

**Shrimp Creole**

**Pasta Primavera with Chicken**

**Chicken Marsala**

**Penne a la Vodka**

**Roast Pork Loin**

**Fettuccini with Portobello Mushrooms**

**Poached Tilapia** with *Mango Salsa*

**Oriental Chicken** with *Peanut Sauce*

**Coq au Vin**

**Carving Station, Roast Beef and Ham or Turkey**  
**Minimum 75 persons at \$1.00 additional per person**

**Assorted Cakes**

**Rolls and Butter**

**Coffee and Iced Tea**

**\$15.95 per person**

**Prices subject to 6% sales tax and 15% Gratuity**

# War Memorial Auditorium Catering Menus

## Full Service Dinner

### Appetizers

Fresh Fruit Cup  
Proscuitto wrapped Melon  
New England Clam Chowder  
Chilled Fruit Soup  
Shrimp Cocktail \$1.00 additional

### Vegetables

Garlic Green Beans  
Roasted Vegetables  
Sweet Peas  
Glazed Carrots  
Italian Vegetable Blend

### Potato, Pasta or Rice

Mashed Potatoes and Gravy  
Twice Baked Potatoes  
Coconut Rice  
Penne a la Vodka  
Parslied Potatoes

### Entrees

Grilled ¼ Chicken	\$10.95	Filet Mignon 8 oz	\$16.95
Oriental Chicken Breast	\$10.95	Roast Beef au jus	\$10.95
Chicken and Broccoli Alfredo	\$10.95	Baked Ham	\$10.95
Blackened Chicken w/ roquefort cream sauce	\$11.95	N.Y. Strip Steak	\$14.95
Prime Rib 8 oz	\$11.95	12 oz	\$14.95
		Shrimp w/ Fettuccini	\$13.95

### Dessert

Layer Cake  
Chocolate Mousse  
Tiramisu  
Crème de Menthe Parfait

Rolls and Butter  
Coffee and Iced Tea

Prices subject to 6% sales tax and 15% gratuity

# War Memorial Auditorium Catering Menus

## Cocktails and Hors d' oeuvres

### Basic Menu

**Fresh Vegetable Crudités**  
**Seasonal Fresh Fruit with Cheese**  
**Spinach Artichoke Dip**  
**\$10.95 per person**

### Add to your menu:

**Full Cheese Table**      **\$4.00 per person**  
**Taco and Fajita Bar**      **\$6.00 per person**  
**Cold Shrimp on Ice**      **\$8.00 per person**

### Additional Hors d'oeuvres

**Brie with Raspberries en croute**  
**Spicy Chicken Wings w/ dipping sauces**  
**Sweet and Sour Meatballs**  
**Mini Crab Cakes w/ Remoulade**  
**Oriental Chicken w peanut sauce**  
**Stuffed Mushroom Caps**  
**Chicken Quesadillas with seasoned cream**  
**Chicken and Vegetable Kabobs**

**Smoked Sausage w/ currant sauce**  
**Miniature Quiche**  
**Spring Rolls**  
**Crab Rangoon**  
**Rumaki**  
**Tomato and Basil Brushetta**  
**Smoked Salmon**

Choice of 3    \$9.00 per person for 1 hour, minimum 50 guests

Choice of 4    \$12.00 per person for 1 hour, minimum 50 guests

Choice of 5    \$15.00 per person for 1 hour, minimum 50 guests

### Carving Station

**Roast Sirloin of Beef, au jus with horseradish sauce**  
**Roast Turkey Breast with cranberry relish**  
**Baked Ham with Cherry Sauce**

Served with crusty dinner rolls

Additional \$3.00 per person per item, minimum 50 guests

### Pasta Station

**Choice of 2 pastas**

**Sauces: Marinara, Alfredo, Garlic**

Additional \$3.00 per person, minimum 50 guests

# **War Memorial Auditorium Catering Menus**

## **Bar Setups**

### **Cash Bar**

<b>Draft Beer 16 oz</b>	<b>\$3.00</b>
<b>Wine and Wine Coolers</b>	<b>\$4.00</b>
<b>Cocktails</b>	<b>\$7.00 – \$13.00</b>
<b>Soda and Water</b>	<b>\$2.50</b>
<b>\$35.00 Bartender Fee</b>	

### **Open Bar**

**The host will be charged by consumption**

<b>Wine</b>	<b>\$18.00 per bottle</b>
<b>Domestic Beer</b>	<b>\$3.00</b>
<b>Imported Beer</b>	<b>\$3.50</b>

### **Liquor Selections**

<b>Absolut Vodka</b>
<b>Absolut Flavored Vodkas</b>
<b>Dewars</b>
<b>Bombay Gin</b>
<b>Bacardi Rum</b>
<b>C.C.</b>
<b>Cuervo Gold Tequila</b>
<b>Jim Beam</b>
<b>Jack Daniels</b>
<b>Sour Apple Schnapps</b>
<b>\$110.00 per bottle</b>

**Other brand request are welcome and will be priced accordingly.  
Opened liquor will be inventoried and charged by tenths of the bottle.  
Prices subject to 6% sales tax and 15% gratuity**

# War Memorial Auditorium Special Event Menus

## BBQ and Special Event Menus

### BBQ #1

1/3 lb. Hamburgers  
All Beef Sabrett Hot Dogs  
Potato Salad  
Cole Slaw  
Garnish Tray  
Relish Tray  
Fresh Baked Cookies  
\$8.95 per person

\$12.95 per person

### BBQ #2

1/3 lb. Hamburgers  
All Beef Sabrett Hot Dogs  
Grilled Chicken Breast  
Fresh Rolls  
Potato Salad  
Brown Sugar Baked Beans  
Garnish Tray  
Relish Tray  
Fresh Baked Cookies  
Iced Tea and Lemonade  
\$10.95

### BBQ #4

Seasonal Fresh Fruit  
Smoked Sausage  
Grilled Chicken Breast  
BBQ Shrimp or Marinated Steak  
Golden Spare Ribs  
Brown Sugar Baked Beans  
Corn Casserole or Corn on the Cob  
Sweet and Sour Cole Slaw  
Garnish Tray  
Relish Tray  
Brownie Tray  
Iced Tea and Lemonade  
\$16.95 per person

### BBQ #3

Seasonal Fresh Fruit  
1/3 lb. Hamburgers  
All Beef Sabrett Hot Dogs  
Grilled Chicken Breast  
Fresh Rolls  
Golden Spare Ribs  
Brown Sugar Baked Beans  
Corn Casserole or Corn on the Cob  
Garnish Tray  
Relish Tray  
Brownie Tray  
Iced Tea and Lemonade

Prices subject to 6% sales tax and  
15% gratuity

# War Memorial Auditorium Special Event Menus

## Latin Menu

**Mexican Fiesta**  
Layered Mexican Dip  
Taco and Fajita Bar  
Enchiladas  
Nachos Supreme  
Churros  
Iced Tea and Lemonade  
\$13.95

## Build Your Own Menu

### Appetizers

Empanadas  
Guacamole  
Ultimate Nachos  
Chicken Quesedillas  
Black Bean Quesedillas  
Tamales

### Entrees

Mexican Style Swiss Steak  
Beef, Chicken or Cheese Enchiladas  
Pork Kabobs Yucatan  
Arroz con Pollo Especial (chicken with rice)  
Elote con Pollo (chicken with corn)  
Turkey with Mole Sauce  
Poached Fish with Avacado Sauce  
Paella la Mancha (seafood with rice)  
Fajita and Taco Bar  
Roast Suckling Pig

### Salads and Sides

Taco Salad  
Chili con Ensalada  
Ensalada Verde  
Mexican Meatball Soup  
Arroz Mexicano  
Chili con Carne  
Arroz con Frijoles Negroes  
Papas Fritos  
Maiz Mexicano  
Fried Zucchini  
Green Beans w/ Lime Juice

### Dessert

Coconut Flan  
Frutas con Canela (broiled  
fruit with cinnamon)  
Polvorones de Canela  
(cakes with cinnamon)  
Churros

Sopaipillas (puffed bread)  
Sant'gria

Prices quoted based on menu selections.

Prices subject to 6% sales tax and 15% gratuity

# **War Memorial Auditorium Special Event Menus**

## **Tropical Menu**

### **Appetizer and Salads**

**Crab Rangoon  
Coconut Shrimp  
Conch Fritters  
Kona Chicken Salad  
Conch Salad**

### **Entrees**

**Roast Suckling Pig  
Tahitian Chicken with Bananas  
Opihis – Scallops with lime  
Chicken Luau  
Pork Chops Hawaiian  
Mahi with Macadamia Nuts  
Pineapple Duck  
Shayu Chicken (honey-soy sauce)  
Steak au Poivre  
Beef Teriyaki Skewers  
Cha Sui (Polynesian BBQ Pork)  
Green Pepper Beef  
Sweet & Sour Chicken or Pork  
Sesame Chicken  
Chicken with Pineapple**

### **Desserts**

**Haupia (coconut pudding)  
Broiled Fruit with cinnamon  
Pineapple Upsidedown Cake  
Coconut Cake**

**Prices quoted based on menu selections.**

**Prices subject to 6% sales tax and 15% gratuity**

# **War Memorial Auditorium Special Event Menus**

**Ice Cream Social  
Soft Serve Ice Cream  
Hand Packed Ice Cream  
Milk Shakes  
Strawberry, Peach or Berry Shortcake  
Sno Cones  
Fresh Baked Cookies  
Cotton Candy  
Pink Lemonade  
Iced Tea  
\$8.00 per person**

# **War Memorial Auditorium Special Event Menus**

## **Reception Menus Weddings, Anniversaries and Showers**

### **Basic Reception Menu**

**Finger Sandwiches  
Seasonal Fresh Fruit Tray  
Spinach-Artichoke Dip  
Champagne Toast or Punch  
Gourmet Cookies  
\$9.95 per person**

### **Deluxe Reception Menu**

**Finger Sandwiches  
Seasonal Fresh Fruit Tray  
Spinach-Artichoke Dip  
Sweet and Sour or Swedish Meatballs  
Rumaki or Chicken and Vegetable Kabobs  
Champagne Toast or Punch  
Gourmet Cookies  
\$12.95 per person**

### **Premium Reception Menu**

**Finger Sandwiches  
Seasonal Fresh Fruit Tray  
Spinach-Artichoke Dip or Caponata  
Sweet and Sour or Swedish Meatballs  
Rumaki or Chicken and Vegetable Kabobs  
Carving table with Turkey and Roast Beef  
Assorted Miniature Pastries  
Champagne Toast or Punch  
\$18.95 per person**

# **War Memorial Auditorium Open Bar Pricing**

## **Call Brands**

**Smirnoff  
Seagrams 7  
Jim Beam  
Beefeater or Tanqueray  
Cutty Sark  
Margaritaville Tequila  
Captain Morgan Spiced Rum  
Bacardi Rum  
\$110.00 per bottle**

## **Premium Brands**

**Dewars  
Absolut  
Canadian Club  
Jack Daniels  
Van Gogh Gin  
Cuervo Tequila  
Mt. Gay Rum  
\$125.00 per bottle**

**Fetzer Chardonnay, Cabernet Sauvignon, Merlot, White Zinfandel  
\$24.00 per bottle**

**Specific wine and liquor requests can be accommodated and will be priced accordingly.**

## **Bottled Beer**

**Bud & Bud Light  
Miller Light  
\$4.00**

**Heineken  
Amstel Light  
Corona  
Michelob Ultra  
\$5.00**

**Budweiser, Bud Light or Miller Light Kegs \$110.00 each**

**Partial liquor and wine bottles will be inventoried by tenth to determine usage.  
Prices subject to 6% sales tax and 15% gratuity**

**Attachment 5**

**Years of Experience**

This is to verify that Professional Concessions Inc., federal ID # 59-2691892 has been in business and officially listed with the internal revenue service since July 25, 1986. Prior to this time, PCI's corporate officers, Bruce Beck and Dennis Manieri held various management positions with concessions/food service companies including Miami Dolphins Concessions/Orange Bowl Stadium, Harry M. Stevens, Canteen Corporation, and University Rathskeller Inc.



Attachment 6

CORPORATE OFFICERS RESUMES

NAME: Dennis J. Manieri

DATE OF BIRTH: October 7, 1950

EDUCATION: Diploma, Goversville H.S., Groversville, New York  
B.A. Mathematics, University of Miami, 1973  
M.A. Mathematics, University of Miami, 1975

RESIDENCE: 2213 NE 16<sup>th</sup> Court, Ft. Lauderdale 33305

EMPLOYMENT: Professional Concessions Inc. – President & C.E.O., 1985 to present.  
Specializing in special events, food, beverage, novelties management, and training programs. Direct responsibility for PCI's War Memorial Auditorium, Mark Light Stadium, Mills Pond Park, Lockhart Stadium, Bergeron Rodeo Arena, Pompano Beach Amphitheatre, Mizner Park Amphitheatre, and numerous special event accounts.

Broward Community College – Professor of Mathematics, 1977 to present.  
Central Campus, 3501 SW David Rd., Ft. Lauderdale. Also Chairman of College Food Services Committees, Faculty Selection Committees, and Department Head Selection Committees.

Miami Dolphins Concessions – Merchandising Manager, Orange Bowl Stadium, 1981-1986, Lockhart Stadium, 1981-1983. Responsible for all aspects of novelties management, including ordering, product design, mail order, wholesale and stadium concessions.

Harry M. Stevens, Inc. – Concessions Supervisor and Night Auditor, Gulfstream Park and Hialeah Race Track, 1981-1986, Assistant Stadium Concessions Manager and Beer Manager, 1979-1980, Orange Bowl Stadium. Responsible for coordinating first year of beer sales at stadium. Churchill Downs, Louisville, KY



# **PCI** PROFESSIONAL CONCESSIONS, INC.

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1985-1986, Novelties Manager, Kentucky Derby. Responsible for coordinating all grandstand novelty sales.

All Star Sports Concessions, Inc. – Vice President, 1985 to Present. Specializing in special events, food, beverage and novelties management.

University of Miami Athletic Department – Novelties Manager, 1985 to present, Orange Bowl Stadium. Responsible for coordinating novelty sales at all University of Miami home football games.

University Rathskeller, Inc. – University of Miami, Director, 1975 – 1977. Responsible for managing large on-campus student/faculty private club facility.

Canteen Corporation – Ft. Lauderdale Stadium, Lockhart Stadium, War Memorial Auditorium, Pirate's World Amusement Park. Assistant Manager for food and beverage concessions, 1971 – 1974.



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## CORPORATE OFFICERS RESUMES

NAME: Bruce E. Beck

DATE OF BIRTH: December 10, 1953

EDUCATION: Diploma, 1972, Sleepy Hollow High School, Tarrytown, New York  
BBA, Finance, University of Miami, Coral Gables, Florida 1976

RESIDENCE: 17230 Gulf Pine Circle, Wellington, FL 33414

EMPLOYMENT: Professional Concessions Inc. – 1986 to present. Vice President and Chief Financial Officer. Primary responsibilities include financial operations, new accounts, and account management. Direct responsibility for PCI's South Florida Fairgrounds, St. Lucie Fairgrounds, Palm Beach Polo, Equestrian Center, International Polo, FIU Athletics, FAU Athletics, Mizner Park Amphitheatre, St Augustine Amphitheatre, and Wellington Aquatic Complex accounts.

Miami Dolphins, LTD – Director of Concessions, 1981 – 1986. Orange Bowl Stadium and Lockhart Stadium. First became involved in stadium concessions during college, later promoted to concessions manager and responsible for all aspects of food, beverage and novelty sales at Orange Bowl. Coordinated concession sales with annual revenues in excess of six million dollars. Broke all existing per capita, gross and net revenue records.



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## *General Manager*

- Relocated from New York to assist in expanding the concept of Hog Heaven from Islamorada.

## **Consultant, Poughkeepsie, NY and Fort Lauderdale, FL** 1992-1997

- Traveled internationally as a consultant to the hospitality industry. Troubleshooter and trainer in systems of food and beverage control.

## **Let's Dance Night Club, Poughkeepsie, NY** 1986-1992

- General Manager of a 6000 square foot night club located in downtown Poughkeepsie, NY

## **P.J. Entertainments, Quincy, IL** 1980-1986

- Began as manager and eventually leased the food and beverage facilities at the Quincy Motor Inn, consisting of a 400 seat ballroom, 2 smaller banquet rooms, coffee shop, full service restaurant and a night club.

## **Ground Round, Poughkeepsie, NY** 1978-1980

- Floor manager and bookkeeper of a 300 seat restaurant ad bar.

## **Steak and Brew, various locations in the northeast** 1973-1978

- Started out of college as a Management Trainee and progressed to General Manager.

## EDUCATION

### **SUNY at New Paltz** 1973-1974

Classes in Fine Arts and Education.

### **Dutchess Community College** 1971-1973

Associates Degree in Humanities



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**P.J. Wear**  
1618 NW 10<sup>th</sup> Avenue  
Fort Lauderdale, FL 33311  
954-648-2101  
wearpj@aol.com

## EXPERIENCE

**Professional Concessions, Inc., Fort Lauderdale, FL** 2000 to Current  
*General Manager*

- Supervise the day-to-day operations of the southern division of PCI at War Memorial Auditorium, Lockhart Stadium, Davie Rodeo Arena, Pompano Amphitheatre, Mizner Park Amphitheatre.
- Design and execute all catering operations.
- Assist and execute various special events
- Implement employee training programs

**National Concession Company, Lockhart Stadium, Fort Lauderdale, FL** 1998-2000  
*General Manager*

- General Manager of all food and beverage services at the home of the Miami Fusion Soccer Team.

**Rush Street, 2<sup>nd</sup> Street, Fort Lauderdale, FL** 1997  
*Consultant*

- Helped create and open the Rush Street Night Club in Fort Lauderdale, FL. I purchased the equipment, created the menus and setup the kitchen and bar, and hired the staff, then served as general manager for the first four months.

**Hog Heaven Sports Bar, Islamorada and Fort Lauderdale, FL** 1996-1998



Attachment 7

Current Accounts/Current Account Menus

**WAR MEMORIAL AUDITORIUM** – 800 NE 8<sup>TH</sup> Street, Ft. Lauderdale, FL 33304. Capacity 3,000.

WMA is the site of a variety of functions, including computer shows, guns shows, wrestling, concerts, trade shows, seminars, boxing and numerous other events including Canes Fest. PCI began a two year contract in 1986 and is currently in it's twenty-second year of operating the concessions at the Auditorium. PCI has made significant improvements to the concessions area, installed a \$50,000 kitchen as part of its capital improvement program, and has continued to provide patrons with reasonably priced items and great service. Contact: Mr. Robert Stried (954) 828-5382.

**MILLS POND PARK** – 2201 NW 9<sup>th</sup> Avenue, Ft Lauderdale, FL 33309.

Mills Pond Park is the site for adult softball leagues, tournaments, soccer competition, water ski tournaments, and various special events. PCI started as concessionaire in 2000, taking over from a concessionaire who had the facility in complete disarray. PCI immediately invested over \$15,000 for improvements, built customer relations and satisfaction, and provided the organization and operation, which has now become a model for other softball facilities nationwide. Our contract was renewed unanimously for another five years by the Fort Lauderdale City Commission in May, 2005. Our catering and Special Events teams have provided a long list of happy clients with the service they expect and deserve. Contact: Mr. Jason McDannold (954) 828-3641

**HALL OF FAME AQUATIC COMPLEX** - 501 Seabreeze Blvd., Ft. Lauderdale, FL 33316.

PCI managed the snack bar and provided special event food and beverage service for major swim meets for the City of Ft. Lauderdale at this nationally known facility from 1986 through 1993 when the snack bar was eliminated to create a new weight room. PCI is currently active as concessionaire for all major meets including the YMCA, Masters and Senior National meets. Contact: Mr. Jeff Stafford, Pool Director, City of Ft. Lauderdale, (954) 828-4579.



# **PCI** PROFESSIONAL CONCESSIONS, INC.

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**SOUTH FLORIDA FAIRGROUNDS & EXPO CENTER** - 9067 Southern Blvd., West Palm Beach, FL 33411. This is PCI's largest account. PCI is fully responsible for concessions and catering at this massive South Florida venue. The South Florida Fairgrounds is home to over 150 events per year including the 17-day South Florida Fair and the Barrett-Jackson collector car extravaganza. Gun shows, craft shows, concerts, Canes Fest, Red Cross disaster relief ...every type of event imaginable ...PCI does it and does it well. Anyone in South Florida Fair administration will tell you! Contact: Mr. Sean Kraul (561)-644-0785

**LOCKHART STADIUM** - 5501 NW 12 Ave., Ft. Lauderdale, FL 33309. Capacity 22,000.

Lockhart was the home of the Ft. Lauderdale Strikers of the North American Soccer League during PCI's tenure from 1982-1989. PCI held the food and beverage rights through a contract with the City of Ft. Lauderdale until the Stadium was sold in 1989 to the Broward County School Board. We continued our services for the school board until 1990 when PCI returned as the official concessionaire for the Miami Fusion, School Board, and City events. We are now the concessionaire at Lockhart for the School Board of Broward County. The stadium is also the site for FAU football, international soccer matches, band & cheerleading competitions, high school sports, Miami Dolphins and Miami Hurricane scrimmages, and a variety of other events. Contact: Mr. Mike Roland, Stadium Manager, (754) 321-1201.

**BERGERON RODEO ARENA** - 6591 SW 45 St. Davie, FL 33314 Capacity 7,500.

PCI is currently in its sixth year as the concessionaire for the Town of Davie at this South Florida landmark. PCI took over from a large national concessionaire in 2000 who showed absolutely no interest in the operation of the venue or its customers. Town officials looked to PCI to provide the type of service the patrons deserve - and PCI delivered! With capital improvements, new menus, a cleaner operation, and the PCI commitment to service, the Rodeo Arena concessions took on a whole new look. Town officials are so happy, they chose to extend PCI's contract for an additional six year term in July 2007. Five Star Rodeo, Orange Blossom Festival, wrestling, dog shows, arts & craft shows, local rodeo, concerts.... The list goes on and on! PCI also assists the Special Projects Office wherever/whenever needed for special events. If you are ever considering hiring a large national concessionaire for your "smaller" sized venue, you should first contact: Bonnie Stafiej, Special Projects Director, Town of Davie (954) 797-1163



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**MARK LIGHT STADIUM** – 5800 San Amaro Dr., Coral Gables, FL 33416. Capacity 4,000.

Mark Light is the home of the five-time National Champion University of Miami Hurricane Baseball Team. "The Light" is always busy with UM regular season play, regional and super regional tournaments as well as summer and winter baseball camps. PCI won a three-year contract in 1986, replacing a national food service company. Lines were long, and the University felt that service and quality were poor. PCI completed the three-year contract and University administrators and loyal fans were so happy they awarded PCI four consecutive four-year contracts, which started in 1989. We have currently finished our 23rd season as the official concessionaire for Hurricane Baseball and our contract was just renewed for another five years. South Florida sports fans consistently rank Mark Light #1 when it comes to concessions. The Hurricanes are always among college baseballs attendance leaders. Contact: Mr. Jim Morris, Head Baseball Coach (305) 284-4171 or Mr. Ira Stanley, Athletic Facilities (305) 284-2923 or Mr. George Cunningham, Athletic Facilities (305) 284-2364.

**UNIVERSITY OF MIAMI ATHLETICS** – Hecht Athletic Complex, Coral Gables, FL 33416.

PCI also serves as food and beverage concessionaire for track and soccer events at UM's Cobb Stadium on campus and special events including Canes Fest, basketball and volleyball at the Knight Sports Complex on campus. Contact: Ms. Connie Nickel, Assistant Athletic Director (305) 284-2651.

**FLORIDA INTERNATIONAL UNIVERSITY ATHLETICS** – University Park Main Campus, Miami, FL

PCI is concessionaire for athletics on FIU's main campus. FIU administration was so pleased with PCI's performance at the football stadium, they awarded us a contract for all athletic facilities. These facilities include the FIU Football Stadium, Golden Panther Arena, Baseball, Softball, Track, and Soccer. These new facilities with capacity 8,000 are located on the main campus of Florida International University at Tamiami Park. Our contract provides food and beverage sales at all stadium events including football, track, and concerts. Contact: Mr. Stuart Sacks, FIU Athletic Department, (305) 348-7887



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**FLORIDA ATLANTIC UNIVERSITY ATHLETICS** – Main Campus, Glades Road, Boca Raton, FL

PCI is concessionaire for FAU athletics at the Oxley Center Arena and FAU Owl Baseball Complex. FAU athletic officials called on PCI after several attempts with smaller companies who couldn't deliver! PCI moved in on short notice and completely turned things around. We look forward to the opportunity when FAU constructs its new football stadium. Our contract provides food and beverage sales at all baseball, basketball, and arena events. Contact: Mr. John Vandever, FAU Athletic Department

**MIZNER CENTRE FOR THE ARTS/MIZNER PARK AMPHITHEATRE** – 590 Plaza Real, Boca Raton, FL

Capacity 5,000. PCI is in its second year of full service operations at this new multi million-dollar facility located on the north end of Boca Raton's exclusive Mizner Park. PCI in conjunction with Fantasma Productions does the near impossible task of providing full food service, waitress service, full liquor bars, and catering in a facility with no permanent concession stands. Several thousands of dollars were spent by PCI in equipping this venue for food service. The Amphitheatre plays host to many headliner acts. Our catering division is also active in catering galas, symphonies, and other special events for Centre for the Arts management. Contact: Mr. Joseph Nieman, Live Nation Worldwide (561) 793-7552

**POMPANO BEACH AMPHITHEATER AND FESTIVAL GROUNDS** – 1801 NE 6<sup>TH</sup> St., Pompano Beach, FL.

PCI is in our tenth year of food and beverage concessions including full liquor bars at this popular venue hosting concerts, festivals, comedy and a variety of entertainment through Fantasma Productions, Inc. in conjunction with the City of Pompano Beach. Our contract was recently renewed in June 2005. PCI and our special events team provide concessions services to Amphitheater crowds ranging from 1,000 to 18,000. Contact: Mr. Joseph Nieman, Live Nation Worldwide (561) 793-7552.

**ST. AUGUSTINE AMPHITHEATRE** – 1340 A1A South, St Augustine, FL. Capacity 4,000. This is PCI's

newest account. This busy new facility hosts concerts, movie nights, festivals, civic and cultural events. St Johns County management decided to go with the pros after several small local food service providers couldn't provide the quality and service they were looking for. The RFP review committee scored PCI with 98 out of a possible 100 points! PCI invested thousands of dollars in capital improvements, a 11-PA liquor license, equipment and signs to give the County the first class operation it deserves. Our first weekend (May 22-24, 2008) was a huge success. We look forward to a long relationship with our friends in St Augustine. Contact: Mr. Ryan Dettra, Amphitheatre Manager (904) 209-3751.



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## **PALM BEACH POLO AND EQUESTRIAN CENTER** – 13420 South Shore Dr., Wellington, FL 33414.

Capacity: Stadium – 8,500; Equestrian Center – 5,200. PCI handles all food service, catering, and gift shop operations for Palm Beach Polo Stadium and Equestrian Center. The world famous polo stadium is home to several championship series polo matches and other special events. The Equestrian Center is home to the world class Grand Prix riding championship, Stadium jumping, and several horse shows year round. Equestrian riders from all over the world make this center their home from January to April each year. From cotton candy to clothing and caviar, PCI does it all! We have been exclusive concessionaires since 1986. Contact: Mr. Gene Mische, Stadium Jumping, Inc. Stadium Manager (561) 793-5867.

## **HOLIDAY PARK** – 1200 E. Sunrise Blvd. Ft Lauderdale, FL 33304.

PCI has provided full service concessions for soccer, baseball, and corporate events. We also service major tennis tournaments at the Jimmy Evert Tennis Center. Our catering division provides catering services for several luncheons held at the Holiday Park Civic Center.

Contact: Ms Gladys Pentilla (954) 828-5383

## **SAINT LUCIE COUNTY FAIRGROUNDS AND RODEO ARENA** – 15601 Midway Road, Ft. Pierce, FL

PCI is in the third year of a contract to operate all concessions at this new facility. Events include rodeos, concerts, bikers round-up, RV shows, monster trucks, and several special events. PCI has delivered the quality and consistency the County was looking for in a concessionaire. Contact: Ms Mayren Medina (772)-462-2581

## **FORT LAUDERDALE INTERNATIONAL BOAT SHOW/SHOW MANAGEMENT CONCESSIONS** – 1115

NE 9<sup>th</sup> Ave., Ft. Lauderdale, FL 33304. PCI has just completed its sixth year as official merchandise concessionaires for the Ft. Lauderdale International Boat Show. Show Management was so pleased with our first year operations that we have were asked to participate in the Palm Beach Show and return this year for our fifth time. PCI also provides food and beverage services for special events managed by Show Management, Inc. including the Ft. Lauderdale International Boat Show, Chili Cookoff, Palm Beach Boat Show, and a variety of other festivals. We have enjoyed an excellent working relationship for over fifteen years. PCI can always be counted on as a reliable, professional vendor. Contact: Mr. Dane Graziano (954) 764-7642.



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**SOUTH COUNTY REGIONAL SPORTS COMPLEX** – University Blvd., Port Saint Lucie, FL

The St Lucie Parks and Recreation Department has contracted with PCI to operate the concessions for high school soccer, football games, and special events including Latinfest and Treasure Coast Pridefest. Contact: Mr. Willie Redden, Parks Coordinator (772)-462-1517

**OKEEHEELEE PARK** – West Palm Beach, FL

PCI operates the snack bar for this very busy soccer park. PCI is contracted at this facility through an agreement with the American Youth Soccer League. Contact: Rose, League President (561)-642-5449



# *Mark Light Stadium* *HOME PLATE CREAMERY*

**EDY'S HAND SCOOPED ICE CREAM \$3.00**

Chocolate	Vanilla	Butter Pecan
Strawberry	Cookie Dough	Espresso Chip
Mint Chip	Sugar Free Neopolitan	

**SOFT SERVE FROZEN YOGURT \$2.50**

Chocolate	Vanilla	Half & Half
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**SUNDAES \$3.00**

Hot Fudge	Strawberry	Pineapple
Caramel	Raspberry	

***ALL SUNDAES INCLUDE WHIPPED CREAM & NUTS***

**"THE LIGHT" FAMOUS MILK SHAKES \$4.50**

Chocolate	Vanilla	Coffee	Strawberry
Oreo	Banana	Hot Fudge	Raspberry
Peach	Mocha	Pineapple	Peanut Butter
Omaha Express	Tootie Fruiti	Grasshopper	Nestor Special
Rag Arm	One Of His	Jayro	

**ANY TWO FLAVORS COMBINED \$4.75**

**ANY SHAKE WITH MIX-INS \$5.00**

Rainbow Sprinkles	Chocolate Sprinkles
M & M's	Heath Bar
Whipped Cream	Malt
Nuts	Oreos

**Mark Light Stadium**  
**FRESH AT THE LIGHT**

Coke Zero – 20 oz	\$3.00
Dasani Water – 20 oz	\$3.00
Minute Maid Juices – 15 oz	\$3.00
Vitamin Water – 20 oz	\$4.00
Arizona Teas – 16 oz	\$4.00
Full Throttle Energy Drink – 16 oz	\$5.00

PCI's Famous

Fresh Squeezed Lemonade

Sm	\$3.00
Lg	\$4.00

PCI's Super Smoothies	\$4.00
Strawberry	
Strawberry/Banana	
Pina Colada	
Banana Colada	

Herbal Teas	\$2.00
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Boca Veggie Burger	\$4.00
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Turkey Wrap	\$6.00
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Garden Fresh Salads

Caesar	\$6.00
Chicken Caesar	\$7.00
Garden	\$6.00
Garden w/Chicken	\$7.00

David Sunflower Seeds	\$1.00
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**Mark Light Stadium**  
**FIRST BASE FRIES**

Coca – Cola		\$3.00
Diet Coke		\$3.00
Sprite		\$3.00
Minute Maid Lemonade		\$3.00
Nestea Iced Tea		\$3.00
Dasani Water		\$3.00
Gatorade		\$3.00
French Fries	Sm	\$2.00
	Lg	\$3.00
Onion Rings	Sm	\$2.00
	Lg	\$3.00
Chicken Tenders & Fries		\$7.00
Chicken Wings & Fries		\$7.00
Chicken Breast Sandwich		\$4.50
Corn Dog		\$3.00
Peanuts		\$3.00
Cracker Jacks		\$3.00
Sunflower Seeds		\$1.00

**Mark Light Stadium**  
**BALL PARK FARE**

Coca – Cola		\$3.00
Diet Coke		\$3.00
Sprite		\$3.00
Minute Maid Lemonade		\$3.00
Nestea Iced Tea		\$3.00
Dasani Water		\$3.00
Gatorade		\$3.00
Coffee		\$1.00
Cuban Coffee		\$1.50
Hot Chocolate		\$2.00
Sabrett Hot Dog		\$3.00
Papa John’s Pizza Slice		\$3.00
Popcorn	Sm	\$2.00
	Lg	\$3.50
Jumbo Pretzel		\$3.00
Churro		\$3.00
Nachos Supreme		\$5.00
Peanuts		\$3.00
Cracker Jacks		\$3.00
Chips		\$1.00
Sunflower Seeds		\$1.00
Candy		\$1.50

**Mark Light Stadium**  
**THE STADIUM GRILLE**

Coca – Cola	\$3.00
Diet Coke	\$3.00
Sprite	\$3.00
Minute Maid Lemonade	\$3.00
Nestea Iced Tea	\$3.00
Dasani Water	\$3.00
Gatorade	\$3.00
Hamburger	\$3.50
Cheeseburger	\$3.50
Italian Sausage	\$4.00
Boca Veggie Burger	\$4.00
Sabrett Hot Dog	\$3.00
French Fries	\$2.00
Peanuts	\$3.00
Cracker Jacks	\$3.00
Chips	\$1.00
Sunflower Seeds	\$1.00
Candy	\$1.50

## Lockhart Stadium Menu & Pricing

20 oz Soda	\$3.50
20 oz Bottled Water	\$3.00
20 oz Gatorade	\$3.00
16 oz Fountain Soda	\$2.00
32 oz Fountain Soda	\$3.00
10 oz Coffee	\$1.25
10 oz Cocoa	\$2.00
16 oz Fresh Squeezed Lemonade	\$4.00
24 oz Fresh Squeezed Lemonade	\$6.00
16 oz Frozen Lemonade	\$4.00
20 oz Draft Beer	\$6.00
16 oz Domestic Package Beer	\$6.00
12 oz Imported Package Beer	\$6.00
8/1 Sabrett Hot Dog	\$2.00
6/1 Sabrett Hot Dog	\$3.00
1/6 16" Pizza Slice	\$3.00
Chicken Breast Sandwich	\$5.00
5/3 oz Beef Patty 80/20	\$4.00
4/1 Garcia Sausage	\$6.00
4/1 Italian Sausage	\$6.00
6 oz Beef or Chicken Kabob	\$6.00
Kabob Platter	\$8.00
BBQ Rib Platter	\$10.00
Arepa	\$4.00
16 oz Fries	\$2.50
85 oz Popcorn	\$3.00
Jumbo Pretzel	\$2.50
Nachos	\$3.00
Nachos Supreme	\$5.00
Candy	\$1.25
Cookies	\$1.25
Chips	\$1.00
Peanuts	\$3.00

## Mizner Park Amphitheatre Menu & Pricing

20 oz Soda	\$4.00
20 oz Bottled Water	\$3.00
10 oz Coffee	\$2.00
10 oz Cocoa	\$2.00
16 oz Fresh Squeezed Lemonade	\$4.00
24 oz Fresh Squeezed Lemonade	\$6.00
10 oz Cocktails	\$8.00
16 oz Cocktails	\$14.00
Cordials	\$10.00
Martinis	\$12.00
16 oz Draft Beer	\$6.00
24 oz Draft Beer	\$9.00
16 oz Domestic Package Beer	\$7.00
12 oz Imported Package Beer	\$8.00
9 oz Wine	\$8.00
16 oz Wine	\$14.00
6/1 Sabrett Hot Dog	\$4.00
4/1 Hebrew National Foot Long Hot Dog	\$5.00
1/6 16" Big Louies Pizza Slice	\$4.00
Chicken Breast Sandwich	\$6.00
5/3 oz Beef Patty 80/20	\$5.00
Arepa	\$4.00
Cinnamon Sugar Nut Cones	\$5.00
16 oz Bag Gourmet Popcorn	\$4.00
Jumbo Pretzel	\$4.00
Nachos Supreme	\$5.00
Candy	\$1.50 & \$2.00
Cookies	\$2.00
Chips	\$1.50

## Pompano Beach Amphitheatre Menu & Pricing

20 oz Soda	\$4.00
20 oz Bottled Water	\$3.00
10 oz Coffee	\$2.00
10 oz Cocoa	\$2.00
16 oz Fresh Squeezed Lemonade	\$4.00
24 oz Fresh Squeezed Lemonade	\$6.00
10 oz Cocktails	\$8.00
16 oz Cocktails	\$14.00
Cordials	\$10.00
Martinis	\$12.00
16 oz Draft Beer	\$6.00
24 oz Draft Beer	\$9.00
16 oz Domestic Package Beer	\$7.00
12 oz Imported Package Beer	\$8.00
9 oz Wine	\$8.00
16 oz Wine	\$14.00
16 oz Frozen Drinks	\$7.00
Rum Runners & Pina Colodas	
8/1 Sabrett Hot Dog	\$4.00
1/6 16" Pizza Slice	\$4.00
Chicken Breast Sandwich	\$6.00
5/3 oz Beef Patty 80/20	\$5.00
Italian Sausage	\$6.00
Chicken Pita	\$8.00
Gyro	\$8.00
Arepa	\$4.00
16 oz Bag Gourmet Popcorn	\$4.00
Jumbo Pretzel	\$4.00
Nachos Supreme	\$5.00
Candy	\$2.00
Chips	\$1.50

## Bergeron Rodeo Arena Menu & Pricing

20 oz Soda	\$3.00
20 oz Bottled Water	\$2.00
20 oz Powerade	\$3.00
16 oz Fountain Soda	\$1.50
32 oz Fountain Soda	\$3.00
10 oz Coffee	\$1.25
10 oz Cocoa	\$2.00
16 oz Fresh Squeezed Lemonade	\$4.00
24 oz Fresh Squeezed Lemonade	\$6.00
16 oz Fruit Smoothies	\$4.00
16 oz Draft Beer	\$4.00
24 oz Draft Beer	\$6.00
16 oz Domestic Package Beer	\$5.00
12 oz Imported Package Beer	\$6.00
12 oz Jack Daniels Coolers	\$5.00
6/1 Sabrett Hot Dog	\$3.00
1/6 16" Pizza Slice	\$2.50
Chicken Breast Sandwich	\$5.00
5/3 oz Beef Patty 80/20	\$4.00
4/1 Garcia Sausage	\$6.00
4/1 Italian Sausage	\$6.00
6 oz Beef or Chicken Kabob	\$6.00
Kabob Platter	\$8.00
BBQ Rib Platter	\$10.00
Arepa	\$4.00
Funnel Cakes	\$6.00
16 oz Fries	\$2.00
85 oz Popcorn	\$2.00
Jumbo Pretzel	\$2.50
Nachos	\$2.50
Candy	\$1.00
Cookies	\$1.00
Chips	\$1.00
Peanuts	\$2.50
Milk Shakes	\$4.00
Ice Cream Cones & Cups	\$3.00- \$5.00
Sno Cone	\$2.50
Cotton Candy	\$3.00

## Attachment 8

### Past Accounts/Additional Business Experience

#### **FORT LAUDERDALE STADIUM** – 5301 NW 12<sup>TH</sup> Avenue, Ft. Lauderdale, 33309.

Capacity 8000. PCI provided full service concessions, clubhouse service, and catering for the Baltimore Orioles spring training operations for their first three years in Fort Lauderdale. Once again PCI replaced a large national company with little or no interest in the operation. Oriole and City officials were so pleased, they extended PCI's contract for two additional terms. PCI remained on as the concessionaire for the City of Fort Lauderdale until the stadium was leased to the Baltimore Orioles in 2003. PCI made extensive investments in equipment on its own initiative in order to provide the best possible service to the fans at Ft. Lauderdale Stadium events. City of Ft. Lauderdale, Ms. Debbie Bylica (954) 683-3357.

#### **ORANGE BOWL STADIUM** – 1501 NW 3<sup>rd</sup> Street, Miami, FL 33125 Capacity 80,000

PCI and its corporate officers have held a variety of concessions management positions in the Orange Bowl Stadium for over twenty years. PCI officers began working concessions there in the 1970's. Our officers managed the stadium concessions operations for the Miami Dolphins in the 1980's and once PCI was founded, we continued to hold the contract with the City of Miami for exclusive merchandising rights for the January 1<sup>st</sup> FedEx Orange Bowl Game and University of Miami games. PCI handled this task every year from 1987 to 1996 and was awarded a five-year contract with an additional five-year option. You name it and we've done it at the Orange Bowl Stadium! Contact: Ms. Ileana Gomez (305) 643-7100.

#### **HOMESTEAD SPORTS COMPLEX** – 1601 SE 28 Avenue, Homestead, FL.

Capacity: 8,000. PCI had a contract with the City of Homestead for five years to operate food, beverage and merchandising concessions at this new multi-million dollar baseball facility including practice field and softball areas. The Sports Complex is host every spring to the 70 team Homestead Challenge Baseball Tournament. PCI was selected for the permanent spring training contract with the Cleveland Indians and had been the concessionaire for all major events at the stadium since it's opening in 1990. PCI's tenure ended when the City leased the stadium to a private promotions company in 2001. Contact: City of Homestead Parks and Recreation (305) 247-1801.



c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

## **HOMESTEAD-MIAMI SPEEDWAY** - #1 Speedway Dr., Homestead, FL.

PCI was awarded the contract for all grandstand food and beverage vending when the Speedway opened in 1996 and remained on until the speedway was sold in 2000. We have participated in all major events including the Jiffy Lube 300, Grand Prix of Miami, Super Truck Series, and Winston Cup Series. Sales for Winston Cup were in excess of \$200,000. PCI could always be depended upon to provide the maximum revenue from hawking operations. Contact: Mr. Tuck Axelrod, National Concessions Company, (216) 881-9911.

## **FLORIDA ATLANTIC UNIVERSITY ATHLETICS** – 777 Glades Road, Boca Raton, FL 33431.

PCI is starting its second year as concessionaire for athletics on FAU's main campus in Boca Raton. FAU needed help in upgrading their operation and providing consistent service and quality at all baseball, softball, basketball, soccer, and other athletic events. PCI rose to the occasion with great results over the past year. Our contract was just recently renewed. PCI's special events trailers provide clean efficient service in areas where no permanent concession stands are located. Contact: Ms. Melissa Dawson, Assistant Athletic Director, FAU Athletic Department, (561) 297-2683.

## **CHICAGOLAND SPEEDWAY** - 500 Speedway Blvd., Joliet IL. Capacity 78,000

PCI was awarded the contract for all grandstand food and beverage vending (Hawking) when the Speedway opened in 2000. We still provide and manage the vending staff of over 150 for all events at the speedway including the NASCAR Nextel Series Tropicana 400 in July and the IRL Delphi Indy 300 in September. PCI's Special Events Division takes the "show on the road" a few times per year. NASCAR vending sales are consistently in excess of \$300,000. PCI can always be depended upon to provide the maximum revenue from hawking operations. Contact: Mr. Jerry Lundergan, Lundy's Special Events, (859) 255-0717.

## **CENTRIX FINANCIAL GRAND PRIX OF DENVER** – 1444 Wazee St. Denver, CO. Capacity 46,000

PCI completed its first year of hawking operations at this popular Western Champ car event in August 2005. Our dedicated crew of traveling hawkers combined with the local Denver staff provided plenty of



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service for the thirsty crowd. We look forward to a long and profitable relationship for many years to come. Contact: Mr. Morgan Boyles, event operations director, (720) 873-5026.

## **WALT DISNEY WORLD SPEEDWAY** – 1 World Drive, Orlando, FL Capacity 32,000

The Disney Magic Kingdom transformed this tri-oval into a major happening twice a year. Located adjacent to the entrance of the Magic Kingdom Theme Park, the NASCAR truck series race and the IRL Indy car race provided an extra-added attraction for those central Florida race fans. PCI provided all hawkers for the races held from 1996-1999. PCI rose to the occasion with the tough task of keeping both the fans and Disney management happy! Sales were great but the January weather wasn't. Disney officials stopped racing at the close of the 1999 season. Contact: Walt Disney World Speedway, Orlando, FL.

## **GRAND PRIX OF MIAMI** – 1 Biscayne Blvd. Miami, Fl. Capacity 41,723

PCI provided all grandstand hawking for this popular downtown street race for Miami Motorsports Inc. Five different hawking locations provided service for the fans. This race was held from the mid 1980's until the new Homestead Miami speedway opened in 1996. Our staff of South Florida hawkers swarmed the grandstands with beer, soft drinks, hot dogs, popcorn & peanuts. Contact: Miami Motorsports, Miami, FL.

## **GRAND PRIX AMERICAS** – Downtown Miami, FL .Capacity 35,000

The CHAMP car series returned to the streets of Miami in September of 2003 and 2004. PCI provided all grandstand hawking for the event weekends. 2003 provided a special challenge as our hawkers had to carry and pour Presidente beer glass bottles for the crowd! Not one complaint the entire weekend! 2004 was much easier as the plastic bottles made hawking a dream. We look forward to the race returning in the future. Contact: Mr. Tom Lundergan TLC Concessions (859) 255-0717.

## **VILLAGE OF WELLINGTON AQUATIC COMPLEX** - 12165 Forest Hill Blvd., Wellington, FL 33414.

PCI operates the concession stand at this busy municipal center during the summer months. Village officials turned to PCI to provide a consistent, clean, and well-staffed concession for their patrons. Contact: Mr. Jim Barnes, Parks and Recreation Director, Village of Wellington (561) 791-4005.



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**INTERNATIONAL POLO CLUB OF PALM BEACH** – 3665 120<sup>TH</sup> Ave South, Wellington, FL 33414.

Capacity: 5,500. PCI operates a completely mobile food service operation, which takes concessions trailers to seven different fields at this new facility. We supply food and beverage for the remote fields as well as operating a main concession stand for the Polo matches every Sunday in the International Polo Stadium. Contact: Mr. Michael Brown, General Manager (561) 204-5687.

**FOUR FIELDS SOFTBALL COMPLEX** – 1801 NE 8<sup>th</sup> St. Pompano Bch., FL.

PCI is operated the concessions for the City of Pompano Beach for four years at the popular softball complex in the heart of Pompano Beach. Four Fields complex is the site for regular softball league and special tournament play. In a joint effort with the City of Pompano Beach, we completely renovated a dilapidated concession area, acquired a beer and wine license, expanded the menu, provided consistent service and food quality and proceeded to build business and revenues for the City of Pompano Beach. Contact: Nick Likourgou, Pompano Beach Parks and Recreation, (954) 786-4191.

In addition to the above-mentioned accounts, PCI is active in the special events business in Florida and other states. We have participated in concessions for the NCAA regional basketball tournament, USA Olympic Baseball trials, Coconut Grove Arts Festival, Sunfest, Pride Festivals, Orange Bowl Parade, Junior Orange Bowl Parade, Miami Beach Boat Show, Walt Disney World Speedway, Harley-Davidson Sturgiss, South Dakota rally, and many other major events.



**Attachment 9**

**City of Fort Lauderdale Contracts/Agreements/Special Services**

War Memorial Auditorium  
Bob Stried 954-828-5382  
Concessions Contract

Mills Pond Park  
Jason McDannold 954-828-3641  
Concessions Contract

Hall Of Fame Aquatic Complex  
Jeff Stafford 954-828-4579  
Special Event Concessions for Swim Meets

Holiday Park  
Gladys Pentilla 954-828-5383  
Special Event Concessions/Youth Soccer

Holiday Park Social Center  
Bob Stones 954-828-4570  
Spring, Fall and Winter luncheons yearly 2002 to current

Beach Community Center  
Spring and Fall luncheons yearly 2004 to current  
Susan Riestra 954-828-4610

Chaz Adams 954-828-4748  
Mayors State of the City Address 2/23/06 & 2/20/08  
Riverland Park Community BBQ 9/9/06  
Harbordale Eve 12/12/02  
Swimming Hall of Fame, Seminar 10/15/03  
Marine Industrial Association 10/18/04

Senior Games Closing Ceremonies  
Jack Matheson  
Susan Riestra  
Every February since 2001



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Mills Pond Park - Pairs Foundation Dinners  
Jason McDannold 754-581-5416

Jimmy Evert Tennis Center  
Tournament Concessions yearly since July 2001  
Whitney Craft  
Deborah Bylica 954-683-3357

Spring Training 40<sup>th</sup> Anniversary  
Debbie Dunbar  
3/15/02

Croissant Park Community Center Grand Opening  
Leanne Cascioli  
954-828-5772

Riverland Park Groundbreaking  
Deborah Vallier  
11/21/03

Vince Gizzi  
Riverland Park Dedication  
11/12/05

Julie Kreadle 954-828-6005  
Parks Bond Office  
HP Playground Dedication 11/17/01



Attachment 10

Litigation Information

We are pleased to report that there have been no litigation circumstances for Professional Concessions to report.

Manieri vs Pekich auto accident lawsuit was settled out of court in 2004



WACHOVIA BANK, NATIONAL ASSOCIATION  
STANDBY LETTER OF CREDIT DEPARTMENT  
401 LINDEN STREET - MAIL CODE NC6034  
WINSTON-SALEM, NC 27101

DEBIT ADVICE

03/31/08

PROFESSIONAL CONCESSIONS, INC.  
C/O WAR MEMORIAL AUDITORIUM  
800 N.E. 8TH. STREET  
FT. LAUDERDALE, FL. 33301

WACHOVIA BANK, NATIONAL ASSOCIATION LETTER OF CREDIT NO. S501818C  
INVOICE NUMBER: INV281393  
IN FAVOR OF: THE CITY OF FT. LAUDERDALE

COMMISSION FEE:	\$ 300.00
SPECIAL HANDLING:	\$
AUTO RENEW FEE:	\$ 150.00
SWIFT FEE :	\$
COURIER FEE :	\$
FAX FEE :	\$
-----	
TOTAL FEES :	\$ 450.00

IN CARRYING THE ABOVE LETTER OF CREDIT, WE HAVE DEBITED YOUR ACCOUNT NUMBER  
0032000025628070 IN THE AMOUNT OF \$ 450.00

BREAKDOWN OF COMMISSION FEE:

=====

LETTER OF CREDIT AMOUNT:	25,000.00
COMMISSION RATE :	FLAT
COVERING PERIOD FROM :	03/30/08
TO :	03/29/09

PLEASE DIRECT ALL INQUIRIES REGARDING THIS TRANSACTION TO THE STANDBY LETTER  
OF CREDIT DEPARTMENT, PHONE 1-800-776-3862, OPTION 2.  
THIS FORM REQUIRES NO SIGNATURE.

CC: SHARLENE CHAPP FL8003

JCL

# Professional Concessions, Inc.

2

Year To Date 12/31/2007

<b>Assets</b>	
<b>Current Assets</b>	
SOUTH FLORIDA FAIR	\$ 30,192.13
WACHOVIA	43,525.21
Cash in Bank-FC Operating Account	34,073.93
Cash Banks	38,583.49
Certificate of Deposit	45,393.67
Cash Brokerage Account-Schwab	37,272.14
Marketable Securities-Schwab	29,079.24
Inventory Rodeo	500.00
Inventory Lockhardt	4,612.00
Inventory - General (Main)	1,000.00
Inventory Mizner	6,012.00
Inventory SouthFlorida Fair	12,000.00
Inventory - Pompano	650.00
Net Payroll	(1,468.57)
Employee Advance	700.00
<b>Total Current Assets</b>	<u>\$ 282,125.24</u>
<b>Property &amp; Equipment</b>	
Office Equipment	\$ 8,238.67
Equipment-General	218,286.90
Equipment-Polo Club	96,435.27
Equipment-Lockhart Stadium	24,460.71
Equipment Wellington Pool	1,355.74
Equipment - Mills Pond	9,430.00
Equipment-Rodeo Arena	16,312.11
EQUIPMENT-WMA	900.00
EQUI - MIZNER	1,818.00
Furniture & Fixtures	5,510.32
Furniture & Fixtures Mizner	1,500.00
Vehicles	29,551.08
Accumulated Depreciation	(411,861.11)
<b>Net Property &amp; Equipment</b>	<u>\$ 1,937.69</u>
<b>Deposits &amp; Other Assets</b>	
Security Deposits	488.53
LIQUOR LICENSE	105,017.66
<b>Total Deposits &amp; Other Assets</b>	<u>105,506.19</u>
<b>Total Assets</b>	<u><u>\$ 389,569.12</u></u>
<b>Liabilities and Equity</b>	
<b>Liabilities</b>	
Accounts Payable	
Accounts Payable	45,229.27
<b>Total Accounts Payable</b>	<u>45,229.27</u>
<b>Current Liabilities</b>	
Payroll Taxes Payable	10,147.49
Sales Tax Payable	2,899.19
<b>Total Current Liabilities</b>	<u>13,046.68</u>
<b>Total Liabilities</b>	<u>58,275.95</u>
<b>Equity</b>	
<b>Capital</b>	
Treasury Stock	(10,000.00)
Capital Stock	66.00
Accumulated Adjustments Acct	313,891.11
<b>Total Capital</b>	<u>303,957.11</u>
<b>Distributions</b>	
Distribution B Beck	194,000.00

Professional Concessions, Inc.

2

Year To Date 12/31/2007

Distributions D Maneri	194,000.00
Total Distributions	<u>388,000.00</u>
Current Profit & Loss	<u>415,336.06</u>
Total Equity	<u>331,293.17</u>
Total Liabilities and Equity	<u><u>389,569.12</u></u>

Professional Concessions, Inc.  
Income Statement

	Month Ending 12/31/2007	Year To Date 12/31/2007
Revenue		
Sales Food and Beverage	\$ 204,774.73	\$ 2,499,931.38
Sales Novelties	4,327.69	35,599.62
Sales Sub Contractors	4,306.10	88,942.11
SALES - VENDING	230.05	13,404.23
SALES OF ALCOHOLIC BEVERAGES	59,169.33	1,718,329.64
N/G Checks	0.00	0.00
Refunds	0.00	0.00
Total Revenue	<u>272,807.90</u>	<u>4,356,206.98</u>
Cost of Goods Sold		
Beginning Inventory	0.00	0.00
Purchases Food/Beverage	2,281.06	26,651.20
PURCHASES FOOD & BEVERAGES	59,337.56	845,086.90
PURCHASES ALCOHOLIC BEVERAGES	22,884.83	264,539.53
PURCHASES PAPER GOODS	5,823.27	95,965.36
PURCHASE COOKING GAS	981.03	21,922.09
Purchases Ice	2,407.50	47,625.88
Purchases Novelties	0.00	40,064.59
Purchases	0.00	0.00
Purchases - Supplies	0.00	1,979.88
Equipment Rental	0.00	516.91
Direct Labor	(37,759.10)	647,894.39
Credit Card Fees	417.54	7,594.91
Sub Contractors	0.00	(1,327.92)
Commissions	264.00	19,927.12
Payroll Taxes	1,290.09	69,530.16
Beverage Tax	257.70	8,747.25
Ending Inventory	0.00	0.00
Total Cost of Goods Sold	<u>58,185.48</u>	<u>2,096,718.25</u>
Gross Profit	214,622.42	2,259,488.73
Office Expense		
Accounting & Legal	1,398.00	8,667.00
Alarm and Security	0.00	832.08
Amortization Expense	0.00	0.00
Advertising & Promotion	5,039.87	7,867.37
Vehicle Expense	4,162.06	20,162.26
FUEL	319.61	11,124.51
RENTAL / LEASING	131.20	5,052.63
REPAIR	37.91	3,507.06
Bad Debts	0.00	0.00
Bank Charges	262.07	3,503.44
Casual Labor	0.00	0.00
Consulting	0.00	0.00
Contributions	0.00	1,625.20
Depreciation	14,283.96	14,283.96
Dues & Subscriptions	0.00	1,130.76
Dump Fees	0.00	3,555.78
Employee Benefits	0.00	0.00
Equipment Rental	0.00	0.00
Freight	0.00	0.00
Insurance	6,000.00	54,813.41
WORERS COMPInsurance	0.00	27,428.00

Professional Concessions, Inc.  
Income Statement

	Month Ending 12/31/2007	Year To Date 12/31/2007
HEALTH INSURANCE	1,398.99	15,635.33
Janitorial & Cleaning	0.00	1,358.00
Licenses & Fees	837.57	16,784.67
Laundry & Dry Cleaning	0.00	0.00
Miscellaneous	0.00	1,261.17
Medical Expenses	0.00	0.00
Meals & Entertainment	0.00	0.00
Payroll Fees	509.28	10,235.07
Office Supplies & Expenses	446.59	4,980.31
Postage	25.80	1,772.67
Periodicals	0.00	0.00
Officer Salaries	88,700.00	88,700.00
Other Salaries	0.00	0.00
Simple Plan Expense	3,214.91	11,405.51
Supplies	852.73	28,344.84
Rent	79,659.09	1,426,141.15
Repairs & Maintenance	3,622.58	41,153.20
Seminars & Education	0.00	0.00
Small Tools	0.00	0.00
Storage	0.00	0.00
Telephone	3,062.41	22,433.43
Travel	0.00	4,247.10
Taxes	0.00	3,996.53
FICA Tax	0.00	0.00
Unemployment Taxes	0.00	379.97
Uniforms	0.00	3,869.45
Utilities	187.70	2,944.98
Total Operating Expenses	<u>214,152.33</u>	<u>1,849,196.84</u>
Other Income		
Gain on Sale of Assets	4,343.93	4,343.93
Interest Income	678.74	678.74
Other Income	0.00	0.00
Dividends	271.50	271.50
Total Other Income	<u>5,294.17</u>	<u>5,294.17</u>
Other Expense		
Interest Expense	0.00	0.00
Penalties	0.00	250.00
Total Other Expense	<u>0.00</u>	<u>250.00</u>
Net Income	<u>\$ 5,764.26</u>	<u>\$ 415,336.06</u>



Attachment 13

Additional Concessions References

Ann Cunningham	Director of Sports Merchandising – University of Miami Bookstores 305-284-4101
Stuart Sacks	FIU Athletic Facilities 305-348-7887
Jeremy Lamb	Athletic Ticket Office – University of Miami 305-284-2263
Stacey Lynn-Bunting	Director – Hurricane Ticket Office 305-284-2263
Jay Rokeach	Stadium Announcer – U. Miami Athletics 954-435-0790
Lois Kerr	Baseball Office – University of Miami 305-284-4171
Richard Remmert	University of Miami Athletics 1978-87 561-779-2945
JD Arteaga	Pitching Coach – U. Miami Baseball 305-284-4171
Gino DiMare	Assistant Head Coach – U. Miami Baseball 305-284-4171
Theresa Agricola	Sponsorship Manager – South Florida Fairgrounds 561-790-5246



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Sean Kraul	Expo Manager – South Florida Fairgrounds 561-790-5227
Chris Denson	Athletic Grounds Manager – U. Miami Athletics 786-256-1724
Jack Hughes	Grounds Crew – Mark Light Stadium 305-632-0859
Art Mello	Double Eagle Distributing, Deerfield Beach, FL 954-426-2970
Bob Stones	City of Fort Lauderdale – Holiday Park Social Center 954-828-5379
Brett Fisher	Stephens Distributing, Inc., Fort Lauderdale, FL 954-989-4350
Brian Custer	Island Productions – Concert Promoter 561-889-2612
Chas Adams	City of Fort Lauderdale – Event Coordinator 954-282-4748
Connie Nickel	Assistant Athletic Director – Operations – University of Miami 305-284-2651
George Perley	A.E.G. Entertainment – Concert Promoter 561-889-2617
Eddie Roger	President – KICS International – Soccer Promoter 954-578-5735
Gladys Pentilla	City of Fort Lauderdale – Holiday Park Social Center 954-828-6362



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Mike Walden            Burkhardt Distributing – St Augustine, FL  
904-829-3008

A.J. Wasson            Senior Operating Officer – Live Nation Worldwide/Concert Promoter  
954-626-7878

Ari French  
Susan Riestra            City of Fort Lauderdale – Beach Community Center  
954-828-4610

Andrew Doole           Vice-President – Show Management, Inc.  
Fort Lauderdale International Boat Show  
954-764-7642

Nick Likourgou        Assistant Director – Parks & Recreation / City of Pompano Beach  
954-786-4191

Nora Dyke              Fort Lauderdale Orchid Society  
954-564-6933

Ryan Bucher            Events Director – University of Miami  
305-284-8309

Phil Peterson           City of Fort Lauderdale – Holiday Park Social Center  
954-828-5993

Ray Sozio                Head Umpire – Mills Pond Park  
954-491-5108

Richard Cummings    President – Fort Lauderdale Ice  
954-566-2791

Rick Mucciaccio       City of Fort Lauderdale – Parks Maintenance Division  
954-828-5394

Rick Strong             Hurricane Showdown Tournament Director  
1/866-528-3373



# ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID B9  
PROFE-8

DATE (MM/DD/YYYY)  
05/28/08

**PRODUCER**  
Brown & Brown of Florida, Inc.  
5900 N. Andrews Ave. #300  
P.O. Box 5727  
Ft. Lauderdale FL 33310-5727  
Phone: 954-776-2222 Fax: 954-776-4446

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

**INSURED**  
  
Professional Concessions, Inc.  
9067 Southern Blvd  
West Palm Beach FL 33411

INSURERS AFFORDING COVERAGE		NAIC #
INSURER A:	*Ohio Casualty Insurance Co.+	24074
INSURER B:	Assurance Co Of America+	19305
INSURER C:		
INSURER D:		
INSURER E:		

## COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	X	<b>GENERAL LIABILITY</b>	BKO0650586623	08/28/07	08/28/08	EACH OCCURRENCE	\$ 1,000,000
		<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
		<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person)	\$ 10,000
		<input checked="" type="checkbox"/> <b>Blanket Additiona</b>				PERSONAL & ADV INJURY	\$ 1,000,000
		GENL AGGREGATE LIMIT APPLIES PER:				GENERAL AGGREGATE	\$ 1,000,000
		<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				PRODUCTS - COMP/OP AGG	\$ 1,000,000
						<b>Emp Ben.</b>	0
A	X	<b>AUTOMOBILE LIABILITY</b>	BAO50586623	08/28/07	08/28/08	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
		<input checked="" type="checkbox"/> ANY AUTO				BODILY INJURY (Per person)	\$
		<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident)	\$
		<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident)	\$
		<input checked="" type="checkbox"/> HIRED AUTOS				AUTO ONLY - EA ACCIDENT	\$
		<input checked="" type="checkbox"/> NON-OWNED AUTOS				OTHER THAN AUTO ONLY: EA ACC	\$
						AGG	\$
A	X	<b>GARAGE LIABILITY</b>	USO50586623	08/28/07	08/28/08	EACH OCCURRENCE	\$ 600,000
		<input type="checkbox"/> ANY AUTO				AGGREGATE	\$ 600,000
		<input type="checkbox"/> CLAIMS MADE					\$
		<input type="checkbox"/> DEDUCTIBLE					\$
		<input checked="" type="checkbox"/> RETENTION \$ 0					\$
B		<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>	WC02720186	01/01/08	01/01/09	WC STATUTORY LIMITS	
		ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?					
		If yes, describe under SPECIAL PROVISIONS below					
		<input type="checkbox"/> OTHER				E.L. EACH ACCIDENT	\$ 100,000
		<b>Liquor</b>	BDO50586623	08/28/07	08/28/08	E.L. DISEASE - EA EMPLOYEE	\$ 100,000
						E.L. DISEASE - POLICY LIMIT	\$ 100,000
						<b>Per loss</b>	1000000
						<b>Aggregate</b>	2000000

### DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

Food & Beverage Concessions operations at War Memorial Auditorium.  
Certificate holder is named as additional insured with respects to general liability as required by written contract.

### CERTIFICATE HOLDER

FORTLA1

City of Fort Lauderdale  
100 N. Andrews Ave  
Fort Lauderdale FL 33301

### CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

*John E. Sawyer*

**Attachment 14**

**CAPITAL IMPROVEMENTS**

**PROPOSED IMPROVEMENTS - FIRST THREE MONTHS**

**PCI PROPOSES THE FOLLOWING CAPITAL IMPROVEMENTS DURING THE FIRST THREE MONTHS AS SPECIFIED IN THE RFP.**

Obtain a Series 11-PA full liquor license. . . . .	3,550.00
Purchase four new Cambro Portable Bars . . . . .	4,800.00
Purchase two new locking security cages for liquor storage. . . . .	1,460.00
Repair/Replace all cabinet doors in main concession area. . . . .	1,265.00
Install a Permanent Lighted Menu Board . . . . .	895.00
Install New Formica on all counters in main concession. . . . .	2,853.00
Install a new 3-compartment sink in main concession. . . . .	1,895.00
Build gated chain link storage area outside concession back door . . . . .	<u>2,368.00</u>

**FIRST THREE MONTH TOTAL \$19,086.00**

**ADDITIONAL CAPITAL IMPROVEMENT BUDGET FOR YEARS 4 AND 5. . . . . \$ 5,000.00**

**GRAND TOTAL \$24,086.00**



c/o War Memorial Auditorium  
800 N.E. 8th Street, Ft Lauderdale, Florida 33304  
954-566-8557 • Fax 954-566-0966

**Attachment 15**

**SERIES 11-PA FULL LIQUOR LICENSE**

AC# 220411

STATE OF FLORIDA  
Department of Business and Professional Regulation

Temporary License/Permit for Valid **DIVISION OF ALCOHOLIC BEVERAGES & TOBACCO**  
**11PA APPLICATION # 420623 FILE # 168241**

UNTIL APPLICATION IS DENIED OR 14 DAYS AFTER APPLICATION IS APPROVED

DATE	RECEIPT NUMBER	FEE	LICENSE NUMBER	SERIES	CLASS	
05/15/2008	70472590	\$100.00	BEV1618634	11PA	C	DUAL LICENSE

CONSUMPTION ON PREMISES ONLY

Issued to

**WAR MEMORIAL AUDITORIUM  
PROFESSIONAL CONCESSIONS INC  
800 NE 8TH STREET  
FORT LAUDERDALE, FL 33304**

DISPLAY AS REQUIRED BY LAW



**Attachment 16**

**Mobile Equipment**

Professional Concessions owns approximately 14 different trailers designed for a variety of food and beverage uses. Most are designed for portable concessions service. Some serve as catering support for special events and disaster relief food supply. Others are for transporting of equipment.

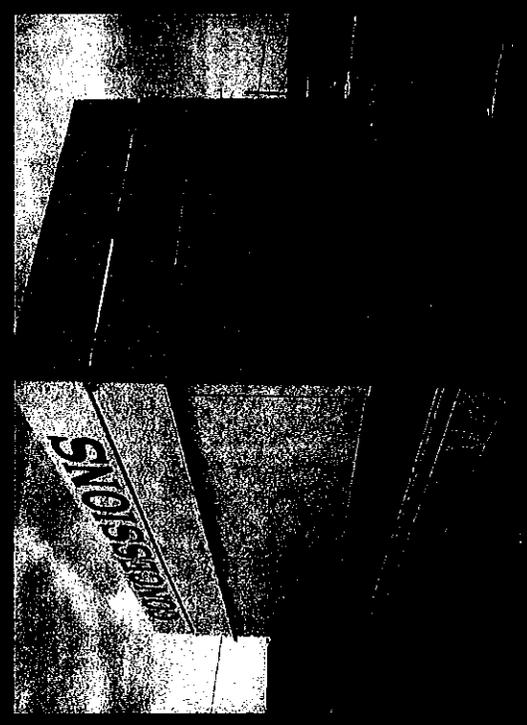
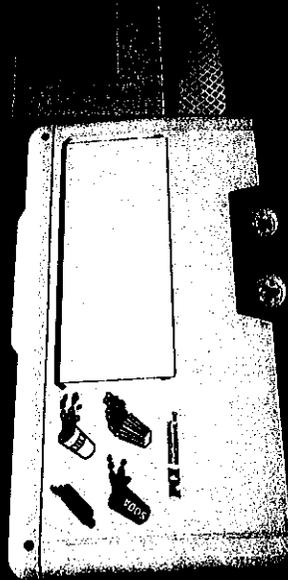
We also have in our inventory a wide variety of portable carts for serving beverages, hot dogs, lemonade, frozen lemonade, pretzels, ice cream, arepas, bar-b-que, roasted nuts, pizza, smoothies, fresh fruit, funnel cakes, popcorn, coffee, and many other items.

Our established relationship with reputable subcontractors enables us to offer even more of a variety of cart items than listed above (i.e. Greek specialties, Middle Eastern foods, Caribbean foods, Mexican foods, Bar-b-que items, etc.) PCI certifies that all subcontractors are state of Florida registered businesses. They are also fully insured

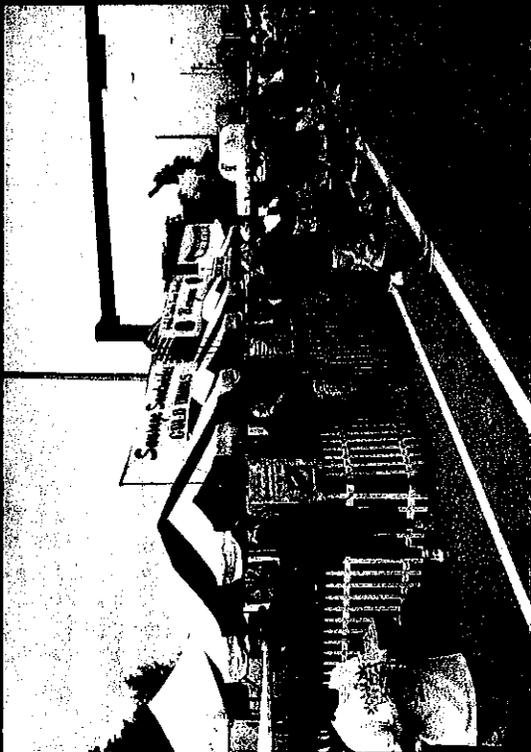
We have attached a very FEW photos of some of our equipment....We would be happy to supply a more extensive photo collection during the final selection process.

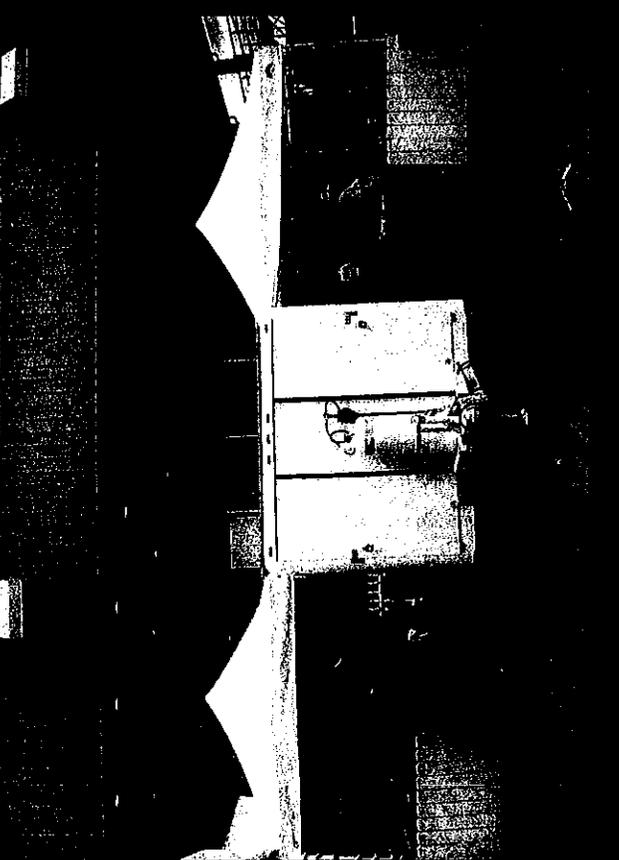


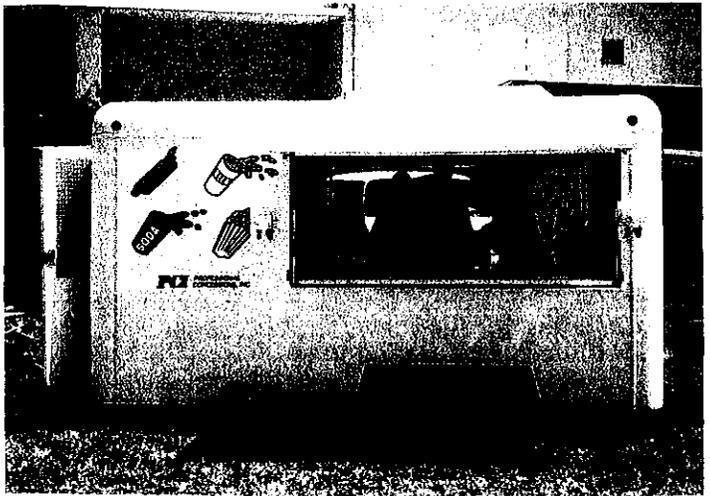
# Trailers?? No Problem...



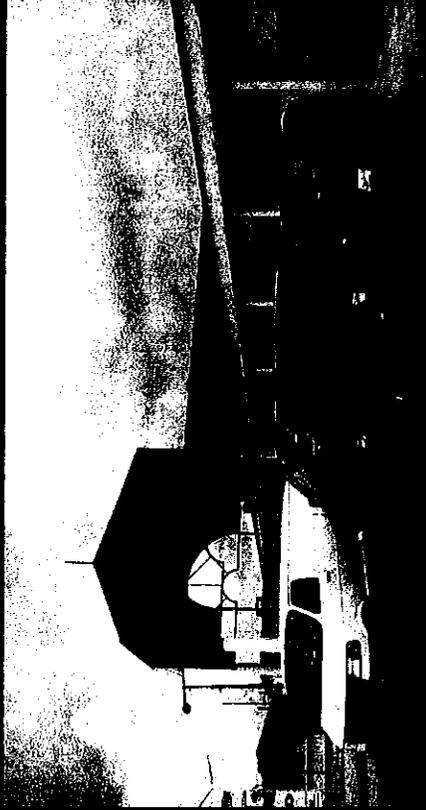
# Plenty of Tents...







# All Types of Vehicles



ATTACHMENT 17

Drug-Free Workplace

Professional Concessions Incorporated hereby affirms that we will comply with the City of Fort Lauderdale's' Drug-Free workplace policies in the operation of the War Memorial Auditorium.



Dennis J. Manieri  
President – Professional Concessions Inc.

5/28/08

Date



ATTACHMENT 18

Minority Hiring Assurance Statement

Professional Concessions Incorporated hereby affirms that we will comply with the City of Fort Lauderdale's non-discrimination policy, acknowledge any percentage goals established on the project and agree to engage in good faith effort solicitation of approved minority firms to achieve the project goals stated.



Dennis J. Manieri  
President – Professional Concessions Inc.

5/28/08

Date

