

City of Glen Cove

Request for Proposal (RFP)

RFP No. 2023-015



LICENSE FOR RESTAURANT AND CATERING FACILITY AT THE CITY OF GLEN COVE MUNICIPAL GOLF COURSE AND STANCO PARK

Proposals Due: Wednesday, August 30, 2023 at 10:00 a.m.

PROPOSER'S NAME: KVM FOOD CORP | KENT MONKAN & ERIC TELESE

PHYSICAL ADDRESS: 107 FOREST AVENUE, LOCUST VALLEY, NY 11560

MAILING ADDRESS: 107 FOREST AVENUE, LOCUST VALLEY, NY 11560

EMAIL ADDRESS: KENTMONKAN@GMAIL.COM | ERICTELESE@GMAIL.COM

PLEASE MAKE COPY OF DOCUMENTS FOR YOUR RECORDS

Posted on: <https://www.bidnetdirect.com/new-york/cityofglencove> and
<https://glencoveny.gov/bid-rfps/>

Kent Monkan

KVM FOOD CORP

08/28/2023



Dear City of Glen Cove,

I am writing this letter in response to the RFP for 111 Lattingtown Rd. Glen Cove NY. I currently own and operate four successful restaurants in the surrounding areas. The Brass Rail (Locust Valley), Heirloom Tavern (Glen Head), The Wild Goose (Port Washington), Choppers Burger Bar (Glen Head). I believe that with my extensive knowledge and experience in the restaurant industry, I along with my partner Eric Telese, can transform the current venue into a well-respected dining destination.

My passion for the culinary world blossomed at a very young age and I knew this was my future. I immediately studied at The Culinary Institute of America after graduating High School. After working in the industry for over a decade, I decided to open my first restaurant. I quickly learned that being a restaurateur is a lot more than being a good chef. Through trial and error and adapting to the community's needs, I developed a successful concept and business model. This is confirmed by the success of my other restaurants and reputation in the community. My goal is to always provide a delicious meal and an overall enjoyable experience for all my guests.

I have chosen to partner with my longtime employee and friend Eric Telese. Eric has proven himself as a leader in my business. He is a natural manager



Kent Monkan

KVM FOOD CORP

able to adapt to situations, manage employees, handle finances and work under pressure while maintaining a professional work environment. Getting to know Eric personally, I can attest to his positive ethical, financial and moral values. For me choosing to partner with Eric was a "No Brainer". Eric's enthusiasm in this venture has also confirmed my decision.

From the time that we first heard of the RFP, Eric and I have been brainstorming concepts and design for the location. We both currently frequent the golf course and understand what is needed to create a successful business. I believe that we can transform the current location into a dining destination spot attracting the surrounding communities while simultaneously regenerating enthusiasm from Glen Cove residents.

I appreciate the professional consideration in this process and look forward to discussing it further.

Sincerely,

Kent Monkan

Email: Kentmonkan@gmail.com



Kent Monkan

Chef & Restaurateur

kentmonkan@gmail.com

Education

The Culinary Institute of America
Associate in Occupational Studies Culinary Arts

May 1996
Hyde Park, NY

Professional Experience

The Brass Rail | Owner & Executive Chef

Created and developed all menus. Designed and managed dining room and kitchen renovations.
Hired and trained all staff. Oversee and maintain quality of standards. Reinvest into the business as needed. Maintain and oversee all bookkeeping, purchasing and legal operations.

2008-Current
Locust Valley, NY

Heirloom Tavern | Owner & Executive Chef

Created and developed all menus. Designed and managed dining room and kitchen renovations.
Hired and trained all staff. Oversee and maintain quality of standards. Reinvest into the business as needed. Maintain and oversee all bookkeeping, purchasing and legal operations.

2012-Current
Glen Head, NY

The Wild Goose | Owner & Executive Chef

Created and developed all menus. Designed and managed dining room and kitchen renovations.
Hired and trained all staff. Oversee and maintain quality of standards. Reinvest into the business as needed. Maintain and oversee all bookkeeping, purchasing and legal operations.

2016-Current
Port Washington, NY

Choppers Burger Bar | Owner & Executive Chef

Created and developed all menus. Designed and managed dining room and kitchen renovations.
Hired and trained all staff. Oversee and maintain quality of standards. Reinvest into the business as needed. Maintain and oversee all bookkeeping, purchasing and legal operations.

2019-Current
Glen Head, NY

Skills

- Labor Management, Menu Development, Culinary, Dining Room Management, Catering, Budgets, Project Management

Eric Telese


EricTelese@gmail.com

8/21/2023

Dear City of Glen Cove,

I am writing to express my strong interest in the restaurant opportunity at the Glen Cove Golf Course. With my extensive experience in the food industry, ties to the local community, and commitment to delivering exceptional dining experiences, I am confident in our ability to redesign, renovate, and operate an outstanding restaurant at the Glen Cove Golf Course.

A few weeks back, Kent called me asking if I'd like to partner with him on a new restaurant venture. I was ecstatic for the opportunity to partner with a restaurateur like Kent. As a frequent golfer, I was also pleased to hear that it was the restaurant located at the golf course. This location has an amazing view, a large indoor and outdoor space, and there is so much untapped potential. Immediately, my creative spark was lit and the ideas began spinning. If awarded the license, Kent and I will bring an amazing new concept to this location with a beautiful renovation and culinary talent. There is no doubt in my mind that the community will be pleased with our work.

I am particularly drawn to this location due to my life-long ties to Glen Cove. I have lived in Glen Cove my for entire life of thirty years. At 26, I purchased and rebuilt a home here with my fiancée Ashtyn, where we look to start our family together soon. I am extremely excited for the opportunity to renovate and operate a restaurant in my hometown and add to the dining experiences of our community.

For the past six years, I have been the General Manager of Kent's flagship restaurant, The Brass Rail, in Locust Valley. Prior to that, I was an opening manager of his third restaurant, The Wild Goose, in Port Washington. Having worked in various roles within the restaurant industry for the past 15 years, including manager, server, bartender, and busser, I have gained valuable knowledge and skills that make me an ideal candidate for this project. I have developed a deep understanding of food and beverage operations, catering and event planning, menu planning, inventory management, ordering, customer service, and team management. These experiences have honed my ability to work efficiently in fast-paced environments while maintaining a keen attention to detail.

Throughout my career, I have consistently prioritized delivering outstanding customer service. I believe that creating a memorable dining experience goes beyond the quality of the food itself. It involves attentive service, a warm and welcoming atmosphere, and attention to the smallest details. I am confident in my ability to contribute to creating an exceptional restaurant experience that exceeds the expectations of our guests.

The City of Glen Cove has demonstrated a clear goal of improving the golf course with its recent investments in the pro shop and driving range. Next on the list is creating a desirable restaurant for golfers, parkgoers, and the entire community of Glen Cove and surrounding areas to experience. *We will create that.*

Eric Telese

EricTelese@gmail.com

8/21/2023

Please find attached my resume for your review. I would welcome the opportunity to discuss how my skills and background align with this restaurant project in more detail. Thank you for considering our proposal.

I appreciate this opportunity and look forward to the possibility of discussing our proposal further.

Sincerely,

Eric Telese



ERIC TELESE

RESTAURANT MANAGEMENT
REAL ESTATE INVESTOR

PROFILE

Restaurant Manager with over 15 years of industry experience. I possess strong multi-tasking skills, with ability to simultaneously manage several projects, schedules and employees. Tech savvy and efficiency focused. Rental property owner.

CONTACT

EricTelese@gmail.com

www.linkedin.com/in/etel

ACTIVITIES AND INTERESTS

Great Food • Building • Travel
Exercise • Mixology
Golf • Boating

EXPERIENCE

GENERAL MANAGER

THE BRASS RAIL, LOCUST VALLEY

OCTOBER 2016-PRESENT

Manages the restaurant's daily operations and ensures superior quality of service. Plans and manages off and on premise catering events. Hires, trains, and schedules employees. Plans and designs food and beverage menus. Oversees food and beverage inventories and ordering procedures.

SERVER/BARTENDER

THE BRASS RAIL, LOCUST VALLEY, NY

MARCH 2015-OCTOBER 2016

TAPPO RISTORANTE, GLEN COVE, NY

OCTOBER 2012-JANUARY 2015

PERSONAL TRAINER

CORE FITNESS STUDIOS, GLEN COVE, NY

MARCH 2012-AUGUST 2016

SERVER/BUSSER

EPIPHANY RESTAURANT, GLEN COVE, NY

MARCH 2008-OCTOBER 2012

EDUCATION

BACHELOR OF SCIENCE IN BUSINESS MANAGEMENT

FARMINGDALE STATE COLLEGE, FARMINGDALE, NY

DECEMBER 2015

NASSAU COMMUNITY COLLEGE, GARDEN CITY, NY

MAY 2013

GLEN COVE HIGH SCHOOL, GLEN COVE, NY

JUNE 2011 • GRADUATED 31ST OF 250 IN CLASS

KEY SKILLS AND CHARACTERISTICS

Ability to work collaboratively as part of a team • Leadership • Problem Solving • Meticulous attention to detail • Excellent Organizational skills • Strong interpersonal, customer service & communication skills • MS Office Suite • Poised under pressure

CERTIFICATIONS

NASSAU COUNTY FOOD MANAGERS TRAINING COURSE

NY TIPS (TRAINING FOR INTERVENTION PROCEDURES) ALCOHOL COURSE

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INTRODUCTION

We are thrilled to present this proposal outlining our vision for a new restaurant and catering venue located at the Glen Cove Golf Course. Managing partners, Kent Monkan and Eric Telese, are excited for the opportunity to create a unique dining experience at this location. The City of Glen Cove has been investing in the golf course, pro shop, and driving range, and is seeking a high-quality restaurant and catering venue to operate there as well.

With our experience in building out and opening successful full-service restaurants, paired with our catering experience, we believe that our expertise and innovative approach align perfectly with the requirements outlined in RFP No. 2023-015. Through this proposal, we aim to showcase our dedication to culinary excellence, outstanding service, and a vibrant atmosphere that will leave a lasting impression on your patrons.

EXECUTIVE SUMMARY

KVM Food Corp will open a restaurant with an entirely new concept that aims to bring an exciting dining experience to the golf course and local community. With a focus on fresh and locally sourced ingredients and innovative culinary techniques, we will offer a menu that caters to diverse palettes and preferences.

Our restaurant will be an American bistro featuring a Mediterranean flare; offering fresh pastas, seafood, steaks and more. We will offer different menus to cater to our breakfast, lunch, and dinner clientele, as well as gluten-free and vegetarian options.

We plan to gear our breakfast and lunch menus heavily toward the golfers, tennis/pickleball players, and parkgoers. We will offer quick grab-and-go options as well as seated breakfast and lunch menus. Golfers can also look forward to the ability of ordering ahead on the 7th or 8th hole, and having quality food waiting for them when they finish the 9th hole.

This location also offers the potential for large-scale catering events, both indoor and outdoor. We look forward to the opportunity of catering many golf outings, while providing diverse food and beverage packages to choose from. We will also market the restaurant to appeal to events such as bridal/baby showers, birthday parties, engagement parties, rehearsal dinners, corporate events, and more.

If granted permission by The City of Glen Cove and the golf course, we want to operate a food and beverage cart to accommodate golfers mid-round. This will be an excellent new service to offer your golfers.

In addition to our culinary and catering offerings, our restaurant will provide a warm and inviting atmosphere, with a modern and stylish design, inside and out. We will also prioritize customer service to ensure our guests feel welcomed and well taken care of.

To attract customers and build brand awareness, we will implement a comprehensive marketing strategy. We also hope to work with The City of Glen Cove in planning food and beverage events and other festivals at the property. We currently engage with the community through participation in sponsorships and local events, and plan to continue do so at this location.

Financially, we project a steady growth in revenue over the first three years of operation. Our pricing will be competitive, offering value while still maintaining profitability. We will closely monitor food, beverage, and operational costs to ensure our optimal performance.

To successfully open and maintain a restaurant to our level of standard, we will need to invest \$575,000. This investment will be allocated towards interior and exterior renovations, kitchen equipment, initial inventories, bar and dining room equipment, marketing efforts, operating expenses, and staff recruiting and training. (These costs are outlined in detail in "Total Initial Restaurant Investment")

The managing partners, Kent Monkan and Eric Telese, have a combined 40+ years of experience, with a proven track record of success in local businesses. We are confident that our passion for food, customer service skills, and commitment to quality will set us apart from any other proposed candidates for this location. We look forward to the opportunity of bringing a new restaurant concept with an inviting aesthetic, quality culinary and beverage options, and a skilled and friendly staff to The City of Glen Cove.

BUSINESS DESCRIPTION

There is a tremendous opportunity at the golf course restaurant. As it stands, the interior space currently permits seating for 133 patrons and seating for 111 patrons amongst the outdoor areas. With current combined seating for over 200 guests, we look to maximize the potential of this space. We do not wish to expand the current building to accommodate more guests, yet we do plan to combine some of the dining areas, making them feel more open and appealing. This property already offers great potential and we feel strongly that the current square footage is not being utilized properly.

Overview

Given our experience in the restaurant industry, we can create a desire to frequent this location. We have plans to properly renovate the building and outdoor spaces, design beautiful and appealing culinary and drink menus, implement a quality wine list, and execute the preparation and cooking of these quality menu items. We will recruit, hire and train our staff members to be friendly, welcoming, and knowledgeable on our food and beverage menus. We will implement managers and key employees to oversee the daily operations and maintain a high standard of customer service.

Restaurant Name

At the moment, we have a few names in mind for this establishment. We are not set at one yet, so this will be decided at a later time if we are awarded this license. We hope to incorporate the history of this property into the name, to pay homage to its location and history of The City of Glen Cove.

Atmosphere and Appeal

We will create an attractive and desirable indoor bar and dining room space. We plan to open up the space (described in more detail in "Redesign and Renovation") to give a larger feel and more open sightlines to the wonderful views this property has to offer.

We plan to give the outdoor spaces a complete facelift as well and make this an attractive destination for members of our community to enjoy a quality dining experience with a great view.

Key Participants

We have many existing relationships with vendors and purveyors in which we source our food, beverage, materials, and supplies. We use many local companies such as Gra-Bar Fish, The Chef's Warehouse, Restaurant Depot, D'Artagnan Gourmet Meats, and Sam Tell, to name a few.

Pricing

Our pricing remains competitive with most local restaurants in the area. We offer quality menu items with a great value while maintaining profitability for the business.

Golf Outing Catering

We will implement golf outing catering packages that gives members and guests quality options to choose from, of varying price ranges. Given our offerings, one can plan a very simple outing or an elaborate event by choosing higher tier packages with multiple enhancements. Either way, we are dedicated to excellence and your golfers will be excited to plan their next golf event with us. Of these outings, The City of Glen Cove will receive 10% of gross sales as shared revenue. Together, we can make The Glen Cove Golf Course an amazing place to hold a golf outing.

Golf Discounts

We plan to offer discounts to golfers who are playing a round of golf that day, which will be advertised on our website. Golfers can show their tee-time or starter slip, which will get them a discount on their bill before or after the round. This will increase business for us and the Glen Cove Golf Course.

Online Ordering

We would love the ability to display QR codes on the golf course, in the driving range, and putting green area. Upon scanning these QR codes, patrons will have the ability to order food and drinks to be ready right away or at certain time. There will be options to pick up your order, or have it delivered down to the driving range or putting green,

should the city permit us to offer food in these areas. If granted permission, we can also add more seating to the driving range for golfers to sit down and eat.

Food/Beverage Carts

Upon discussing this opportunity with members of the community, many individuals have mentioned a common desire for a beverage cart. We want the ability to utilize one or two golf carts as food and beverage carts. We will hire staff to drive and stock these carts with an array of options to service the golfers mid-round. Water bottles, soda, sports drinks, beer, hard seltzers, cocktails, snack bars, chips, sandwiches, wraps, etc. are all possibilities of options we could offer to golfers.

Catering Services

Our plan is to offer catering services for up to 200 patrons between the indoor and outdoor spaces. We look forward to welcoming events of all types and sizes. We currently plan and execute over forty catering events per year in our other establishments, though our spaces cap out at 65 guests. We receive many large party inquiries for events over 65 guests. Any of these inquiries can be referred to this new establishment for business. We also offer large and small off-premise catering events, which generate approximately \$80,000 in yearly revenue. From formal weddings and cocktail style gatherings, to Montauk beach barbeques and small in-home plated dinners and chef experiences, Kent has done it all.

Restaurant Hours

During the golf season, we plan to have the snack bar open one hour prior to opening time of the golf course. The restaurant (including the outdoor bar and dining spaces) will open at 11am every day. The restaurant will close at 10pm Sunday through Thursday, and 11pm Friday and Saturday.

In the off-season, the snack bar hours will vary to accommodate pickleball and tennis players as well as parkgoers. The restaurant hours will remain the same.

REDESIGN AND RENOVATION

KVM Food Corp will bring a completely new concept to the restaurant and outdoor space. We are implementing a budget of \$275,000 for our interior and exterior renovations, which includes a new roof.

Roof

The roof on this building is in very poor condition. The roof will be tasked immediately upon lease commencement. To remove and replace the existing shingle roof and flat roof will cost \$73,640. We will hire and manage the roofing contractor. (Roofing proposal listed below).

Kitchen/Snack Bar

The kitchen and snack bar will be our first task, simultaneous with the roof. The snack bar will remain open to service patrons while the main kitchen is being completed. We

hope to have the kitchen operational by the end of March, depending upon the current condition. From our initial site visit, we are making the following assessment. Some flooring and drainage repairs will need to be made. The bulk of our investment in the kitchen will be towards new equipment- ovens, broilers, sinks, fryers, pizza oven, ice machines, steam tables, etc. We will need to invest \$120,000 in equipment to get the kitchen to our standard of operation for a restaurant of this size.

A further assessment will be made to the existing kitchen fire suppression system to determine the maintenance to be done.

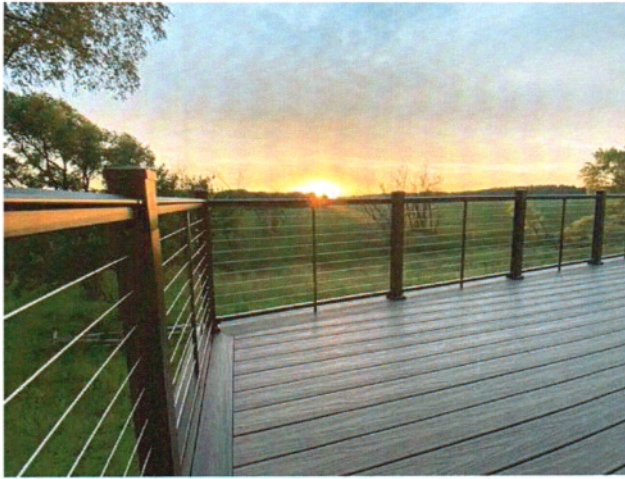
Exterior

We will remove all tents and utilize outdoor tables with umbrellas. Removing tents from the outdoor areas will allow for better sightlines to the view of the Long Island Sound. We will keep areas shaded with table umbrellas and patio umbrellas.

The awning and temporary walls located at the side patio (nearest pro shop) will also be removed. We are going to make this into an outdoor dining space, shaded by umbrellas as well. Upon removing these temporary walls and doors, there will be a better flow of traffic and a more open feel from the terrace (which overlooks the putting green). After a year of business, we will determine if it makes sense for us to build a permanent structure above this patio.

Since the lease will begin March 1st, right before golf season, the outdoor dining space, outdoor bar, and building curb appeal are of utmost importance to us. We will complete the following work by the end of April so that we are able to begin outdoor service in May, when the golf course opens. The entire building will be cleaned, prepped and repainted using light to medium shades of gray that will pair nicely with the new pro shop siding color. All soffits and trim boards will be repainted white. The outdoor bar patio will be cleaned, repaired where needed, and repainted in a medium to dark color tone. The outdoor bar will be repainted in similar neutral color tones. The wrought iron railing on the terrace patio will be repainted as well (to be replaced at a later phase). The current deck boards are in good condition. They will be repaired where needed, and repainted in a dark color to match the outdoor patio. We plan to replace the entire deck with new composite deck boards after the fall of 2024, when outdoor dining ends. Deferring projects like this to a later phase of construction will allow us to have the outdoor dining space open and available for patrons more quickly. (See "Photo A" below for an idea of our vision for a future deck project).

The bright green deck side walls/railings currently obstruct any view of the water while seated at tables in the deck area. We will be removing these side walls/railings and installing a cable style railing with a beautiful new top rail (similar to "Photo B" below). Cable railings are becoming increasingly popular for their modern and sleek design. This style will allow for a much better sightline to the Long Island Sound when seated on the deck.



*Photo A



*Photo B

Interior

We will be implementing a transitional interior design style. Transitional style combines traditional and contemporary elements to create a balanced and timeless look. It is a versatile style that blends old-world charm and modern simplicity. The restaurant's decor will feature natural wood, pops of light and neutral colors, while incorporating tones of blue and some accents of gold. The implementation of natural wood will bring warmth, while the tones of blue and accents of gold will add a chic and modern finish.

The bar is one of the first things you see when you walk into this restaurant. We strive to give the bar an inviting and beautiful atmosphere. The bar will be extended in length and completely redone. We will install new white quartz countertops, which will brighten up the bar area. The back bar will be gutted, and we will implement a mirrored wall with natural wood trim and exposed/open shelving. The bar face will receive new wood trim and tile.

We will install tile flooring in the bar area so that this space will not only look great, but be easy to keep clean. We will install a wood-look, waterproof vinyl flooring product in the other dining areas.

We plan to remove the wall separating the bar and main center dining room. We will add a half-partition wall with 18" high glass panes installed on top. This will create an open design concept, which will increase the natural light to the bar area, implement uninterrupted sightlines, and give a more modern aesthetic. This will make the space feel and look larger, while the half-partition wall also maintains a sense of separation between the bar and dining room.

Well-thought-out ceiling design can give a dramatic effect to any room. We will use the existing tray ceilings and add coffers or install wood paneling inside of the trays. We will also install wainscoting half-way up the wall throughout all of the dining areas.

We will be replacing and adding hanging light fixtures, pendants and sconces throughout the restaurant. We will use pendants with exposed bulbs and timeless hanging light fixtures in the dining room. The ceilings will have LED tape lighting hidden in them which will be controlled by a dimmer switch.

The photos below showcase our vision for the interior design and color scheme of the restaurant.



*Photos to show vision for interior design

Bathrooms

The bathrooms will also receive a facelift. We will install new sink faucets throughout. The gray tile half-wall will remain and we will add a textured wallpaper or new paint color to the wall. Ceiling tiles will be replaced and/or painted. Hanging wall art/pictures will be added to increase the aesthetics.

Landscaping

We ask that all landscaping at the property be the responsibility of the City of Glen Cove. This is to include all tree and shrub maintenance, seasonal plantings, weeding, mowing, blowing, watering, etc.

Renovation Costs

Roof

Remove & replace existing shingle roof & flat roof	\$73,640
Existing flashings will be cleaned and re-used	

Plumbing

Supply & install six (6) new bathroom faucets	\$1,800
Install (customer supplied) three-compartment kitchen sink with drains & faucet	\$450

Electrical

Install three (3) customer supplied light fixtures in main dining room	\$900
Supply & replace any non-functioning 4" puck lights throughout interior	\$600
Supply & install LED tape lighting in main dining room tray ceiling with dimmer switch	\$1,600
Supply & replace any non-functioning light switches & outlets	\$600
Supply & install LED tape lighting behind bar with dimmer switch	\$2,100
Supply & install new pendant lighting above bar	\$2,500
Supply & install new exterior light fixtures	\$1,800
Supply & install wall sconces throughout dining room	\$3,600

Flooring

Remove all existing carpet, tile, & other floorings in bar, dining rooms, back patio & covered dining room	\$2,500
Supply & install 502 sq ft waterproof, LVP flooring in main dining room	\$6,024
Supply & install 320 sq ft waterproof, LVP flooring in dining room I (private room)	\$3,840
Supply & install 349 sq ft waterproof, LVP flooring in dining room II (adjacent bar)	\$4,188
Supply & install 478 sq ft tile flooring in bar room	\$8,604
Supply & install 220 sq ft exterior tile on terrace I (putting green)	\$3,960
Make repairs to existing bluestone patio in covered dining room (total 540 sq ft)	\$4,000

Carpentry

Remove existing non-bearing wall between main dining room & bar	\$900
Install 20 foot half-wall partition with glass paneling above between bar and dining room	\$4,500
Reframe to extend interior bar 6 feet	\$1,200
Supply & install finish carpentry on bar front	\$1,600
Supply & install finish carpentry/wainscoting on partition wall	\$1,200
Supply & install wainscoting on lower half of all dining room walls	\$6,200

Supply & install new casing trim on all windows	\$1,600
Supply & install coffers and wood trim on tray ceilings	\$7,800
<u>Painting</u>	
Make all necessary drywall & stucco repairs to prepare for painting	\$3,100
Paint exterior of building, including window trim, soffits, and fascia boards	\$15,000
Paint outdoor bar	\$1,800
Paint all exterior decking boards	\$3,800
Paint exterior sides of deck & lattice below deck	\$3,500
Paint exterior cement grounds around deck & outdoor bar	\$2,000
Paint wrought iron railing on back patio	\$1,100
Paint interior of building, including all doors, window & door trim, baseboards, crown moldings, tray ceilings	\$15,000
Paint two bathrooms	\$2,400
<u>Countertops/Bar</u>	
Remove & dispose of existing interior bar countertop	\$1,200
Install new quartz countertop on interior bar (85sq ft)	\$8,550
Install new mirrors, exposed shelving, and wood trim behind bar	\$7,600
<u>Exterior</u>	
Removal of all tents and awnings	\$3,200
Replace front door portico awning	\$3,800
Power wash exterior brick wall and steps to putting green	\$900
Install cable railing and new top rail around deck	\$4,200
<u>Misc Services</u>	
Supply & install new bathroom ceiling tiles	\$800
Install new HVAC grilles throughout	\$300
Replace all door hinges & hardware	\$800
Total Renovation Costs	\$226,756
Total Renovation Costs Excluding Roof	\$153,116
Roof Cost as a Percentage of Total Renovation	32.48%

631-601-7050

PO Box 14 • West Sayville, NY 11796



**PRO EXPERTS
CONSTRUCTION INC**
Lic #: HI-62310 • Ins #: L068026833-1

**Roofing
Siding
Gutters**

Date: 8/28/23 Customer #: _____
Estimate Done By: Sami Shipping Type: _____

Address: 111 Lattintown Rd
City: Glen Cove Ny 11542
Cross St: _____

Name: Eric Telese
Cell#: 516 6590933
Home #: _____

ROOFING

- | | |
|---|---|
| 1. <input checked="" type="checkbox"/> REMOVE ROOFING <input checked="" type="checkbox"/> SHINGLES <u>1</u> <input checked="" type="checkbox"/> RUBBER <input type="checkbox"/> PLYWOOD _____ | 12. <input type="checkbox"/> INSTALL HI-DENSITY _____ X4X8 _____ <input type="checkbox"/> SCREWS & PLATES |
| 2. <input checked="" type="checkbox"/> REPLACE ONLY DAMAGED PLYWOOD BILLING AT \$ <u>115</u> PER SHEET <u>1/2</u> | 13. <input type="checkbox"/> INSTALL NEW E.P.D.M. ROOFING SYSTEM _____ |
| 3. <input checked="" type="checkbox"/> FIRST <u>5</u> SHEETS FREE <input type="checkbox"/> INSTALL _____ PLYWOOD _____ | 14. <input type="checkbox"/> SEAM PAP <input type="checkbox"/> FLASHING PAP _____ |
| 4. <input checked="" type="checkbox"/> INSTALL ICE AND WATER SHIELD AT ALL EAVES AND UTILITY LINES _____ | 15. <input type="checkbox"/> INSTALL _____ GAF LIBERTY PEEL & STICK BASE & CAP _____ |
| 5. <input checked="" type="checkbox"/> INSTALL <u>30LB</u> FELT MEMBRANE THROUGHOUT <input checked="" type="checkbox"/> DECK ARMOR | 16. <input type="checkbox"/> INSTALL _____ NEW SKYLIGHTS _____ <input type="checkbox"/> VENTED <input type="checkbox"/> FIXED |
| 6. <input checked="" type="checkbox"/> INSTALL <u>GAF</u> _____ ROOFING SHINGLE COLOR _____ ? | 17. <input type="checkbox"/> INSTALL _____ SEAMLESS GUTTERS, LEADERS _____ <input type="checkbox"/> GUTTER SCREENS |
| 7. <input checked="" type="checkbox"/> COBRA RIDGE VENT <input checked="" type="checkbox"/> MAIN <input checked="" type="checkbox"/> THROUGHOUT <input checked="" type="checkbox"/> ROOF RIDGE CAPS _____ | 18. <input checked="" type="checkbox"/> CLEAN OUT ALL GUTTERS <input type="checkbox"/> REINFORCE LOOSE GUTTERS _____ |
| 8. <input checked="" type="checkbox"/> INSTALL NEW ALUMINUM <input type="checkbox"/> PIPE FLANGES <input checked="" type="checkbox"/> STEP FLASHING _____ | 19. <input checked="" type="checkbox"/> SEAL AROUND ALL UTILITY LINES, CHIMNEYS AND SKYLIGHTS _____ |
| 9. <input checked="" type="checkbox"/> INSTALL NEW _____ DRIPEDGE <input type="checkbox"/> KITCHEN VENT _____ | 20. <input type="checkbox"/> INSTALL NEW POWER FAN _____ |
| 10. <input checked="" type="checkbox"/> INSTALL NEW FIBERGLASS BASE SHEET <u>on Flat roof</u> | 21. <input checked="" type="checkbox"/> CLEAN AND REMOVE ANY JOB RELATED DEBRIS AND NAILS WITH MAGNET |
| 11. <input checked="" type="checkbox"/> INSTALL MODIFIED RUBBER _____ <input type="checkbox"/> ALUMINUM ROOF COATING | |

\$ 73,640.00

GUTTERS

- | | |
|--|---|
| 1. <input type="checkbox"/> REMOVE EXISTING GUTTERS AT _____ | 5. <input type="checkbox"/> INSTALL GUTTER SCREENS AT _____ |
| 2. <input type="checkbox"/> INSTALL NEW SEAMLESS GUTTERS & LEADERS | 6. <input type="checkbox"/> CLEAN ALL GUTTERS & LEADERS _____ |
| <input type="checkbox"/> SIZE _____ <input type="checkbox"/> WHITE <input type="checkbox"/> BROWN <input type="checkbox"/> OTHER _____ | 7. <input type="checkbox"/> BLOW & BAG ALL DEBRIS _____ |
| 3. <input type="checkbox"/> INSTALLED USING HEAVY DUTY BRACKETS | |
| 4. <input type="checkbox"/> REINFORCE GUTTERS AT _____ | |

\$ _____

SIDING

- | | |
|--|---|
| 1. <input type="checkbox"/> REMOVE EXISTING SIDING _____ | 15. <input type="checkbox"/> INSTALL _____ LINEAL PICTURE FRAME _____ |
| 2. <input type="checkbox"/> INSTALL HOUSE WRAP UNDERLAYMENT _____ | 16. <input type="checkbox"/> INSTALL _____ CEDAR SHAKE SIDING AT _____ |
| 3. <input type="checkbox"/> INSTALL _____ INSULATION _____ | 17. <input type="checkbox"/> INSTALL _____ CEDAR LAP SIDING _____ |
| 4. <input type="checkbox"/> INSTALL J-CHANNEL WHERE NEEDED _____ | 18. <input type="checkbox"/> INSTALL _____ TONGUE & GROOVE SIDING AT _____ |
| 5. <input type="checkbox"/> INSTALL STARTER STRIPS _____ | 19. <input type="checkbox"/> INSTALL _____ VINYL F-CHANNEL AT _____ |
| 6. <input type="checkbox"/> INSTALL _____ GABLE VENTS _____ | 20. <input type="checkbox"/> INSTALL _____ VINYL SOFFIT: <input type="checkbox"/> CENTER-VENT |
| 7. <input type="checkbox"/> INSTALL _____ ELEC. MOUNT MASTER _____ | <input type="checkbox"/> SOLID <input type="checkbox"/> PLYWOOD _____ <input type="checkbox"/> _____ |
| 8. <input type="checkbox"/> INSTALL _____ ELEC. SPLIT MOUNT MASTER _____ | 21. <input type="checkbox"/> INSTALL _____ FEET OF 1X _____ FASCIA BOARD |
| 9. <input type="checkbox"/> INSTALL _____ INSIDE CORNER _____ | <input type="checkbox"/> PINE <input type="checkbox"/> PVC <input type="checkbox"/> PRIMED <input type="checkbox"/> _____ |
| 10. <input type="checkbox"/> INSTALL _____ OUTSIDE CORNER _____ | 22. <input type="checkbox"/> INSTALL ALUM. FASCIA COVER AT _____ |
| 11. <input type="checkbox"/> INSTALL VINYL SIDING AT _____ STYLE: _____ COLOR _____ | 23. <input type="checkbox"/> INSTALL ALUM. TRIM COVER AT _____ |
| 12. <input type="checkbox"/> INSTALL VINYL CEDAR IMPRESSIONS AT _____ STYLE: _____ COLOR _____ | 24. <input type="checkbox"/> CLEAN UP ALL JOB RELATED DEBRIS _____ |
| 13. <input type="checkbox"/> INSTALL _____ SCALLOP SIDING AT _____ | 25. <input type="checkbox"/> CLEAN UP NAILS WITH MAGNET _____ |
| 14. <input type="checkbox"/> INSTALL _____ HARDPLANK SIDING AT _____ | |

\$ _____

* Install new dripedge Around Flat Area over gutter
* Seal the Flat roof using tar and Fabric
* Seal Around Air conditioner and vents

10 Years labor warranteed and 30 manufacturer warrantee. ☐ Lifetime warrantee on stainless steel parts by manufacturer.

Start date _____ completion date _____ Customer may cancel this contract by midnight on the 3rd day after accepting proposal.

\$ _____ Subtotal \$ _____ Tax _____ Customer Signature _____

\$ _____ Total Agreed _____ Contractor Signature _____

\$ _____ Deposit ☐ Materials Ordered, Non-Refundable Deposit

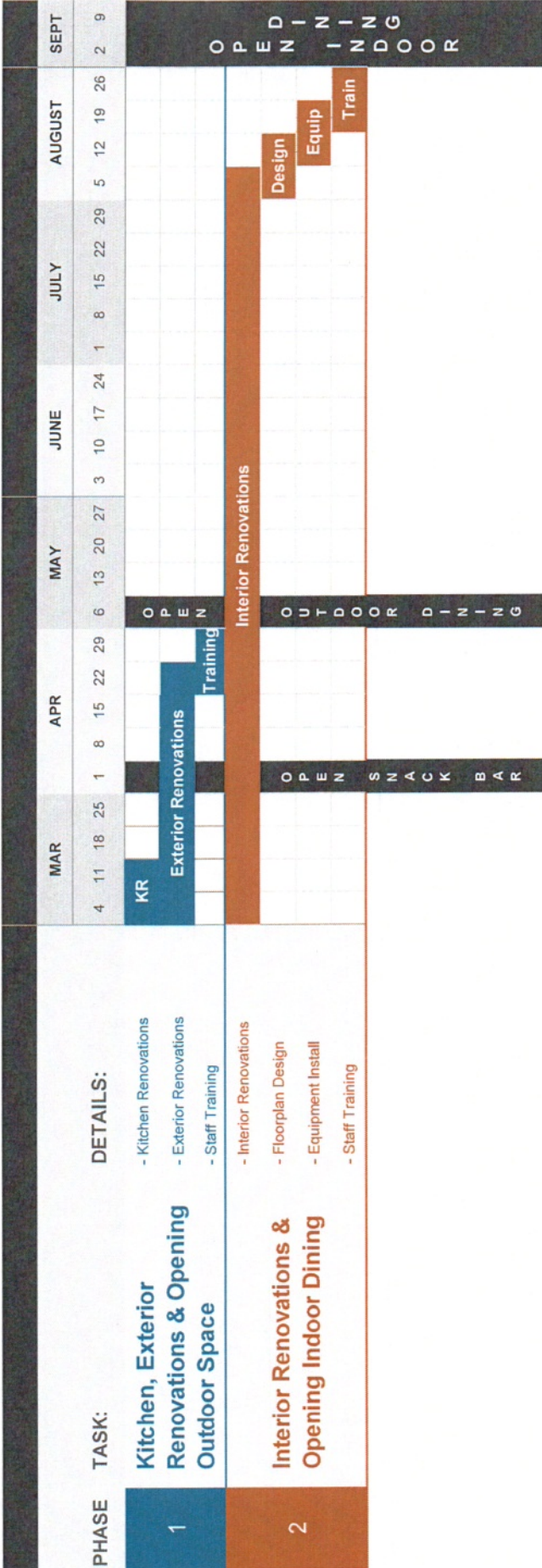
\$ _____ Balance Received On _____

Proposal Page 10 of 121

Make Checks Payable To: Pro Experts Of LI, Inc.

RESTAURANT RENOVATION AND OPENING TIMELINE

PROJECT TITLE	Renovation & Opening of Restaurant	COMPANY NAME	KVM Food Corp
PROJECT MANAGERS	Eric Telese & Kent Monkan	DATE	7/26/2023



TOTAL INITIAL RESTAURANT INVESTMENT

The below chart outlines the total initial restaurant investment needed to transform this space, including the purchase of necessary supplies, materials, and inventories for startup.

Total Restaurant Investment	
Renovation Costs	\$153,116
Roof	\$73,640
Kitchen Equipment	\$120,000
Front of House Equipment	\$108,028
Operating Expenses	\$50,000
Food/Bev Inventory	\$40,000
Signage	\$8,000
Website	\$3,000
Office Supplies	\$1,500
POS System	\$7,500
Legal Fees	\$5,000
Liquor License, Permits, etc.	\$6,575
Total Investment Cost	\$576,359
Total Cost Excluding Roof	\$502,719

PLAN TO ACCOMMODATE PATRONS DURING RENOVATION

Upon taking over this space, we will fully equip the snack bar immediately. We will offer food and beverage out of the snack bar. We will keep chairs and tables set up for patrons in front of the snack bar and inside the covered area to the right of the snack bar. This will allow patrons to order food and beverage, and have a place to sit and eat, while we continue our renovations.

Our snack bar will be named “Choppers Snack Bar” after our sister business, “Choppers Burger Bar”, located in Glen Head. Choppers Burger Bar has been in business for over three years and has developed strong local brand awareness and an excellent following. Naming the snack bar after a successful affiliate business should help us achieve familiarity with our guests.

We will offer breakfast menu items such as bagels, muffins, fruit, eggs, breakfast sandwiches and wraps, etc. We will also offer lunch menu items such as sandwiches, wraps, burgers, hot dogs, salads, wings, chips/snacks, chicken tenders, fries and pizza. We will source all of our burgers from Choppers Burger Bar, where all burger meat is grinded fresh, in-house. We will also offer an array of beverages including water, soda, coffee, tea, sports drinks, juices, beer, wine, and hard seltzers.

The snack bar will offer online and phone ordering, as well as walk-up window service. Patrons will have the option to take-out food, which will be packaged in convenient to-go containers. They will also be able to order food to-stay, and their order will be plated for them to enjoy at a table. We will have staff to clean up and wipe down tables when customers are finished.

[Please click here to view the website for Choppers Burger Bar.](#)



THE NAME HERE

111 LATTINGTOWN RD | GLEN COVE | 11542

BAR PLATES

Crisp Mozzarella 10
Buffalo Wings 12
Clams Oregonata 11
Zucchini and Eggplant Chips 11
Risotto Croquettes 10

SOUPS

Onion Soup 12
Minestrone 11

CHILLED SEAFOOD

½ dz Little Neck Clams 12
½ dz Blue Point Oysters 18
Shrimp Cocktail 18
Lobster Cocktail 24
Seafood Sampler 65
4pc Blue Point oysters, 4pc little neck clams, 4pc poached shrimp, ½ lobster

SALADS

Baby Gem Caesar 14
White anchovy, garlic crumbs, parmesan snow
Tri Color Salad 15
Arugula, endive, radicchio, goat cheese, walnuts, poached pear, white balsamic vinaigrette
Baby Kale & Spinach 14
Ricotta salata, golden raisins, shaved fennel, toasted pine nuts, citrus vinaigrette
Iceberg Wedge 15
Pancetta, tomato, red onion, black pepper gorgonzola dressing
Roasted Corn & Arugula 13
Shaved fennel, radish, cucumber, roasted peppers, pepitas, feta cheese, sherry vinaigrette

SMALL PLATES

Crispy Artichokes 16
Lemon saffron aioli
Grilled Mediterranean Octopus 21
Marcona almonds, olives, lemon, romesco
Bay Scallops Tempura 19
Crispy Fried Calamari 16
Sweet Chili Glazed Shrimp
Lettuce Wraps 18
Eggplant Parmesan 16
Meatballs 16
Ricotta salata, basil, tomato sauce
Prosciutto & Burrata 21
Heirloom tomato, arugula, balsamic, olive oil

PASTA

Cacio e Pepe 22
Spaghetti, Pecorino Romano, black pepper
Linguine White Clam 26
Local littlenecks, baby spinach, white wine garlic, olive oil
Pappardelle Bolognese 27
Braised veal, short rib, sausage, tomato, whipped ricotta
Black Truffle Gnocchi 28
forest mushrooms, spinach, cherry tomato, truffle cream
Short Rib Ravioli 28
Spinach, mushrooms, caramelized shallots, brown butter, pecorino
Barolo Risotto 32
Braised wild boar, spinach, cherry tomato, parmesan

HOUSE MADE PIZZA

Margarita 17
Pepperoni 21
White Clam & Broccoli Rabe 24
Wild Mushroom & Robiola 24
Sausage Onion & Peppers 19

HANDHELDS

Served with fries or side salad
Classic Cheeseburger 18
American cheese, lettuce, tomato, red onion, pickles
Smoked Mozzarella Bacon Cheeseburger 22
BBQ onions, pickles, lettuce tomato, roasted pepper aioli
Grilled Chicken Club 18
Lettuce, tomato, bacon, pesto mayo, toasted ciabatta
Cajun Shrimp Wrap 22
Spinach wrap, avocado, lettuce, tomato, red onion, chipotle aioli
Italian Cheese Steak 18
Onion, peppers, provolone, garlic bread

POULTRY

Half Roast Chicken 27
Garlic green beans, mushroom risotto, natural jus
Chicken Francese,
Marsala or Parmesan 26
Side pasta and broccoli rabe
Stuffed Chicken Breast 26
Pepperoni, mozzarella, basil, zucchini, gnocchi, pesto
Chicken Scarpariello 28
On the bone, roasted peppers, onion, sweet sausage, rosemary, lemon, potato

SEAFOOD

Grilled Scottish Salmon 30
Artichokes, cherry tomato, spinach, risotto, caper and roasted pepper vinaigrette
Grilled Mediterranean Branzino 34
Broccoli rabe, roasted potatoes, lemon, capers
Shrimp Scampi 32
Garlic parsley butter, linguine, arugula, roasted cherry tomato
Sea Scallops 42
Cauliflower puree, corn cakes, hazelnuts, brown butter

MEATS

Grilled Angus Skirt Steak 32
Garlic mashed potatoes, grilled vegetables, chimichurri
Filet Mignon 42
Creamed spinach, forest mushrooms, crisp truffle gnocchi, Cabernet reduction
Steak Frites 36
Garlic green beans, truffle parmesan fries, peppercorn sauce
Roasted Berkshire Pork Chop 28
Hot vinegar peppers, roasted potatoes, broccoli rabe, pan sauce
Veal Chop Parmesan 44
Pounded and breaded, basil, mozzarella, broccoli rabe

SIDES 9

Sautéed Spinach
Seasonal Vegetables
Broccoli Rabe
Brussel Sprouts & Bacon
French Fries
Truffle Parmesan Fries 12

WINES BY THE GLASS

SPARKLING

Prosecco, Zardetto , Italy (187ml)	12
Brut Champagne, Laurent-Perrier (187ml)	24
Brut, Chandon , California (187ml)	15

WHITE

Pinot Grigio, Zenato , Italy	11
Sauvignon Blanc, Infamous Goose , Marlborough	11
Chardonnay, Hook & Ladder , California	14
Riesling, Kung Fu Girl , Washington	12
Gruner Veltliner, Glatzer , Austria	13
Sancerre, Domaine Raffaitin-Planchon	19

ROSE

Les Papilles , Cotes de Provence, France	12
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RED

Pinot Noir, Chemistry , Oregon	14
Merlot, Wente , Livermore Valley	12
Malbec, Catena , Argentina	12
Cabernet Sauvignon, Liberty School , CA	13
Zinfandel, Ravenswood , Lodi, CA	12
Chianti Classico, Banfi , Italy	12
Super Tuscan, Tua Rita , Tuscany	17

CRAFT COCKTAILS \$15

SALTED HENDRICKS

*Hendricks Gin, St. Germain Elderflower
Liquor, White Grapefruit Juice, Fresh Lime*

PAPER PLANE

Bourbon, Amaro Nonino, Aperol, Lemon Juice

MEZCALITA

*Mezcal, Cointreau, Lime Juice,
Charred Pineapple Puree*

THE DIRTY BLUE

*Belvedere Vodka, Tabasco,
Blue Cheese Stuffed Olives*

THE FITZGERALD

Gin, Campari, Fresh Lemon, Bitters

FEVER'S MOSCOW MULE

Vodka, Fever Tree Giner Beer, Fresh Lime

HOUSEMADE SANGRIA

Red, White, or Rose

NEW FASHIONED

*Bourbon, Demerara Sugar, Bing Cherry,
Black Walnut Bitters*

CLASSIC TRANSFUSION

*Vodka, Ginger Ale, Concord Grape Juice,
Fresh Lime*

CRYSTAL COSMO

*Vodka, St. Germain Elderflower Liquor, White
Cranberry Juice, Fresh Lime*

SPICY WATERMELON MARGARITA

*Tequila, Cointreau, Lime Juice,
Muddled Watermelon & Jalapeños*

MOCKTAILS (No ALCOHOL) \$6

STRAWBERRY LEMONADE

Lemonade & fresh strawberries

CUCUMBER MINT LIMEADE

Cucumber, mint, lime, club soda

GINGER BASIL LEMONADE

Lemonade, Ginger, Fresh Basil

CRAFT & MICROBREW BEERS ON DRAFT \$8

SAVE THE ROBOTS IPA

*Radiant Pig Beers, Brooklyn, NY
7.0% ABV*

BUSHWICK PILSNER

*Braven Brewing Co., Brooklyn, NY
5.5% ABV*

BKLYN SUNNY CITRUS LAGER

*Six Point Brewery, Brooklyn, NY
5.3% ABV*

GUINNESS

*Irish dry stout
4.2% ABV*

SUMMER LOVE GOLDEN ALE

*Victory Brewing Co., Philadelphia, PA
5.2% ABV*

STELLA ARTOIS

*Classic Belgian lager
5.0% ABV*

FROST PROOF (Belgian Style White Ale)

*Cigar City Brewing Co., Tampa Bay, FL
6.0% ABV*

WUNDERKIND IPA

*Garvie's Point Craft Brewery, Glen Cove, NY
6.8% ABV*

BOTTLED BEER

DOMESTIC \$5 IMPORT/CRAFT \$7

Peroni

Coors Light

Samuel Adams Boston Lager

Michelob Ultra

Budweiser

Bud Light

Corona

Corona Light

Heineken

Heineken Light

Blue Moon

Lagunitas IPA

Duvel

Clausthaler (Non Alcoholic)

GOLF OUTING CATERING PACKAGES

Custom tailor your golf outing to your liking. Choose either just one meal package, or a brunch and dinner package. Upgrade your outing with any of our many enhancements.

Brunch Packages

<u>Par 3 Package \$9/pp</u> Basic Brunch	<u>Par 4 Package \$18/pp</u> Continental Brunch	<u>Par 5 Package \$29/pp</u> Deluxe Brunch
Assorted Bagels with Cream Cheese & Butter Assorted Baked Muffins Freshly Brewed Coffee & Tea Orange, Cranberry, & Apple Juice	Includes everything in Par 3 package plus: Scrambled Eggs French Toast Bacon & Sausage Breakfast Potatoes Assorted Bread & Butter	Includes everything in Par 4 package plus: Made-to Order Omelet Station with Variety of Fillings Pancakes or Waffles Smoked Salmon Platter Seasonal Fruit Platter Assorted Yogurts

Brunch Enhancements

Bloody Marys and Mimosas for Two Hours **\$12/pp**

Open Bar for Two Hours **\$25/pp**

Consumption and Cash bar Options Available

Mid-Round Outing Enhancements

Barbeque at the Halfway House \$22/pp

Outdoor grill station with burgers, hotdogs, sausage and peppers, macaroni and potato salad

Pizza Lunch \$9/pp

Homemade pizza from Choppers Snack Bar

Beer at the Turn \$10/pp

Stop at the outdoor bar for bottled or draft beers on your way to the 10th hole

Cigar Bar \$14/pp

Station set up at designated tee box, includes one cigar per golfer, cutters and lighters available

Beverage Carts

Domestic Beer and Hard Seltzers **\$16/pp**

Domestic/Imported Beer and Hard Seltzers **\$21/pp**

Domestic/Imported Beer, Hard Seltzers, and Cocktails **\$27/pp**

Dinner Packages

Optional Butler Style Passed Hors D'oeuvres

Please inquire for pricing

Cold

Smoked Salmon Cups
Pepper Seared Tuna Tataki
Beef Carpaccio
Grilled Asparagus Wrapped in Speck Ham
Deviled Egg
Tuna Tartar
Fresh Mozzarella Skewers
Goat Cheese Cannoli
Broccoli Rabe Bruschetta
BLT Gougere
King Crab Taco
Lobster Roll

Hot

Spinach and Feta Spanakopita
Mini Beef Wellington
Grilled Chicken Satay
Lobster Spring Rolls
Lobster Stuffed Mushrooms
Mushroom Risotto Croquette
Short Rib Quesadilla
Filet Mignon Kabobs
Grilled Baby Lamb Chops
Seared Sea Scallops
Mini Crab Cakes
Cajun Seared Shrimp
Cocktail Franks
Veal Meatballs
Eggplant Rollatini
Fried Chicken Sliders
Blue Cheese Angus Sliders

Dinner Choices

(Buffet or Seated Dinner)

Salads

Mixed Green Salad

Feta, cucumber, pine nuts, tomato, truffle vinaigrette

Steakhouse Iceberg Wedge Salad

Blue cheese, bacon, tomato, red wine vinaigrette

Endive Salad

Candied walnuts, apple, roasted beets, blackberry vinaigrette

Baby Romaine Caesar

Speck ham, parmesan crisps

Chopped Vegetable Salad

Baby romaine, carrot, red pepper, cucumber, tomato, sherry vinaigrette

Tri Color Salad

Poached pears, candied walnuts, blue cheese, white balsamic vinaigrette

Pasta

Strozzapretti Bolognese

Linguine with Clam Sauce (red or white)

Penne a la Vodka

Fettuccini with Shrimp or Chicken Carbonara

Orecchiette with Broccoli Rabe, Sausage, Garlic

Bucatini Pomodoro

Macaroni & Cheese (add lobster \$5)

Mushroom Risotto

Seasonal Vegetable Risotto or Pasta

Rigatoni with Sautéed Chicken, Escarole,

Lemon Garlic Sauce

Homemade Ravioli (Ricotta, Spinach &

Artichoke, Butternut Squash, Goat Cheese)

Poultry

Herb Roast Chicken with Gravy
Sautéed Chicken Saltimbocca
Chicken Francese, Marsala, Piccata, or
Parmesan
Chicken Cordon Bleu
Chicken Scarpariello
Coq au Vin
Southern Fried Chicken (biscuits & gravy)
Stuffed Chicken with Broccoli Rabe, Fontina,
Sundried Tomatoes
Sautéed Chicken with Artichokes, Prosciutto,
Spinach

Meats

Braised Short Ribs/ red wine & mushrooms
BBQ Baby Back Ribs
Grilled Marinated Skirt Steak
Grilled NY Strip Steak
Grilled Filet Mignon (\$5 supplement)

Carving Station

Turkey Breast, Beef Sirloin, Pork Loin
Leg of Lamb, Corned Beef,
Beef Tenderloin (\$5 Supplement)
Duck Breast (\$5 Supplement)
Rack of Lamb (\$5 Supplement)

Dessert Table

Assorted Cookies, Mini Pastries, Cannoli,
Brownie, Biscotti, Crème Brule, Chocolate
Cake, Apple Tart, White Chocolate Cheese
Cake, Fresh Fruit

Seafood

Shrimp Scampi /garlic & herb butter sauce
Blackened Mahi Mahi/ Creole sauce
Grilled Scottish Salmon/ tapenade relish
Horseradish Crusted Salmon
Sweet & Sour Shrimp/ sweet chili glaze
Cajun Seared Shrimp/ mango & pepper salsa
Grilled Marinated Swordfish/ chimichurri
Miso Marinated Sea Bass/ (\$4 Supplement)
Steamed Mussels or Clams
 Bianco, Fra Diavolo, or Thai Style
Crispy Fried Calamari/ Trio of Sauces
Crab Stuffed Sole/ lemon caper sauce
Pan Roasted Monk Fish/ Lobster Butter & Sage

Vegetable Side Dishes

Broccoli Rabe, Sautéed Escarole, Grilled
Assorted Vegetables, Grilled Asparagus, French
Green Beans, Roasted Brussel Sprouts, Roasted
Cauliflower, Ratatouille, Sautéed Mushrooms &
Onions, Creamed Spinach, Mexican Style Corn,
Sautéed Spinach & Shiitake Mushrooms

Starch Side Dishes

Herb Roasted Fingerling Potatoes, Mashed
Potatoes, Mashed Sweet Potatoes, Creamy
Polenta or Grits, French Fries, Potato Gratin,
Wild Rice Pilaf, Braised Lentils, Quinoa

Dinner Enhancements

Open Bar for Three Hours \$45/pp
Consumption and Cash bar Options Available

BRUNCH MENU

\$35/person

Includes soda, juices, coffee, tea

Choice of Salad

Mixed Green Salad

Cucumber, feta cheese, pine nuts, truffle vinaigrette

Baby Romaine Caesar Salad

Speck ham, parmesan crisp

Choice of Entrée

Italian Omelet

Bacon, sausage, Escarole, fontina, home fries

French Toast

Bacon, sausage, home fries, fresh berries

Blueberry Pancakes

Bacon, sausage, home fries

Grilled Chicken Club

Bacon, fontina, lettuce, tomato, pesto mayonnaise

French Dip

Sliced Sirloin, shallots, beef broth, baguette

Choice of Dessert

Toasted Almond Apple Tart

Vanilla Ice Cream

Chocolate Decadence Cake

Whipped Cream & Chocolate Sauce

LUNCH MENU

\$35/person

Includes soda, juices, coffee, tea

Choice of Salad

Mixed Green Salad

Cucumber, feta cheese, pine nuts, truffle vinaigrette

Baby Romaine Caesar Salad

Speck ham, parmesan crisp

Choice of Entrée

The Gardener Sandwich

Grilled zucchini, portobello, red pepper, asparagus, fontina, garlic vinaigrette

Sirloin Burger Au Poivre

Caramelized onion, mushroom, Swiss cheese, peppercorn sauce

French Dip

Sliced Sirloin, shallots, beef broth, baguette

Grilled Chicken Club

Bacon, fontina, lettuce, tomato, pesto mayo

Linguini Primavera

Garlic & Oil or Marinara

Choice of Dessert

Toasted Almond Apple Tart

Vanilla Ice Cream

Chocolate Decadence Cake

Whipped Cream & Chocolate Sauce

DINNER MENU #1

\$42/person

Includes soda, juices, coffee, tea

Choice of Salad

Mixed Green Salad

Cucumber, feta cheese, pine nuts, truffle vinaigrette

Baby Romaine Caesar Salad

Speck ham, parmesan crisp

Choice of Entrée

Seared Salmon

Spicy chili sauce

Grilled Chicken Paillard

Lemon caper sauce

Grilled Pork Chop

Cherry pepper vinegar sauce

Grilled Skirt Steak

Peppercorn sauce

Linguini Primavera

Garlic & oil Or marinara

All entrees (except pasta choice) are served with grilled asparagus and roasted potatoes

Choice of Dessert

Apple Tart

Vanilla ice cream, caramel sauce

Chocolate Decadence Cake

Whipped cream & chocolate sauce

DINNER MENU #2

\$61/person

Includes soda, juices, coffee, tea

Choice of Appetizer

Sweet Chili Glazed Calamari
Seared Jumbo Lump Crab Cake

Choice of Salad

Mixed Green Salad
Cucumber, feta cheese, pine nuts, truffle vinaigrette
Baby Romaine Caesar Salad
Speck ham, parmesan crisp

Choice of Entrée

Pignoli Crusted Halibut
Carrot-red curry reduction
Grilled Chicken Paillard
Lemon caper sauce
Grilled Pork Chop
Cherry pepper vinegar sauce
Steak au Poivre
Pepper crusted sirloin, cognac peppercorn sauce
Chicken Parmesan
Plum tomato sauce, mozzarella cheese

All entrees (except pasta choice) are served with grilled asparagus and roasted potatoes

Choice of Dessert

Apple Tart
Vanilla ice cream, caramel sauce
Chocolate Decadence Cake
Whipped cream & chocolate sauce

DINNER MENU #3

\$75/person

Includes soda, juices, coffee, tea

Choice of Appetizer

Sweet Chili Glazed Calamari

Seared Jumbo Lump Crab Cake

Choice of Salad

Mixed Green Salad

Cucumber, feta cheese, pine nuts, truffle vinaigrette

Baby Romaine Caesar Salad

Speck ham, parmesan crisp

Choice of Pasta

Rigatoni Pomodoro

Penne alla Vodka

Choice of Entrée

Pignoli Crusted Halibut

Carrot-red curry reduction

Grilled Chicken Paillard

Lemon caper sauce

Grilled Pork Chop

Cherry pepper vinegar sauce

Steak au Poivre

Pepper crusted sirloin, cognac peppercorn sauce

Chicken Parmesan

Plum tomato sauce, mozzarella cheese

All entrees are served with grilled asparagus and roasted potatoes

Choice of Dessert

Toasted Almond Apple Tart

Vanilla Ice Cream

Chocolate Decadence Cake

Whipped Cream & Chocolate Sauce

MARKETING AND SALES STRATEGY

KVM Food Corp will implement an extensive marketing and sales strategy for the new location. The implementation of the following marketing plan will also increase visibility and interest for the Glen Cove Golf Course.

- 1. Word of Mouth-**

Our existing staff of over 50 employees amongst four nearby locations will naturally be spreading the news of our new restaurant opening. We have a loyal existing customer base on the North Shore of Long Island, many of which we expect to frequent a new location.

- 2. Online Presence-**

We will create a user-friendly and visually appealing website that showcases our menu, catering offerings, ambiance, and customer reviews. We will utilize online review platforms like Yelp, Google Business, and OpenTable to monitor feedback from our patrons. OpenTable will also allow us to reach non-local customers browsing for new places to make dining reservations.

- 3. Social Media Marketing-**

We will utilize powerful platforms such as Facebook and Instagram to build brand awareness. We will create engaging content, interact with our audience, and run targeted ad campaigns to increase visibility.

- 4. Search Engine Optimization (SEO)-**

We will invest in the power of SEO to optimize our website and content to improve organic search rankings.

- 5. Local Partnerships and Community Engagement-**

We will collaborate with other local businesses and organizations to cross-promote each other. We will participate in food festivals and charity events as well as make donations to local fundraising events. We hope to work with the City of Glen Cove to plan and market community events and festivals in the large parking lot.

- 6. Email Marketing-**

We will use our contact lists from our other four locations to reach out to existing customers. Our list currently totals over 3,000 contacts. We will send regular marketing emails informing our customers of specials and other news and happenings.

- 7. Online Food Delivery Platforms-**

We will partner with Uber Eats, DoorDash, and Grubhub to make our restaurant accessible to customers who prefer delivery. We already use these services in all of our other locations. We often get requests for deliveries up to twenty minutes away, so these platforms allow us to reach online customers who may not be necessarily familiar with our area.

COMMUNITY AND CHARITY INVOLVEMENT

Upon transforming this location into a well operated and busy restaurant and catering venue, there will be many positive social benefits.

Social Impact

- **Job Creation:** We will require a large staff to keep the business running. We anticipate that this location, at its peak, will require more than 40 employees. This translates to more job opportunities for members of our local community.
- **Economic Growth:** A thriving restaurant should attract more visitors and tourists to an area, leading to increased spending on dining, accommodation, and other local businesses.
- **Community Gathering Place:** Restaurants often serve as social hubs where people come together to enjoy meals, celebrate special occasions, or simply spend time with friends and family. We hope to become a hub for organizations to host their fundraising events, golf outings, and other charitable occasions. We want to provide a space for community members to connect, interact, and build relationships, while fostering a sense of social cohesion.
- **Philanthropy and Community Involvement:** We will sponsor local events, contribute to charitable causes, and collaborate with community organizations. We currently make regular donations to local fundraising and charity events. We plan to continue to do this through our new location as well as our existing ones.

Community Events

As briefly stated in our marketing strategy, we plan to participate in local community events and food festivals such as “Culinary Delights”.

We hope to work with the City of Glen Cove to plan and market new events and festivals utilizing the grounds and large parking lot space at the golf course. Together, we can coordinate fun and exciting new culinary events, showcasing different local cuisines. This will be great exposure to all local businesses and good for the community of Glen Cove. We can also plan other beer and wine tasting events, fall festivals, Oktoberfest events, etc.

Community Outreach During The COVID Pandemic

The recent pandemic and shutdowns forced businesses to shift and adapt. Luckily, we were able to keep all of our locations open through the entire pandemic.

Upon the mandate to close for dining, we immediately shifted our business. We remained open for pickup orders and we implemented delivery services to continue to service our loyal

customer base. We kept the staff members who wished to continue working, some of which began delivering.

At this time, we gave a 10% discount to every check. We also implemented discounted family meals, which fed 4-6 people for \$50, which still remain as a popular option amongst our customers.

During this time, the owner Kent Monkan organized a program named "Heal with Meals" in which pre-portioned and packaged food donations were personally delivered to local hospitals. Kent personally delivered over 1,000 meals to the staff members and caregivers on the front lines at Glen Cove hospital, St. Francis, and North Shore Manhasset. He continued to make these deliveries for months into the pandemic.

LEASE RENT AND TERMS DETAILS

Length of Lease

KVM Food Corp is seeking a twenty (20) year lease for this restaurant license. Because of the sizable capital investment needed in many aspects of this city-owned building, we will require a long-term lease to be sure we can recuperate our funds.

Rent and Rent Concession

For the term March 1, 2024 through August 31st, 2025, we are seeking a period of no fixed rent. Beginning September 1st, 2025 we are willing to pay The City of Glen Cove \$5,000 per month in fixed rent. This will help us while we perform the necessary renovations to get the entire property up and running and to make back the funds spent on the roof of the building.

For the years three (3) through twenty (20) of the lease, the rent shall increase by three (3%) percent of the prior year's rent.

Utilities

All utilities will be the responsibility of the Lessee.

Shared Revenue

Beginning year two (2), we are willing to pay the City of Glen Cove ten (10%) of gross sales on golf outing events held at the restaurant. We are thankful for the opportunity to offer catering services for outings held at the Glen Cove Golf Course.

We forecast gross golf outing sales to generate anywhere from \$6,000 to \$10,000 per outing, depending on size of each outing and menu package selections. At thirty golf outings per year, this equals \$180,000-\$300,000 in gross sales, which is equal to \$18,000-\$30,000 in additional yearly revenue to the city.

Leasehold Equipment

If awarded this license, we will need a list of all leasehold equipment that is required to stay at the property. Items such as refrigeration, ovens, stoves, grills, tables, chairs, sinks, and all other equipment must be accounted for. We need to know what equipment will be at the property upon lease commencement, and the condition of such equipment.

Re-Inspection

If awarded this license, we are requesting a re-inspection date at least three (3) months prior to our lease commencement. This will give us the opportunity to take an extensive inventory of everything that needs to be addressed upon lease commencement. This will ensure that we have ample time to get all necessary equipment, tables, chairs, and construction materials ordered in time.

Reassignment of Lease

Lessee shall be able to assign the lease and its rights with the prior written consent of the Mayor and City Council.

RECOVERY PLAN, AND FINANCIAL BENEFIT TO CITY

Since this project requires a sizable startup investment, we are seeking a 20-year lease term. Allowing us to conduct business here for 20 years will give us the opportunity to recover our investment.

We will be starting out with a \$75,000 investment in the roof alone, which is a capital improvement made directly to the structure of this city-owned building. Most commercial leases will build in 6 months of free rent during the renovation phase. We are seeking 12 additional months, for a total of 18 months. This will allow us to get the money back for our structural improvement made to the building.

The City of Glen Cove will receive multiple financial benefits:

1. The City receives a structural improvement to their building, without having to go through the bid process. They will not have to spend time finding and managing the roofing contractor.
2. Our restaurant will attract visitors from other towns, which is exposure for the golf course, local businesses, and real estate in Glen Cove. This can lead to increased golf revenues.
3. The City will receive a higher fixed rent than it currently gets for this location.
4. Based upon our excellent standing with four other local businesses, the City can be confident that we will pay rent in full and on time.

5. The City will share in golf outing revenues, creating a symbiotic relationship between the golf course and the restaurant. The more outings and golfers we attract to the restaurant and golf course, the higher the shared revenue to The City.

CONCLUSION

We believe that our proposal is not only a practical solution but also a significant opportunity to enhance the community and revitalize the golf course restaurant. By carefully considering the needs and preferences of our residents, we have designed a comprehensive plan that encompasses exceptional culinary experiences, community engagement, and economic growth. Our commitment to excellence will ensure that our restaurant becomes a beloved gathering place for all. With our passion, expertise, and creativity, we are confident in our ability to deliver a thriving and inclusive restaurant that will exceed expectations and serve as a shining example for other communities. Together, let us embark on this exciting journey, transforming this restaurant into a vibrant culinary destination for residents and visitors alike.

SECTION 12. PROPOSAL RESPONSE SHEETS-EXHIBIT A

PROPOSAL RESPONSE

RFP# 2023-015

**RFP TITLE: LICENSE FOR RESTAURANT AT THE CITY OF GLEN COVE
MUNICIPAL GOLF COURSE AND STANCO PARK**

Proposer/Respondent: KVM Food Corp- Kent Monkan, Eric Telese

KentMonkan@gmail.com

Email: EricTelese@gmail.com

Telephone #:

Person to Contact: Kent Monkan or Eric Telese

Physical Address: 107 Forest Avenue, Locust Valley, NY 11560

Mailing Address: 107 Forest Avenue, Locust Valley, NY 11560

1. ORGANIZAITONAL PROFILE

Is the firm incorporated?

Yes ☐ No ☒

If YES, in what State? NY

Provide the company's officers:

Kent Monkan - President

President

Vice President

Secretary

Treasurer

2. EXPERIENCE

- i) List the facilities the Proposer has owned/operated/managed, their locations, and the years of ownership/operation/management. If premises were not owned by you, provide owner's name and contact information. (Attach additional pages as necessary)

Kent Monkan:

Owner, 15 years- The Brass Rail- 107 Forest Ave, Locust Valley, NY 11560

Owner, 11 years- Heirloom Tavern- 32 Railroad Ave, Glen Head, NY 11545

Owner, 7 years- The Wild Goose- 75 Main St, Port Washington, NY 11050

Owner, 4 years- Chopper Burger Bar- 671 Glen Cove Ave, Suite A, Glen Head, NY 11545

Owner, 2 years- Heirloom- 107 Forest Ave, Locust Valley, NY 11560

Eric Telese:

General Manager, 6 years- The Brass Rail- 107 Forest Ave, Locust Valley, NY 11560

Manager, 2 years- The Wild Goose- 75 Main St, Port Washington, NY 11050

- ii) Describe Proposer's responsibilities in each location cited in the previous paragraph. (Attach additional pages as necessary)

The following will pertain to all five establishments:

-Responsible for the restaurant concept, menu development, dining room design, and purchasing of equipment, supplies, and inventory.

-Staff hiring and training

-Book-keeping

-Working as chef & training of kitchen staff

-Recipe development

-Training professional management team

-Maintaining quality of food & service

-Building system maintenance

- iii) Provide evidence of your ability to cater large (100+ people) events including names of persons/organizations serviced with dates and locations of events. Please include references.

Name of event:

Tomlinson Birthday Party

Location:	9 Frost Creek Drive
Number Served:	150
Type of menu: (i.e. full dinner/appetizers)	Expanded Cocktail Party

Name of event:	Wedding (Kramer)
Location:	Manhasset, NY
Number Served:	130
Type of menu: (i.e. full dinner/appetizers)	Full seated dinner plus hors' d'oeuvres

Name of event:	Opera Charity Event
Location:	St. Johns Lattingtown
Number Served:	125
Type of menu: (i.e. full dinner/appetizers)	Passed appetizers plus full bar

Name of event:	Wedding
Location:	Bailey Arboretum
Number Served:	135
Type of menu: (i.e. full dinner/appetizers)	Full menu plus hors' d'oeuvres

- iv) Provide gross revenues for restaurant sales and catering sales for years 2021 and 2022 and projections for 2023.
- v) Provide the type/style of restaurant and catering services you expect to establish including a food menu with prices and expected charges for catering services. (**Submit as Exhibit B to the proposal**)
- vi) Have any licenses/leases for facility operations at restaurants/cafeterias, catering halls, cocktail lounges, etc., held by you, ever been terminated before expiration?

Yes ☐ No ☒

If YES, please explain in detail:

3. PROPOSAL (Submit as Exhibit C to the proposal)

- i) Provide preliminary plans that will indicate how the existing facility will be renovated. Include revisions/additions such as ground floor space and/or a second floor, with as much detail as practical. If a teardown is proposed, provide a plan for the new structure. Also, include a timeline for the phases of the renovation.

- ii) Specify a plan to service patrons during renovations.

Please find our plan to service patrons on page 13 of this proposal.

- iii) Once a renovation plan is established, provide plans on how the operator will expand catering capabilities and ensure continued quality restaurant services.

We will not be expanding the current footprint of the building to accommodate more guests.

We will utilize the current 200+ indoor and outdoor seats for catering and restaurant services.

- iv) Set forth your estimate of the financial investment you will make to redesign/renovate the premises and bring the facility to operational capacity and how you intend to secure those finances.

We estimate to invest \$575,000 to get the facility to operational capacity. We will be using personal funding for this investment.

- v) Set forth what you intend to pay the City by way of fees during the license period (e.g. amounts to be paid per month over what period of time, and/or a percentage of gross revenues), and how those payments will increase over the license period.

We plan to pay the city \$5,000 per month in fixed rent, after 18 months of no rent.
Rent will increase 3% per year, from year 3-20.

We will pay the city 10% of gross golf outing sales, starting year 2.

2. ACKNOWLEDGMENTS

An authorized representative of the Proposer must complete this form in its entirety. Prices entered herein shall not be subject to withdrawal or escalation by Proposer. The City reserves the right to hold proposals for a period not to exceed ninety (90) days after the date of the RFP opening stated in the Request for Proposal before awarding the License. License award constitutes the date that City Council executes the motion to award the bid.

Proposer also agrees to comply with all requirements stated in the specifications for this RFP.

3. CERTIFICATION

This proposal is submitted by: Name Kent Monkan who is an Officer of the above firm duly authorized to sign proposals and enter into a lease. I certify that this proposal is made without prior understanding, contact, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, or equipment, and is in all respects fair and without collusion or fraud. I understand collusive proposing is a violation of State and Federal law and can result in fines, prison sentences, and civic damage awards. I agree to abide by all conditions of this proposal.

Kent Monkan

Digitally signed by Kent
Monkan
Date: 2023.08.30 03:21:28
-04'00'

Signature

President

Title

08/30/2023

Date