



2017 Season

RV Concessions LLC – appreciates the opportunity to bid on this business. It is our intent to provide a proposal for concession services for the Village of Orland Park. Centennial Baseball Field and John Humphry Complex.

RFP Contacts

Rocco DeFrenza – Owner	630.404.7625
Savino Dargento – Owner	630.404.6824
Rosanna DeFrenza – Owner	847.529.8311

We will be your first point of contact with regard to questions for the RFP. We will be responsible for all areas of this project. Please let us know upon review of this RFP if a meeting should be scheduled to discuss the details or any questions you may have.

RV Concessions LLC Success Stories

RV Concessions LLC has successfully managed and operated 12 concession stands for the Elk Grove Park District, Carol Stream Park District, Elmhurst Park District, Norridge Park District, Salt Creek Park District, Northbrook Park District, Roselle Park District, Bloomingdale Park District and Glendale Heights Park District. We have experience in operating multiple locations for more than 7 consecutive years. Each year has been financially successful for both parties, the Park Districts and RV Concessions, LLC.

RV Concessions LLC Success Stories Continued

Elk Grove Park District	2 standing location	7 years of service
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Rainbow Falls – serving in 2017 season

Pirates Cove – serving in 2017 season

Northbrook Park District	2 standing locations	5 years of service
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Meadow Hill Pool 5 years – serving in 2017 season

Sportsman’s Golf Club – 2 years – serving in 2017 season

Elmhurst Park District	3 standing locations	4 years of service
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Plunkett Baseball Field – serving in 2017 season

Smalley Pool – serving in 2017 season

East End Pool – serving in 2017 season

Bloomingdale Park District	1 standing location	5 years of service
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Oasis Pool – serving in 2017 season

Norridge Park District	1 standing location	3 years of service
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Norridge Pool – serving in 2017 season

Carol Stream Park District	2 standing locations	5 years of service
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McCaslin Ball Park

Coral Cove Pool

Salt Creek Park District	1 standing location	5 years of service
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Serving 2017 season

Exclusive caterer & concession stand vendor, responsible for all banquet operations at Twin Lakes Golf Course. Daily operations for the golf course concession stand as well as staff party planner responsible for the booking of all the events at the facility. These parties range in size from 20 to 200 people with RV Concessions LLC being responsible from everything such as bar packages to table linens.

Roselle Park District	4 years of service
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Kemmerling Pool

Glendale Heights Park District	4 years of service
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GH20 Pool

Exclusive Food Vendor

Rockin' Jump Trampolines in Carol Stream – 4 years - serving in 2017

Putting Edge Golf Harwood Heights – 4 years

Legoland Schaumburg – 7 years – still serving in 2017

Elk Grove & Itasca Festivals – 7 years – still serving in 2017

Taste of Orland Park – 3 years – still serving in 2017

Harwood Heights Festival – 5 years – still serving in 2017

Norridge Festival – 5 years – still serving in 2017

RV Concessions, LLC provides staff, menu and customer service for all locations.
We are also the birthday party food vendor for all our park district concession locations.

Our Experience In Restaurant Management and Food Service

We have a proven track record of successful restaurant management and operations for over 30 years and still are a financially sound and growing corporation. Owners, Rocco DeFrenza and Savino D'Argento have extensive experience in operations management, franchise management, location buildouts, equipment standards, health department regulations, staffing, training, profit margin, food preparation, menu selection, and revenue.

Staffing of Concessions Stands

RV Concessions LLC will be responsible for concession stand staffing during operating hours as well as cleaning of eating areas and kitchen per the health department regulations. RV Concessions LLC will staff locations with at least one manager and applicable staff coverage during operating hours and special occasions. RV Concessions LLC will be responsible for staff payroll, worker's compensation coverage and staff management. We are also able to provide the GL insurance coverage that the park district is requiring. RV Concessions LLC management is available either on site or via phone or email daily to park staff, as well as have friendly, knowledgeable, management staff on duty at the stands during operations hours. RV Concessions LLC staff is required to wear RV Concessions LLC logo attire to present a polished and professional look, provided to them, at no charge, by RV Concessions LLC.

Suggested Menu (These prices include sales tax and beverage tax).

Hot Dog	\$3.75	Cheese Fries	\$3.50
Corn Dog	\$3.75	Soft Giant Pretzel	\$3.00
Large Pizza Slice (Cheese)	\$3.50	Mozzarella Sticks	\$5.00
Large Pizza Slice (Sausage)	\$3.75	Chips	\$1.50
Large pizza (Cheese)	\$18.00	Rice Krispy Treats	\$1.50
Large 1 topping pizza	\$20.00	Fruit Roll Up	\$1.50
Garden/Caesar Salad, Roll	\$5.50	Cotton Candy	\$3.00
Add Grilled Chicken	\$2.00	Grandmas Cookies	\$1.50
Chicken Tenders	\$5.50	Drink Items	\$2.00/\$2.50
Hot/Mild Wings	\$5.50	Bottled Water	\$1.50
Nachos w Cheese	\$4.00	Assorted Ice Cream	\$2.50/\$3.50
Fries	\$2.50		

COMBO Meal Deals

Hot Dog, Large drink	\$6.00
Corn Dog, Large Drink	\$6.00
Large Pizza Slice (Cheese), Large drinks	\$5.50
Large Pizza Slice (Sausage), Large drinks	\$6.00
Salad, Large Drink	\$6.50
Chicken Tenders, Large Drink	\$7.50
Whole Cheese Pizza 4 LG Drinks	\$24.00
Whole Sausage Pizza 4 LG Drinks	\$26.00

It is our intent to continue with the above menu that has been proven through our many years of service to be financially successful and a winner with patrons. We will change menu items based on what we see the customers are asking for and what items are selling better than others. RV Concessions LLC will discuss suggested changes to the menu if needed at our monthly meetings with the Village of Orland Park Staff.

Equipment

RV Concessions will provide any equipment needed to serve the above menu that is not currently provided by the Village of Orland Park. Equipment is in working order and maintained by RV Concessions LLC. We can and have added additional equipment to store adequate stock of food items needed for the volume of sales at all of the above locations, as well as extra registers and credit card processing machines to adequately service our customers.

Contract Term

RV Concessions LLC values our long-standing relationship we have built together with the above locations and it is our intent to establish that relationship with you. We are able to commit to a 1-year contract. RV Concessions LLC has been committed to meeting with the Village of Orland Park Management Staff monthly or bi weekly to discuss what is working, what is not working, feedback, and profitability. It's this team environment that makes our stands and relationships with the park districts and villages such a success.

Operating Fee

RV Concessions LLC would like to recommend the following fee structure:

Year 2017 5% of net sales (both locations combined)

We are also open to additional discussions regarding operating fees.

Marketing Efforts

It is RV Concessions LLC intention to continue mutually beneficial marketing campaigns to using our locations or other marketing methods with the Village of Orland Park.

Village of Orland Park Employee Discounts

RV Concessions LLC is happy to provide Village of Orland Park employees with a 25% food purchase discount as an added benefit of being one of your employees.

Birthday Parties or special event catering

RV Concessions LLC has also provided additional food service support for events the park district currently offers such as holiday and birthday parties. We work with your staff on party packages that you can sell to customers wishing to book a party. We deliver the food and beverages fresh to the event. We invoice the park district so that no exchange of money is needed on the service date.

Catered Events

RV Concessions LLC can cater your corporate or private event. Besides any menu items above, we have an extensive catering menu. RV Concessions LLC can cater any size event, from 10 to 500 or more. We can provide all set up, equipment, and even wait staff. Also, if the Village of Orland Park books any catering parties with RV Concessions LLC, we will give a percent of sale back to the park district. This amount will be determined as we work out the details of the final arrangement should you grant us this contract.

Closing Remarks/Goals and Vision

RV Concessions LLC strives to present every client and guest with an outstanding experience. This starts with a commitment to personalized service and impeccable attention to standards and continues with a passion towards delivering a quality product at all times. With decades of combined experience in a variety of venues (including concessions, full service restaurants, bar, catering and banquets) we are proud to represent a company that has a solid foundation based on traditional business experience and continues to innovate with creative menus, promotions and marketing. RV Concessions LLC invests diligently to ensure quality staff and product are always top priority at each of our locations, this investment typically results in a high level of customer satisfaction and repeat business. As business owners, community supporters and leaders, we commit to establishing a long standing and profitable relationship with the Village of Orland Park.

We look forward to hearing from you.

Respectfully submitted by:
RV Concession, LLC.