

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: Helmos LLC d/b/a The View Grill

PHYSICAL ADDRESS: 111 Lathington Road, Glen Cove, NY 11542

MAILING ADDRESS: 24 Reynolds Road, Glen Cove, NY 11542

EMAIL ADDRESS: viewgrillchef@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/>

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: Helmos LLC d/b/a The View Grill
Email: viewgrillchef@gmail.com Telephone #: 516-724-0618
Person to Contact: Jeanine DiMenna, CEO
Physical Address: 111 Lattingtown Rd., Glen Cove, NY 11542
Mailing Address: 24 Reynolds Rd., Glen Cove, NY 11542

1. ORGANIZATIONAL PROFILE

Is the firm incorporated? ☐ Yes ☐ No ☒ If YES, in what State? NY

Provide the company's officers:

Peter Antonopolous	President
Jeanine DiMenna	Vice President
Jeanine DiMenna	Secretary
Jeanine DiMenna	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)

The View Grill, 111 Lattingtown Rd., Glen Cove, NY 11542

Property owner: City of Glen Cove

Business owner: Helmos LLC, Jeanine DiMenna & Peter A.

2013 to present

Page One Restaurant, 90 School St., Glen Cove, NY 11542

Property owner: Bawa Bashin, 516-356-9800

Business owner: Glen Cove Restaurant, Inc., Peter A. & Jeanine DiMenna

1997-2012

Harrison House, Dosoris Lane, Glen Cove, NY 11542

Jeanine DiMenna, employed as chef, 1986-1997

business and property were owned by a hotel/conference center that was subsequently sold

Jeanine started as a teen working at the Tiffany House (now The View Grill).

Peter A. owned Peters Place at 90 School Street from 1969 until they created

Page One Restaurant.

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

The View Grill - Jeanine DiMenna is chef and owner.

She runs the day to day business operation. She also is the chef.

Fred DiMenna books catered events and assists in back office management.

Jeanine brought her following of community organizations and customers

from Page One expanding the catering capacity of the View Grill.

The View Grill catered 248 events in 2021, 262 events in 2022, and 159 events so far in 2023.

Page One Restaurant - Jeanine was chef & co-owner changing the restaurant from a bar/diner to a restaurant and catering venue. They expanded the business to the adjacent storefront, opened up the storefronts with french doors and developed a loyal following of community organizations and patrons that followed her to The View Grill.

Harrison House - Jeanine was a chef where she learned the catering business at a hotel conference center.

- 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:

Glen Cove Fire Department Annual Outing

Location:	The View Grill
Number Served:	100 +
Type of menu: (i.e. full dinner/appetizers)	catering package

Name of event:	Glen Cove Education Foundation Golf outing
Location:	The View Grill
Number Served:	100+
Type of menu: (i.e. full dinner/appetizers)	Catering package

Name of event:	VFW Fundraiser in 2022
Location:	The View Grill
Number Served:	100+
Type of menu: (i.e. full dinner/appetizers)	

Name of event:	St. Pauls Church Golf Outing 2023
Location:	The View Grill
Number Served:	100+
Type of menu: (i.e. full dinner/appetizers)	catering package

- 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.

See attached

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

See attached

- 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.

See attached

- 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.

See attached

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 Jeanine Di Menna, CEO 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.

Jeanine Di Menna
Signature

CEO
Title

1/24/2023
Date

See signature on
other pages

Exhibit A Gross Revenues and Financial Projects

The City of Glen Cove receives a gross receipts report. The View Grill has been paying the City 5% of gross receipts for all sales exceeding \$600,000 annually.

Attached is more detailed information about catered events.

Revenue Type	2021	2022	2023 (actual/projected to 8/31)	2023 projected 9/1 to 12/31)
Gross revenue from catered events	327,080.97	414,514.44	299,409.80	117,334.63
Outing Gross revenue	50,410.87	68,736.24	46,901.96	
Other catered event revenue	276,670.10	345,778.20	252,507.84	

Types of Catered Events	2021	2022	2023 (actual/project to 8/31)	2023 projected 9/1 to 12/31)
Number of catered events	248	262	159	83
Outings at Course serviced	21	22	13	6
Business events	2	4	1	
Church / Temple	3	0	0	
Glen Cove Golf clubs	13	14	8	
Hospital	1	4	0	
Local chambers	9	5	3	
Community Organizations	11	29	13	
Offsite	4	6	4	
Clubs/Organizations	6	3	2	
Personal Events	172	166	111	
Political	4	2	1	
School (college)	1	2	1	
School (K-12)	1	5	2	

2021 Outings at Glen Cove Golf Course	Revenue
5/10: St Mel's Parish Men's Club Annual Golf Outing	10,849.32
5/17: Michael Hallquest Annual Memorial Golf Outing	-
6/3: Baumann, Dennis & Hochuli, LLP Golf Outing	2,812.43
6/4: Multiwire Memorial and Reunion Annual Golf Outing	2,500.67
6/14: Glen Cove Education Foundation Annual Golf Outing	10,347.20
6/18: Sigma Alpha Mu Alumni Golf Outing	1,325.82
7/12: The Mayor's Annual Golf Outing	1,792.77
7/21: Westbury Fire Department Hose #2 Westbury FD	1,366.80
7/26: Glen Cove Rotary Club Annual Golf Outing	3,096.08
8/2: Glen Cove Fire Department Annual Golf Outing	900.00
8/9: Midway JC Men's Club Golf Outing	1,640.00
8/16: JJ Stanis Stars and Stripes Golf Outing	54.04
8/16: Glen Cove Sons of Italy Golf Outing	-
8/30: Sea Cliff Fire Department Annual Golf Outing	810.00
9/13: I Love GCGC Annual Golf Outing	1,000.00
9/20: St Andrews Church Golf Outing	3,500.00
9/30: Sea Cliff Glen Head Lions Golf Outing	841.50
10/4: Knights of Columbus Golf Outing	-
10/5: Bay Park Ladies Golf Outing	865.59
10/18: St Paul's Church Golf Outing	2,641.08
10/25: Glen Cove Hibernians Annual Golf Outing	1,681.20
11/6: Sigma Alpha Mu Alumni Golf Outing	749.88
11/6: Ricardo Fundraiser Golf Outing	297.19
11/7: Irish American Golf Club Outing	1,339.30
Total Revenue	50,410.87

2022 Outing at Glen Cove Golf Course	Revenue
5/9: St Mel's Parish Men's Club Annual Golf Outing	10,389.30
5/16: Michael Hallquest Annual Memorial Golf Outing	-
5/23: Viper's Nest FDNY Golf Outing	4,879.56
6/6: SAGE Annual Golf Outing	1,152.00
6/9: Baumann, Dennis & Hochuli, LLP Golf Outing	3,515.53
6/13: Glen Cove Education Foundation Annual Golf Outing	11,294.40
6/18: Sigma Alpha Mu Alumni Club Golf Outing	1,876.30
6/20: Multiwire Memorial and Reunion Annual Golf Outing	2,684.64
7/11: Reformed Church of Locust Valley Golf Outing	11,690.86
7/13 Westbury Fire Department Hose #2 Westbury FD	1,713.60
7/2: JJ Stanis Stars and Stripes	-
7/1: The Mayor's Annual Golf Outing	-
7/18: Knights of Columbus Golf Outing	1,116.00
7/25: Glen Cove Rotary Club Annual Golf Outing	rained out
8/1: Glen Cove Fire Department Annual Golf Outing	1,000.00
8/8: Midway JC Men's Club Golf Outing	1,400.00
8/15: Hicksville Fire Department Golf Outing	452.80
8/29: Sea Cliff Fire Department Annual Golf Outing	964.80
9/12: I Love GCGC Annual Golf Outing	1,000.00
9/19: Sons Of Italy Golf Outing	-
9/20: St Andrews Church Golf Outing	-
9/21: Bay Park Ladies Golf Outing	1,364.88
9/26: Bellrose Terrace Fire Department Golf Outing	2,914.00
9/29: Sea Cliff Glen Head Lions Golf Outing	1,192.80
10/3: St Paul's Church Golf Outing	3,636.20
10/24: Ancient Order of Hibernians Golf Outing	2,558.11
11/5: Sigma Alpha Mu Alumni Golf Outing	739.94
11/6: Irish American Golf Club Outing	1,200.52
Total revenue	68,736.24

Golf Outings at Glen Cove Golf Course 2023 through August	Revenue
5/1: Fraternal Order of Court Officers Golf Outing	624.00
5//8: St Mel's Parish Men's Club Annual Golf Outing	8,260.91
5/15: Michael Hallquest Annual Memorial Golf Outing	-
6/5: SAGE Annual Golf Outing	962.50
6/12: Glen Cove Education Foundation Annual Golf Outing	10,872.65
6/14: Glen Cove Hall of Fame Golf Outing	-
6/15: Baumann, Dennis & Hochuli, LLP Golf Outing	2,170.95
6/16: Sigma Alpha Mu Alumni Club Golf Outing	1,118.60
6/26: Multiwire Memorial and Reunion Annual Golf Outing	2,190.45
7/10: Reformed Church of Locust Valley Golf Outing	6,956.10
7/24: St Paul's Church Golf Outing	6,297.00
8/7: Glen Cove Fire Department Annual Golf Outing	800.00
8/14: Midway JC Men's Club Golf Outing	1,460.00
8/21: Westbury Fire Department Hose #2	4,224.00
8/28: Sea Cliff Fire Department Annual Golf Outing	964.80
Total Revenue	46,901.96

Booked Outings through December 2023	Projected Revenue
9/6: Bay Park Ladies Golf Outing	1,364.88
9/11: I Love GCGC Annual Golf Outing	1,000.00
9/18: Glen Cove Sons of Italy Golf Outing	-
9/25: Boys & Girls Club Outing	1,500.00
9/28: Sea Cliff Glen Head Lions Golf Outing	1,192.80
10/2: Knights of Columbus Golf Outing	-
10/23: Glen Cove Hibernians Annual Golf Outing	1,681.20
10/30: Hicksville Fire Department Golf Outing	452.80
	7,191.68

Catering Metrics	2021	2022	2023 actual through August
Gross revenue from catered events	327,080.97	414,514.44	299,409.80
Number of catered events	248	262	159
Gross revenue per catered event	1,318.87	1,582.12	1,883.08
Mean +/- SD number of guests	31 +/- 18	37 +/- 23	42 +/- 29
Median number of guests	28	32	35
Minimum number of guests	5	8	4
Maximum number of guests	140	169	215
Events >100 guests (see list below)	4	6	7

2023 actual through August	
	299,409.80
	159
	1,883.08
	42 +/- 29
	35
	4
	215
	7

Events with more than 100 Guests 2021	Revenue
5/10: St Mel's Parish Men's Club Annual Golf Outing	10,849.32
6/5: Memorial for Michael Burnett	2,150.78
6/14: Glen Cove Education Foundation Annual Golf Outing	10,347.20
8/2: Glen Cove Fire Department Annual Golf Outing	900.00
	24,247.30

Events with more than 100 guests 2022	Revenue
2/19: VFW Fundraiser	2,270.47
6/13: Glen Cove Education Foundation Annual Golf Outing	11,294.40
6/22: GCHS Senior Prom Gathering	1,000.00
7/11: Reformed Church of Locust Valley Golf Outing	11,690.86
8/1: Glen Cove Fire Department Annual Golf Outing	1,000.00
9/17: 100th birthday party for Clara Dethomasis	7,019.45
	34,275.18

Events with more than 100 guests through August 2022	Revenue
1/3: Memorial arranged by Maria Morales	600.00
3/4: GCHS Senior Prom Gathering	797.68
4/8: Memorial for Dan McKillen	7,611.50
6/12: Glen Cove Education Foundation Annual Golf Outing	10,872.65
7/22: GCHS Class of 1983 Reunion	8,025.00
7/24: St Paul's Church Golf Outing	6,297.00
8/7: Glen Cove Fire Department Annual Golf Outing	800.00
	34,203.83

Exhibit B Catering Services

SEATED EVENT



- On-premises catering with both indoor and outdoor accommodations available
- Standard Seated, Standard Buffet, Barbecue Buffet, Brunch Seated and Brunch Buffet options to choose from
- Standard Seated Event package base price: \$42.95 per guest plus administration fee (20%) and tax (8.625%); gratuity not included and left to your discretion
- Standard Seated Event base package includes four-course meal, soft drinks, coffee/tea and private space
- Appetizers, Hors d'oeuvres, additional menu items and alcohol packages also available

THE VIEW GRILL

516-200-9603

www.viewgrill.com

111 Lattingtown Rd

Glen Cove, N.Y. 11542

SOUP

Host's Choice

SALADS (choice of two)

Classic Caesar Salad

Field Greens w/ Balsamic Honey
Vinaigrette

Roasted Beets Blue Cheese Crumble

Spinach w/ Bacon, Portobello,
Sautéed Tomatoes and Onions

ENTREES (choice of four)

(served w/ seasonal vegetables and
whipped mashed potatoes)

Onion-crust Chicken baked w/
Sherry Wine Demi

Chicken w/ Portobello

Mediterranean Chicken pan seared
w/ finely-chopped Tomato,
Cucumber, Red Onion, Olive, Spices

Asian Salmon w/ Soy Ginger Glaze

Cancun Salmon grilled and served
w/ Fresh Tomato Salad

Salmon Dijon

Tropical Salmon w/ Mango Malibu
Rum Salsa

Pork Loin w/ Mango BBQ Glaze

Wood-grilled Pork Loin Medallions
w/ Sautéed Peppers and Onions

Roast Pork Cinnamon Spiced w/
Apple Cranberry Gastrique

Penne Pasta alla Vodka or w/ Garlic
and Basil Oil

DESSERTS (choice of one)

Bread Pudding, Rice Pudding,
Fruit Platter, Chocolate Torte,
New Orleans Beignets

BUFFET



- On-premises catering with both indoor and outdoor accommodations available
- Standard Seated, Standard Buffet, Barbecue Buffet, Brunch Seated and Brunch Buffet options to choose from
- Standard Buffet Event package base price: \$42.95 per guest plus administration fee (20%) and tax (8.625%); gratuity not included and left to your discretion
- Standard Buffet Event base package includes salad, entrees, sides, dessert, soft drinks, coffee/tea and private space
- Appetizers, Hors d'oeuvres, additional entrees and alcohol packages also available

THE VIEW GRILL

516-200-9603

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**111 Lattingtown Rd
Glen Cove, N.Y. 11542**

SALADS (choice of one)

Classic Caesar Salad

**Field Greens w/ Balsamic Honey
Vinaigrette**

ENTREES (choice of three)

**Onion-crust Chicken baked w/
Sherry Wine Demi**

Chicken w/ Portobello

**Mediterranean Chicken pan seared
w/ finely-chopped Tomato,
Cucumber, Red Onion, Olive, Spices**

Asian Salmon w/ Soy Ginger Glaze

**Cancun Salmon grilled and served
w/ Fresh Tomato Salad**

Salmon Dijon

**Tropical Salmon w/ Mango Malibu
Rum Salsa**

**Roasted Pork Loin w/ Mango BBQ
Glaze**

**Wood-grilled Pork Loin Medallions
w/ Sautéed Peppers and Onions**

**Roast Pork Cinnamon Spiced w/
Apple Cranberry Gastrique**

SIDE DISHES (choice of two)

**Penne Pasta alla Vodka or w/ Garlic
and Basil Oil**

Roasted Rosemary Potatoes

Rice Pilaf

Seasonal Vegetables

DESSERT (choice of one)

New Orleans Beignets,

Rice Pudding, Bread Pudding,

Fruit Platter

BARBECUE



- On-premises catering with both indoor and outdoor accommodations available
- Standard Seated, Standard Buffet, Barbecue Buffet, Brunch Seated and Brunch Buffet options to choose from
- Barbecue Buffet Event package base price: \$39.95 per guest plus administration fee (20%) and tax (8.625%); gratuity not included and left to your discretion
- Barbecue Buffet Event base package includes salads, off-the-grill items, dessert, soft drinks, coffee/tea and private space
- Appetizers, Hors d'oeuvres, additional entrees and alcohol packages also available

THE VIEW GRILL

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111 Lattingtown Rd

Glen Cove, N.Y. 11542

SALADS (choice of two)

Cole Slaw

Potato Salad

Macaroni Salad

**Field Greens w/ Balsamic Honey
Vinaigrette**

OFF THE GRILL (all included)

Hamburgers

Hot Dogs

Chicken (Boneless or Bone In)

Corn on the Cob

Baked Beans

Grilled Vegetables

OFF THE GRILL (add on)

6-ounce Steak	\$180/platter
Ribs	\$150/platter
Lamb Souvlaki	\$120/platter
Chicken Souvlaki	\$90/platter
Tuna Steaks	\$150/platter
Swordfish Steaks	\$150/platter
Pork Loin	\$90/platter

DESSERT (choice of one)

New Orleans Beignets,

Rice Pudding, Bread Pudding,

Fruit Platter

SEATED BRUNCH



- On-premises catering with both indoor and outdoor accommodations available
- Standard Seated, Standard Buffet, Barbecue Buffet, Brunch Seated and Brunch Buffet options to choose from
- Brunch Seated Event package base price: \$44.95 per guest plus administration fee (20%) and tax (8.625%); gratuity not included and left to your discretion
- Brunch Seated Event base package includes first course, entrees, dessert, soft drinks, coffee/tea and private space
- Appetizers, Hors d'oeuvres, additional menu items and alcohol packages also available

THE VIEW GRILL

516-200-9603

www.viewgrill.com

111 Lattingtown Rd

Glen Cove, N.Y. 11542

1st COURSE (guests choose one)

Melon and Prosciutto

Mimosa Fruit Salad

ENTREES (all available for order) (served w/ Home Fries and Bagel)

Scrambled Eggs and Bacon

Greek Omelet

Western Omelet

Cheese Omelet

Poached Eggs Benedict

French Toast

Pancakes

Sausage

BLT with Fried Egg

Classic Fish & Chips

Onion-crusted Chicken

Chicken w/ Portobello

Salmon Dijon

Asian Salmon w/ Soy Ginger Glaze

Grilled Vegetable Plate

OPTIONAL (host can add on)

New York Shell Steak \$7/order

Pork Belly w/ Sunny Egg \$5/order

Smoked Salmon \$4/order

DESSERT (guests choose one)

New Orleans Beignets

Rice Pudding

Bread Pudding

BRUNCH BUFFET



- On-premises catering with both indoor and outdoor accommodations available
- Standard Seated, Standard Buffet, Barbecue Buffet, Brunch Seated and Brunch Buffet options to choose from
- Brunch Buffet Event package base price: \$39.95 per guest plus administration fee (20%) and tax (8.625%); gratuity not included and left to your discretion
- Brunch Buffet Event base package includes salad, entrees, dessert, soft drinks, coffee/tea and private space
- Appetizers, Hors d'oeuvres, additional entrees and alcohol packages also available

THE VIEW GRILL

516-200-9603

www.viewgrill.com

**111 Lattingtown Rd
Glen Cove, N.Y. 11542**

SALADS (choice of one)

Classic Caesar Salad

**Field Greens w/ Balsamic Honey
Vinaigrette**

ENTREES (all included)

Scrambled Eggs and Bacon

Sausage

**Onion-crust Chicken or
Chicken w/ Portobello**

**French Toast or
Pancakes**

**Salmon Dijon or
Asian Salmon w/ Soy Ginger Glaze**

Home Fries

Fruit Platter

Assorted Grilled Vegetables

Bagels and Muffins

ENTREES (add on)

Smoked Salmon \$120/platter

Omelette Station \$6/guest

Assorted Quiche \$90/platter

Waffles \$60/platter

Assorted Yogurts \$3/guest

DESSERT (choice of one)

**New Orleans Beignets,
Rice Pudding, Bread Pudding**

HORS D'OEUVRES

Passed or Platters on Table

Sesame Chicken (\$3/guest)

Pigs in a Blanket (\$3/guest)

Pork Wontons (\$3/guest)

Chicken Satays (\$3/guest)

Vegetable Tempura (\$3/guest)

Crudit  (\$3/guest)

Greek Meatballs (\$3/guest)

Tomato Mozzarella Skewers (\$3/guest)

Fried Calamari (\$4/guest)

Assorted Cheeses (\$4/guest)

Asian-style Tuna Tartar (\$4/guest)

Coconut Shrimp (\$4/guest)

Cocktail Shrimp w/ Spicy Sauce (\$5/guest)

Antipasto (\$5/guest)

Wonton Shrimp (\$5/guest)

Baked Clam (\$5/guest)

Stations

London Broil (market price)

Mussels Marinara \$3/guest

Penne Pasta w/ Two Sauces (\$5/guest)

Turkey Carve \$7/guest

Ham Carve \$7/guest

APPETIZERS

Grilled Seasonal Vegetables \$3/order (seated) or \$30/platter (buffet)

Sesame Chicken Sticks \$4/order (seated) or \$60/platter (buffet)

Baked Clams \$5/order (seated) or \$70/platter (buffet)

Chicken and Sausage Gumbo \$3/order (seated) or \$30/platter (buffet)

ADDITIONAL ENTREES

New York Shell Steak Au Jus \$6/order (seated) or \$180/platter (buffet)

Swordfish Oregano \$6/order (seated) or \$180/platter (buffet)

Twin 6-ounce Lobster Tails (market price)

Beijing Spiced Tuna Soy Pearls \$6/order (seated) or \$180/platter (buffet)

Egg-battered Shrimp with Garlic Wine \$6/order (seated) or \$210/platter (buffet)

New Zealand Rack of Lamb (market price)

ADDITIONAL DESSERTS

Strawberry Shortcake (\$4/guest)

Cheese Cake (\$4/guest)

Key Lime Pie (\$5/guest)

Cookies (\$4/guest)

Crepes (banana, strawberry or apple) (\$4/guest)

BAR ARRANGEMENTS

Consumption Bar (Running Tab)

Standard Open Bar (3 hours; \$25/guest)

Premium Beer/Wine Open Bar (3 hours; \$20/guest)

House Beer/Wine Open Bar (3 hours; \$15/guest)

Cash Bar

Tap Beer (\$15/pitcher)

House Wine (\$45/magnum)

Champagne Toast (\$3/guest)

Champagne Punch (\$45/bowl)

Sangria White or Red (\$45/bowl)

Bloody Mary (\$45/bowl)

Mimosa (\$45/bowl)

OUR RECOMMENDATIONS

Wedding and Other Custom-designed Theme Cakes

Wonderful Wedding Cakes

296 Forest Avenue Locust Valley, N.Y. 11560

516-671-6932

Flowers (free delivery and 10% discount)

Westbury Florist

53 Post Avenue Westbury, N.Y. 11590

516-333-0830

Party Rentals

Elite Party Rentals

100 Carney Street #1 Glen Cove, N.Y. 11542

516-671-7777

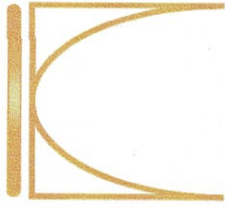
Photographer

Gill Associates Photography

68 School Street Glen Cove, N.Y. 11542

516-676-1833

Exhibit C Renovation Plan and Proposal



ARCHANGELS, INC.
architects + associates

39 Glen Street, Suite 8
Glen Cove, NY 11542
www.archangelsala.com
516 - 809 - ARCH

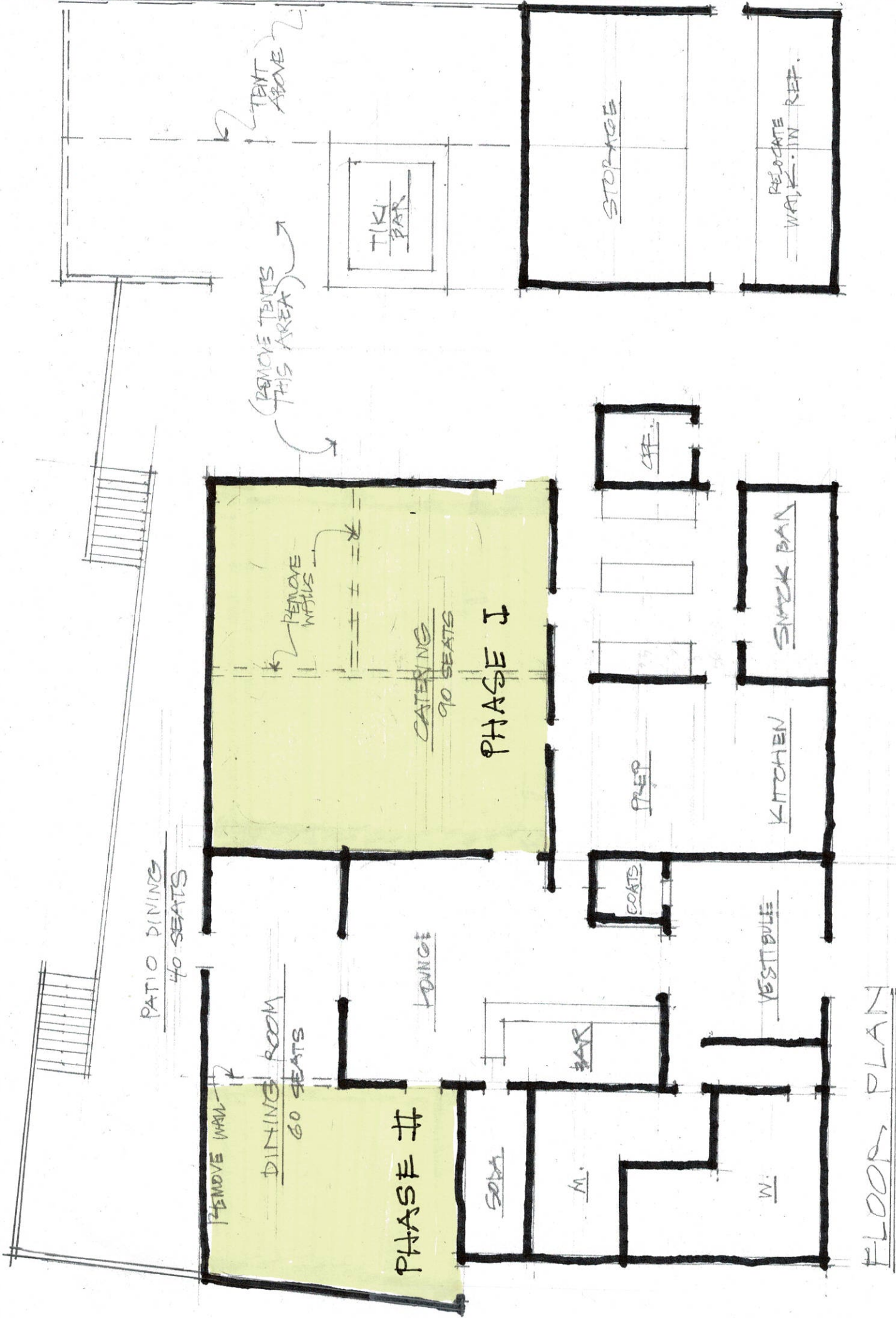
PROPOSED ALTERATIONS:

THE VIEW

LATINTOWN ROAD
GLEN COVE, NY 11542

SK-1

Date: 08/31/23



THE VIEW GRILL

LATTINGTOWN ROAD

GLEN COVE, NY

CONSTRUCTION NARRATIVE

PHASE I: ENLARGE CATERING ROOM (90 SEATS)

OCTOBER 1, 2023- APRIL 30, 2024

\$100,000 (CASH) + \$50,000 (RENT SAVINGS) = \$150,000

REMOVE INTERIOR WALLS; COMBINE THREE ROOMS

ADD DOORS OPENING TO TIKI BAR

MODIFY HVAC SYSTEMS

RELOCATE WALK-IN REFRIGERATOR

NEW FLOORS, PAINT, LIGHTING

RELOCATE DUMPSTER ENCLOSURE

PHASE II: RESTAURANT ADDITION (60 SEATS)

MAY 1, 2024- APRIL 30, 2025

\$50,000 (CASH) + \$100,000 (RENT SAVINGS) = \$150,000

ENCLOSE WEST PATIO; COMBINE W/ EXISTING DINING ROOM

WINDOWS AND DOORS

HVAC

1. Experience

Chef Jeanine's love of the culinary field began at a young age. "As a teenager, I'd hang out with my friends in front of the Tiffany House Restaurant at the Glen Cove Golf Course," she recalls. "We'd blast our music. It would drive the owners crazy! "Eventually, they tired of chasing us away and tried a different solution. They invited me inside and hired me to wash dishes." Chef Jeanine found herself to be a natural in the kitchen and has been hooked ever since! Within a short time, she worked her way up the ladder, becoming the Head Chef.

After a proper culinary education at the New York Institute of Technology, Chef Jeanine accepted a position at the former Harrison House (currently Glen Cove Mansion). Harrison House was a hotel and convention center that served guests and catered events. At Harrison House, she became a chef.

With an entrepreneurial spirit, Jeanine saw an opportunity and partnered with Peter Antonopoulos at Page One Restaurant. She helped turn around a bar/diner into a restaurant. She applied for a commercial rehabilitation and Keyspan Cinderella Grant to open the front of the restaurant with French doors and expand into the adjoining storefront to offer a private party room. Page One became a local place for residents and community organizations to meet, host events, and dine.

When the City issued an RFP for the golf course restaurant, Page One was not selected. Instead, another restaurant group was awarded the license. Unfortunately, that restaurateur sustained losses from storm damage and left the location. Equipment was damaged due to having to operate the business with generators as the location did not have electric service. Another vendor was ready to take over the location and backed out.

After nearly two decades of success at Page One, Jeanine and Peter were approached by the former Mayor of Glen Cove, Ralph Suozzi, who enlisted their help at the Glen Cove Golf Course. They took over a facility that needed a significant equipment investment to start operating. Originally a favor for the City, this endeavor seemed promising, with a future of returning to her roots.

Jeanine has operated the business for ten years, including during the COVID-19 pandemic, pivoting to take out family meals and meals for hospital workers during mandatory closures. Unfortunately, the financial impact was substantial for a small business.

Jeanine has continued to give back to the community by providing a venue and low cost, so important community organizations that contribute to the City can raise funds. This impact is detailed within this proposal.

Chef Jeanine has received numerous awards, honors, and recognition over her 30-year career in her community of Glen Cove and the region. One of her greatest achievements was being featured on the cable television show Casino Kitchen on Food Network in 2014. More recently,

in (2022) Chef Jeanine was recognized and featured by the Long Island Herald as The chef who gives back, always giving back to her community.

2. Strategy for the Operation and Management of the View Grill

The Glen Cove Municipal Golf Course Restaurant ("Restaurant") is a seasonal facility far on the north shore of Nassau County. The golf course and park ("Course") are outstanding assets for the City of Glen Cove and serve as a destination for residents and visitors alike.

Potential Issues of Operation and Management

The Course is seasonal, active from 7 AM until dark from May through September. A short season limits the potential to earn the income to pay for operating costs, including rent and capital improvements.

Seasonal Venue: Staffing a seasonal restaurant is difficult. The season starts and ends outside the traditional summer break for college students. Professional servers and bartenders prefer the dependability of year-round work.

Remote Location: The Restaurant is far from the Long Island Expressway and Northern State Parkway in a residential area not within walking distance of Glen Cove's downtown. Location limits the customer pool for both catering and a la carte dining.

Local Competition: The Restaurant and Course compete with many other golf courses and catering facilities. The north shore has abundant private and municipal golf courses and catering facilities. In addition, Nassau County has courses and catering facilities at Eisenhower County Park and Bethpage State Park.

Existing Layout: The existing restaurant building ("Building") has diverse and separate rooms, making catering for large parties challenging and sometimes impractical. Parts of the Building are not winterized, such as the Garden Terrace. The main catering rooms are oddly shaped due to the placement of a walk-in refrigerator.

Age of the Facility: The Building is old, with additions made by prior owners that make the Restaurant harder to work with. The central air conditioning systems and the roof needs replacement. WIFI service is spotty throughout the facility. In addition, the electric service was only partially upgraded, with one panel needing replacement.

Public Facilities: The bathroom facilities are public, serving not only the Restaurant but also the golf course, pickle ball, tennis, and playground.

Course Conditions: The main draw is the golf course. Unfortunately, the Course does not drain well after rainstorms due to subsurface soil conditions, resulting in postponed golf outings, reduced rounds of golf, and fewer restaurant patrons.

Limitation on Outings: The City of Glen Cove ("City") generally limits golf outings to Mondays, reducing the opportunity for hosting additional outings.

Innovative Ideas to Address the Issues of Operation and Management

Management changes: I, Jeanine DiMenna, plan to change how we run the Restaurant. If the license agreement is awarded, I plan to hire another chef so that I can devote more time to the front-end management of the Restaurant.

Two Kitchens: We can better accommodate having catered events and a la carte dining simultaneously. We recently upgraded the facility to have two kitchens. One kitchen could be used for catered events and the other for a la carte dining, the Tiki bar, and the snack bar.

Technology upgrades for better service: We have invested in the Clover point of sale system. If awarded the license agreement, we plan on working with a local company to improve the WIFI connectivity. Golfers and patrons can use the Clover system to order food from the golf course, home, the Tiki bar, the pickleball/ tennis courts, the bar, or even their table. We plan to provide displays with QR codes on tables and key locations to ease ordering food and beverages. For example, a golfer can preorder a hamburger, which can be ready when he arrives midway through a golf round at the snack bar. Golfers at the driving range or pickleball courts could order food a server could bring them. Improved WIFI connectivity will help technology upgrades to improve service and reliability.

Snack Bar Expanded Offerings: We plan to continue using the snack bar as a spot to pick up breakfast, lunch, and dinner from the park's opening until the Restaurant closes. Some expanded menu items include grab-and-go wrapped sandwiches, ready-to-go hot dogs, and takeout meals. We can expand bar offerings at the snack bar. For example, a customer can buy a bloody mary with breakfast.

Competitive Advantage: The Course season is short, but the Restaurant can continue to serve the community as a gathering place and a regional destination. The Restaurant adds to the appeal of the Course as "a country club for the middle class". Unlike the town courses at North Hempstead and Oyster Bay, the Restaurant serves the whole community. It is not just a catering hall with limited service to the golfers.

The Restaurant has the advantage of space ideal for catering smaller parties averaging 30 to 40 guests. Locally, there are few restaurants on the north shore with such private party space. As a result, the Restaurant has and continues to serve as a regional venue for many different types of events.

Personal Events			
Type of Event	2021	2022	2023 (thru 8/15)
Anniversary	2	3	1
Baby shower	11	8	15
Baptism/Confirmation/ Communion	12	17	10
Birthday	33	38	26
Bridal Shower	17	8	4
Engagement	2	4	2
Family/friends	9	8	3
Graduation	13	11	7
Memorial/ Funeral repass	44	38	30
Rehearsal/Pre- wedding	11	14	5
Retirement	8	7	4
Reunion	5	7	3
Wedding	5	5	1
Totals	172	166	111

In addition, the Restaurant hosts meetings and fundraisers for non-profit, charitable, service, and civic organizations. These types of events are discussed in more detail in this proposal. These events extend beyond the golf course season.

The Restaurant also hosts holiday celebrations for ala carte restaurant patrons. The Tiki Bar is a unique venue for barbeque, happy hours, and dinner al fresco.

The Restaurant can host most golf outings. We will offer breakfast, lunch, and dinner options, both standard and deluxe. Below, we discuss renovation options to improve the restaurant layout for both golf outings and other events.

3. Ideas and Plans for Renovation of the Facility (Exhibit C)

Unique and interesting utilization of the grounds conducive to attracting patrons and maximizing views while providing the required service

We propose to deviate from the proposed scope of work. Below is the reason why.

Developing a 200-seat catering facility with an additional restaurant would require a brand-new building. This size public assembly area would require a sprinkler fire suppression system. The City would have to install a new dedicated water service line to the Building to supply the sprinkler suppression system. A two-story building requires an elevator. A 200-seat dining room would require a larger kitchen or kitchens and more staff.

We estimate project costs to construct a new building at approximately \$12 million without prevailing wages. A project of this scope would also require a substantial investment from the City. This type of investment would require daily and nightly catering events requiring more dedicated parking spaces for a return on investment. For the limited number of 200-person events that the Course could accommodate, the Course would be better served referring outing dinners to The Metropolitan or the Glen Cove Mansion.

We offer an alternative proposal to renovate the existing facility to accommodate 150 guests in two rooms. This project would be completed in phases so that we could continue to serve catered events, golfers, and restaurant patrons. Our proposal involves our team investing loan proceeds and reinvestment savings accrued from rent and additional rent abatement. This proposal will also require a commitment from the City as the landlord to invest in structural improvements to the facility and property.

Phase I

During the first year, working with a designer, we will replace the flooring. We will repaint the inside in a neutral and attractive color scheme. The vestibule and bar will be painted and decorated as a classic golf course clubroom. A closet in the bar will be repurposed as a coatroom, eliminating the coat rack in the lobby. The dining rooms will be decorated to be attractive to a broader audience.

The bathrooms will be repainted and redecorated. We will install a changing table for infants in both restrooms.

We propose to enlarge and combine the Morgan and Pratt rooms to accommodate 90 patrons. This expansion requires relocating the walk-in refrigerator outside. We would install a door, creating an entrance from the Tiki Bar to the catering room.

We plan a renovation of the Tiki Bar and snack bar. The floors and railings will be cleaned and repainted in a neutral color. The lower tents installed during the COVID-19 pandemic will be removed and replaced by tables with umbrellas. High-top tables will be used in the bar area to improve customer views. We may want to remove the tree house.

We will better enclose dumpsters to remove them from the view of customers and golfers.

The retaining wall near the driving range is deteriorating and needs a capital improvement by the City.

The City could improve the views from the Restaurant by removing trees surrounding the Tiki Bar. The view would be even better if the City removed trees near the first and tenth holes.

Phase II

We propose enclosing the Garden Terrace (west patio) with the existing dining room for a 60-seat dining area.

4. Financial capability and resources to fulfill the requirements of this proposal

Jeanine DiMenna proposes investing \$100,000 during the first year to pay for renovations. She will use the proceeds of a US Small Business Administration loan that she received for this investment. This investment is contingent on the City participating in the reinvestment. It is also contingent upon a five-year license agreement with options to renew and the ability to assign the license agreement upon the sale of the business.

The rent and additional rent would be abated up to \$8,000 per month. Rent savings will be reinvested in improvements, as shown below. After the investment of \$500,000 by year 6, Jeanine will receive a return on her investment plus interest accrued in year 7. If awarded the license agreement, the plan could start in October 2023, so initial improvements will be ready for the golf season.

Year	Investment	Rent abated
1 Cash investment	\$100,000	(\$100,000)
2 cash reinvested	\$100,000	(\$100,000)
3 cash reinvested	\$100,000	(\$100,000)
4 cash reinvested	\$100,000	(\$100,000)
5 cash reinvested	\$100,000	(\$100,000)
6 return on investment	(\$100,000)	(\$100,000)
7 return on investment	(\$50,000)	(\$50,000)

5. Method of Investment Recovery and schedule and amount of payments made to the City over the proposed license term.

Method of Investment Recovery

Financial Benefit to the City

The return to the City will be an improved facility, future rents, and additional rents. We are assuming a continuation of rents with an annual increase of 3% and additional rent of 5% of all annual gross proceeds exceeding \$600,000.

In addition, the City benefits from an increase in golf outings and rounds of golf at the Course.

Glen Cove and its residents benefit from the charitable and public service work generated from all of the fundraising activity at the View Grill.

6. Plan to establish and maintain an economically viable business that is financially beneficial to the City over the term of the agreement

The plan is discussed in detail above. The View Grill has succeeded in maintaining a viable business over the past 10 years due to Jeanine's ability to attract and retain a customer base. She caters to the needs of the community.

7. Method of providing simultaneous catering and restaurant services

The View has provided simultaneous catering and restaurant services over the past 10 years. Above, we discussed the introduction of a second kitchen, hiring an additional chef, streamlining ordering through technology, and expanding seating.

8. Plan for waste disposal that does not create a nuisance for patrons

The renovation plan calls for enclosing the dumpsters.

9. Plan to service course and park patrons during renovations

There is enough space to accommodate all patrons and golfers. The kitchens will stay open.

10. Plan to maintain clean premises (e.g., restrooms, waste areas) involving public access or view.

The plan calls for enclosing the dumpsters and repairing doors to the service areas. We ask that the City participate in maintaining, cleaning, and stocking the shared restrooms.

11. Plan to expedite renovations, including a fire sprinkler line.

We determined that there is no need to install sprinklers with this renovation plan.