

**PROPOSAL SUMMARY SHEET**

RFP #24-007

Centennial Park Aquatic Center & Ball Field Concessions

Business Name: RV CONCESSIONS LLC  
 Street Address: 904 ARMY TRAIL RD  
 City, State, Zip: CAROL STREAM FL 60188  
 Contact Name: ROCCO DE FRENZA  
 Title: PRESIDENT  
 Phone: 630 404 7625 Fax: \_\_\_\_\_  
 E-Mail address: ROCCO@ROCCOVINDS.COM

**Commission Structure Paid to Village**

	2024	2025	2026	2027	2028
Centennial Park Aquatic Center	<u>10. %</u>	<u>11 %</u>	<u>12 %</u>	<u>12 %</u>	<u>12 %</u>
And/Or Flat Fee	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Centennial Park Ballfields	<u>5 %</u>	<u>5 %</u>	<u>5 %</u>	<u>6 %</u>	<u>7 %</u>
And/Or Flat Fee	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
John Humphrey Complex	<u>5 %</u>	<u>5 %</u>	<u>5 %</u>	<u>6 %</u>	<u>7 %</u>
And/Or Flat Fee	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

**Include narrative describing proposed commission structure paid to the Village:**

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Additional Items for Consideration (Optional)**

Employee Discount 25 % 25 % 25 % 25 % 25 %

**Annual Guard Games Celebration**

The Guard Games Celebration marks the end of three days of lifeguard skills competition. This annual event typically occurs on the last Thursday of July with approximately 175 attendees. Celebration includes pizza, soda, side dishes, and desserts traditionally provided by local restaurants and staff. Please outline any discounts, donations or potential sponsorships you would provide for the event.

*DONATION  
 OF 10  
 CASE  
 CHEESE  
 PIZZAS*



- Staffing plan

POOL - 4 TO 6 EE per shift  
JHC - 3 TO 4 EE per shift CENTRAL 2 TO 4 EE per shift.

- Process for notice of closing and reopening

COMMUNICATION WITH LOCATION MANAGER

- Maintenance and sanitation

FOOD HANDLING COURSES FOR ALL EES  
STANDARD CLEANING PROCEDURES.

- Name of licensed food sanitizer(s) on staff

ROCCO DEFRENZA JOSE POEZ KEVIN LYNCH

### Bookkeeping

Describe methods of bookkeeping you will use to accurately and completely account for all receipts and disbursements in connection with the operation of the concessions.

PROVIDE REGISTER & READINGS monthly  
QUICK BOOKS INVOICE FOR SPLASH PARTIES.

### Signage

Indicate what type of signage will be utilized to inform patrons of hours, menu selection and pricing.

MENU BOARD

### Equipment

Detail the equipment you will use. See Exhibit B - Concessions Equipment Inventory for a list of Village-owned equipment available for use at the Project locations. Non-Village equipment required to support the operation is the sole responsibility of the successful Proposer. The Village is not responsible for any additional power demands made by the addition of new equipment.

### Capital Improvements Proposed

Proposer should include any capital improvements which may be necessary for the operations of the proposer.

MONITORING TIME

### Areas of Maintenance and Sanitation

The successful Proposer will be responsible for the maintenance and sanitation of the concession facilities and the surrounding areas including seating areas in close proximity of the concession stand. Describe your plan to meet this requirement.

STAFF TO MONITOR + CLEAN AREA every hour.

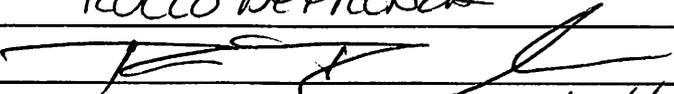
**Operating History**

Provide background information on your company, including, but not limited to, the age of the business, the number of employees and pertinent financial data that will permit the Village to determine your company's capabilities to meet all contractual requirements.

RV CONCESSIONS HAS BEEN IN BUSINESS SINCE 2011.  
HAS OPERATED UP TO 11 CONCESSION STAMPS IN 1 SUMMER.  
ALSO OPERATES 4 FULL SERVICE RESTAURANTS WITH 120 EMPLOYEES.

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**AUTHORIZATION & SIGNATURE**

Name of Authorized Signee: ROCCO DEFRENZA  
Signature of Authorized Signee:   
Title: President Date: 2/24/24