



INDIAN RIVER COUNTY, FLORIDA
AGENDA ITEM
Sandridge Golf Club

Date: January 31, 2025
To: The Honorable Board of County Commissioners
Thru: John A. Titkanich, Jr., ICMA-CM, AICP County Administrator
From: Michael C. Zito, Deputy County Administrator
Subject: Request for Waiver of RFP and Extension Agreement for Concession Services at Sandridge Golf Club

BACKGROUND & ANALYSIS:

On February 10, 2015, in response to an RFP, a selection committee came to an agreement with Di'Michelli's Catering Inc. ("Di'Michelli's") to operate and manage the snack bar operation at the Sandridge Golf Club. On March 10, 2015, the Board approved the recommendation, and the Chairman signed an agreement for food concession services and entered into a lease agreement for sixty (60) months commencing on April 1, 2015, and terminating on March 31, 2020.

The owner of Di'Michelli's later requested to enter into an assumption and joinder agreement adding Bottom's Up Beverage of Florida, LLC, collectively "Bottom's Up" as a fully responsible co-tenant. The Board approved this request on December 12, 2017.

The original lease allowed for successive one- year renewal periods not to exceed an aggregate lease term of 10 years. The first one-year renewal approved by the Board on March 3, 2020, expired on March 31, 2021. The fifth one-year renewal approved by the Board on February 6, 2024, expires on March 31, 2025. Staff is satisfied with the concessionaire's performance under the Agreement.

The arrangement has been mutually beneficial to both parties; however, the natural expiration of the lease is now misaligned with the timeline for construction of the new clubhouse facility. The projected timeline for project completion is eighteen (18) to twenty-four (24) months, at which time an entirely new restaurant and concession model will be implemented at Sandridge. Continuity of operations during the construction phase is paramount for a smooth transition to an elevated level of service and offerings upon completion of the new clubhouse and restaurant. Bid openings are scheduled for March 12, 2025.

Under the proposed interim lease arrangement, monthly rent is calculated based on the sales including 10% of all food and non-alcoholic beverage gross income and 15% of alcoholic beverage gross income. The rent income for the first full fiscal year of business revenue totaled \$23,180.42 in FY 2015-16 and increased to over \$50,000 annually under the expiring agreement. Bottom's Up has made several improvements to the restaurant as per the expiring lease including new tables, chairs, cabinetry and equipment and has fulfilled all their obligations as per the lease for the initial term. The proposed lease agreement will terminate upon thirty (30) days' notice to the concessionaire.

FUNDING:

Projected revenue from the approval of the proposed Agreement is anticipated to generate approximately \$55,000.00 annually based on the trajectory over the past three years and will be deposited into the Sandridge/Snack Bar Rent revenue account, number 418038-362012, as shown below.

Account Description	Account Number	Amount
Sandridge/Snack Bar Rent	418038-362012	\$55,000

RECOMMENDATION:

Staff respectfully requests that the Board waive the RFP process, approve the agreement for the continuation of concession services at Sandridge Golf Club and authorize the Chairman to execute the document.

ATTACHMENTS:

- Agreement For Food Concession Services and Lease Between Indian River County and Bottom's Up Beverage of Florida, LLC Catering, Inc

APPROVED AGENDA ITEM FOR FEBRUARY 11, 2025