



October 7, 2011

City of Seattle Department of Parks and Recreation
ATTN: Rita Hollomon, Concessions Coordinator
6310 N.E. 74th Street, #109E
Seattle, WA 98115

Dear Ms. Hollomon:

Alki Crab & Fish (ACF) is please to submit this proposal for the Seacrest Boathouse restaurant as outlined in your Request for Proposal. As the current concessionaire, we believe we are the best candidate to provide the Seacrest Park community with a lucrative offer that maintains continuity for the park, retains our loyal customer base, improves the ambiance and quality of the park, and builds upon our strong community presence. Our knowledge of the Seacrest Park community and its needs, which we have garnered these past eight years operating AFC, provide us with the insight and foundation for continued success. In addition, my father and I together have over 55 years of successful restaurant management providing me with the background to ensure that Seacrest Park, The City of Seattle Department of Parks and Recreation and Alki Crab & Fish maintain a mutually beneficial and successful relationship.

Included with this proposal are many letters from both customers and the West Seattle community attesting to the symbiotic relationship we have developed and nurtured these past eight years. As well, we have included a revised menu which builds upon our successful food choices by adding some health-conscience food items in keeping with the city's Healthy Parks, Healthy You program.

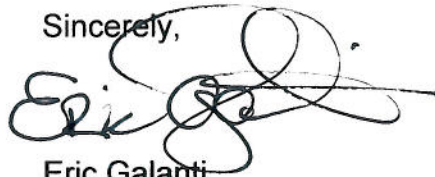
For the purpose of this proposal, the following information is provided:

Contact Person: Eric Galanti
Contact Number: (206) 265-2149

Our proposed management plan for Alki Crab & Fish will remain unchanged. It will remain a family-run restaurant and will retain the excellent staff members for which we are noted. Our restaurant manager has been with us for over 12 years, and the chief chef has a ten-year tenure with us. Our remaining staff is well known and loved by area residents and patrons, creating a welcoming, warm environment. Our mission to provide quality food in a friendly, fun atmosphere, as we have done these past ten years and for which we are known, will not vary.

Thank you for the opportunity to provide this proposal. We believe our track record and future plans make us the best resource for the Seacrest Park restaurant, and look forward to a continued successful relationship with the City of Seattle Department of Parks and Recreation and the West Seattle community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Eric Galanti', with a large, stylized flourish extending from the end of the signature.

Eric Galanti
Owner, Alki Crab & Fish

Alki Crab & Fish
Response to RFP
Seacrest Park Boathouse Restaurant
October 7, 2011

Background

Alki Crab & Fish (ACF) is the current concessionaire at the Seacrest Park boathouse restaurant. We have successfully operated there for the past eight years, and have built up a well-known and successful restaurant. In addition to our large, loyal customer base, we have also improved the park area by building improvements such as lighting, tile work, windows, kitchen remodel with fire/safety system, flooring, new hot water tank, an oil recovery system, outside dining area and a remodeled inside bar in addition to allowing public access to our tables, umbrellas and chairs. We have improved the park by adding dumpsters for the facility, fencing/windbreak cover, a walk-up window for divers, and machine/boat ramp maintenance/improvements. We have provided a full array of high-quality boats, stand-up boards, kayaks, blades and other equipment for rental by the park patrons.

ACF believes that its success can only happen when it contributes to the local community, its residents and to Seattle's important tourist business. To that end, ACF has supported the Seattle Community in the following ways:

- *Tangu Fishing Tournament*. This 66-year non-profit community tradition has been sponsored and supported by ACF for the past eight years. This two-staff-person commitment involves a 4 a.m. start for ten successive Sundays.
- *Breast Cancer Support*. ACF's quarterly benefit events have raised over \$10,000 a year for this worthwhile cause.
- *Holiday Meals*. For the past 8 years, ACF has advertised and hosted both Thanksgiving and Christmas meals for the less-fortunate or homeless, feeding up to 175 people that would otherwise have few options for sharing the holidays in a warm, family environment.
- *Stuff the Bus* annual event. This diaper drive generally reaps over 15,000 diapers which will diaper over 20 babies for a year.
- Sponsor *Kayaks/Guided Eco Tours* for over 150 at-risk youths.
- Sponsor *NW Kayak and Paddle Boat* conference outdoor weekend event.
- Partner with Seattle area hotels and concierges to promote eco tours to tourists.
- *Annual West Seattle Sportsman Club* children's fishing derby event. ACF opens early and sponsors coffee and hot chocolate for this great event bringing a day of fun for kids.
- *Water Taxi Opening Day*. Each spring as the water taxi celebrates beginning the season, ACF supplies muffins and beverages for the passengers.
- *Benefit for Jarod Newlove*. We raised \$1,200 for the family of Jaron Newlove who was killed fighting in Afghanistan.

- *Monthly Lunch for Senior Clubs and Retirement homes.* Each month, AFC provides a luncheon destination for residents of Merrill Garden and Providence Mt. St. Vincent.

Qualifications

Eric and Richard Galanti have over 55 cumulative years experience in successful restaurant operation. They currently operate Alki Crab & Fish and Bourbon Jack's sports & country bar/restaurant in Kent. Some of the Galanti restaurants of the past include (but are not limited to):

- Three *End Zone* sports bars
- *The Sea Galley* restaurant
- *Sports Page* grill
- *Copper Kitchen* in Seattle
- Three *Andy's* restaurants

We currently run ACF with no loans/liens. We do not anticipate the need to borrow funds in the future; all expenses and costs will be borne by our financial worth. (2.C. of Questionnaire/Proposal) We believe we have the experience, track record and expertise to continue and build upon our success as Alki Crab & Fish, and to make the Seacrest Park a viable, successful component of the beautiful Seattle area. (2.A. of Questionnaire/Proposal)

Proposal

1. ACF proposes a 12% of gross sales payment per month plus leasehold tax, with a guarantee of \$50,000 in the first year, and \$70,000 in each of the following four years of the term.
2. ACF will commit to \$75,000 in facility improvements in the next five years.

ACF will make the following improvement to Seacrest Park:

- a. Improved landscaping to enhance the ambiance and to make the park more welcoming to patrons
 - b. Partnering in installing an indoor unisex restroom to the facility to improve customer/patron safety at night and convenience in inclement weather. (2.C. and 2. G of Questionnaire/Proposal)
3. ACF will increase its commitment to the community by continuing our current strong community support (see Qualifications above) plus a commitment to look for more ways to enhance our community presence.

At the end of each season, all rental bicycles are donated to those in need (names provided by West Seattle bike shops). We commit to purchasing new bicycles for each season for use by our patrons.

4. ACF will make a commitment to the environment by:
 - a. *Using only compostable paper goods*
 - b. *Providing/utilizing recycle bins*
 - c. *Using energy-efficient lighting*
 - d. *Continually look for environmentally-friendly products to use in everyday operations*
 - e. *Continue support for eco tours*
5. ACF will maintain its successful menu, and add health-conscience food items to the menu in keeping with the Healthy Park, Healthy You program.

ACF menu of fish and seafood are prepared by baking, steaming, blackening and by using polyunsaturated Canola oil with healthier panko breading (rather than batter). We have a full array of healthy salads. We offer whole-grain muffins, and a hydration station for the park's many walkers and runners, as well as an outdoor pet hydration station for the many pet owners. We will be adding several health-conscience items to the menu including possibly a fresh-fish cioppino. (2.E. of Questionnaire/Proposal)

6. ACF will maintain its current services and hours, inclusive of restaurant services, fishing tackle/supplies, shirts/novelty sales, boat rentals, kayak tours and blade rental, in keeping with DPR's mission of Creating Community through People, Parks and Programs. (2.D. of Questionnaire/Proposal) Staffing levels and existing staff will be maintained to enhance the park patron's experience; our manager of 12 years, our chef of 10 years, and our long-term staff have created a friendly, fun family-like atmosphere which has made us successful these past eight years. (2.B. of Questionnaire/Proposal) ACF has a track record of enhancing public access and creating a welcoming space within the facility; we are partners with the DPR in ensuring that Seacrest Park, the boathouse area, and ACF are a cohesive, welcoming destination. We will look for ways to continually enhance that relationship (2.F. of Questionnaire/Proposal)
7. ACF will be responsible for all maintenance and upkeep of the restaurant, restroom facilities, and exterior deck areas. ACF's goal will be to maintain public access and to create a welcoming destination for park patrons and improving the visual quality and ambience of the park and its community.
8. ACF will remove all rubbish generated by the premises and within 50 feet of the premises, including providing trash cans, emptying all on a daily basis. The

parking lot will be kept clean, neat and free of debris. ACF will arrange for and be responsible for dumpster pickup and recycling pickup.

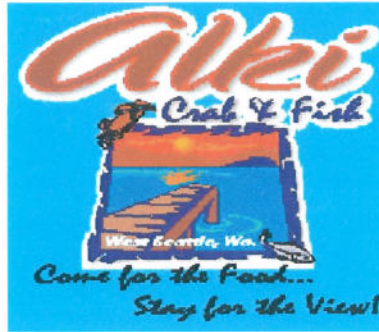
9. ACF will be responsible for all licenses and fees required for operation, and will maintain general liability and other insurance as required by DPR.
10. ACF will market the activities and services offered at the site through the following mediums:
 - a. Newspaper advertisement
 - b. West Seattle Shopper
 - c. Through association with all community activities/sponsorship
 - d. Advertisement on the Water Taxi when available
 - e. Maintain or enhance existing signage
 - f. Other methods as deemed feasible or beneficial
(2.F. of Questionnaire/Proposal)
11. *Budget.* ACF will continue to provide a budget for approval, as we have these past eight years.

Timeline

Because ACF is already successfully operating at the site, disruption to park patrons is eliminated. Proposed changes/improvements to the site can be operational within 60 days of acceptance of this proposal. Proposed revenue streams can begin for the first full month after execution of the concession agreement.

Conclusion

Continuation of Alki Crab & Fish as the concessionaire for the Seacrest Park Boathouse restaurant is in the best interest of the City of Seattle and the Seacrest Park community. It represents the least disruptive option to park patrons and loyal customers, a lucrative revenue stream for the city, the demonstrated experience and financial strength of its management to ensure continued success, strong community support, and a symbiotic solution for all concerned. Alki Crab & Fish has been an integral part of the Seacrest Park community for eight years, and looks forward to more years as a partner and supporter of the City of Seattle Department of Parks & Recreation.



Our Current menu currently includes:

Hand cut cod fried or baked

Fresh Halibut fried or baked

Several different salads from Wild greens with vinagerette to halibut caesar salad

Scallops, Oysters, Calamari, Clams available fried or sauteed

Fresh Dungeness Crab

Hamburgers, Chicken burgers, Fish sandwiches

Cole Slaw, Clam Chowder available in whole grain bread bowl

Healthy juices and waters as well as soda and Gatorade

We are planing on adding:

Fresh Large Prawn Cocktails

Ceviche for our outdoor dining area,

Cioppino as well as some new salad options

Baked crab cakes