

**Invitation for Bids- 2014**  
**Concession Services at County owned and Operated Beaches and Burton Chace Park**  
**Questions and Answers Released**  
**IFB Introduction, Subparagraph 2.3, IFB Timetable**

**November 27, 2013**

Questions:

1. IFB-Introduction, Section 3.1, Review Process: Are the amounts added for Local SBE (8%), and Transitional Job Opportunities (5%), for qualifications purposes only?
2. IFB-Appendix A, Section 5.0, Hours/Day of Work: Are rainy days considered closure days?
3. Are fixed signs identifying the locations allowed on locations for businesses if they are removable? If not, what is allowed to notify public of available services?
4. How is lessee supposed to remove trash if there are no trash receptacles at the locations? Would the County approve lessee to provide them with responsibility to empty them?
5. Is there a specific county formula to determine the amount of rent for additional items, if any? Is there a specific County formula to determine the amount of rent for additional items, if any? How has this been determined for other contractors? What is the length of the approval process?
6. What is the schedule for awarding of bid?
7. Please clarify on whether the mobile food locations are for food trucks or rolling "hot dog" style vendor?
8. What is the annual rent the incumbent concessionaires are paying for the Concession Premises?
9. Please provide the financial statements for the Concession Premises for the current license term (2009-2013). Does the financial data for the Venice Beach concession contain data for all three locations that comprise the Premises?
10. Are the incumbent concessions open from beyond the mandatory days/hours of operation from Memorial Day to Labor Day? Has the mandatory days/hours of operation changed during the current license term?
11. Please confirm the minimum bid amounts for the Concession Premises.
12. Why was the residential real estate CPI index chosen for adjusting the annual rent?
13. How do the options affect the formula for tax since it is based upon the actual rent with the beginning year being very high and lowers towards the end of the license? Please give an official County Assessor response.
14. Are there any plans over the next 10 years on the beaches for any capital projects or any construction or closures that will affect any of the concessions?

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15. What responsibility does the County have regarding homelessness encampment and defecation around the locations? What is the time frame for response? How can a Licensee be compliant if there are delays in dealing with problems?
  16. What trade fixtures are included in the Premises?
  17. Do you have a Frequently Asked Questions sheet?
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Answers:

1. Introduction, Subparagraph 3.1, Review Process, allows for an upward adjustment to the proposed annual rent submitted by qualified bidders. This adjustment is for the Selection Process only and does not impact the concession rent amount.
2. Please refer to Appendix A, Paragraph 5.0, Hours/Day of Work:  
  
"The Licensee shall engage in the Authorized Activity from the Premises every day from Memorial Day Weekend (except for the commencement year for which the Authorized Activity shall start on May 1, 2014), through Labor Day Weekend of each year during the License Term, except when a condition exists which is beyond the control of the Licensee, including but not limited to fire, earthquake, flood, storm, war, riot or insurrection, or other similar event that prevents the Licensee from engaging in the Authorized Activity from the Premises."
3. Please refer to Appendix A, Paragraph, 18.0, Signs:  
  
"Except as otherwise provided herein, Licensee shall not post signs or advertising matter upon the Concession Premises or improvements thereon or adjacent areas, unless prior approval therefore is first obtain from the Director. All purchases and installations of authorized signs or advertising shall be at Licensee's cost."
4. Please refer to Appendix A, Subparagraph 16.3:  
  
"Licensee shall arrange, at Licensee's own expense, for pick-up of trash and garbage from trash areas on the Premises. Licensee shall furnish trash receptacles and have them emptied as frequently as necessary. Licensee shall place all trash inside of the cans and place lids in a closed position. Licensee shall be responsible for cleaning trash cans and providing trash can-liners. Licensee shall provide, at Licensee's own expense, both a trash bin for refuse removal and a separate means of removal of cooking oil from the Premises, subject to Director's approval."
5. Please refer to Appendix A, Subparagraph 9.1.3:  
  
"The Director's consent may be conditioned upon the payment of additional rent or other considerations."
6. Please refer to Introduction, Subparagraph 1.11, License Term:  
  
"It is further anticipated that the License shall become effective on the later of May 1, 2014, or approval by the Board of Supervisors."

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7. The IFB offers two mobile food concessions, Royal Palms Beach and Malibu Surfrider.

The Royal Palms Beach concession is limited to a Mobile Food Preparation Unit (MFPU), and the Malibu Surfrider concession is limited to a Food Service Cart (FSC).

A MFPU may be a food truck. A FSC may be a hot dog cart.

The respective definitions of a MFPU and FSC are found in Appendix A, Paragraph 2.0, Definitions, as follows:

MFPU: "Any vehicle upon which ready-to-eat food is prepared, cooked, wrapped, packaged, or proportioned for service, sale or distribution".

FSC: "A mobile food cart [in] which limited food preparation occurs and can include hot dog, espresso/cappuccino, popcorn, churro/pretzel, and prepackaged food carts."

Please refer to the County of Los Angeles Department of Public Health, Environmental Health, website [http://publichealth.lacounty.gov/eh/SSE/Vehicle\\_Inspection/vip.htm](http://publichealth.lacounty.gov/eh/SSE/Vehicle_Inspection/vip.htm) for further information, including permitting.

8. Please refer to the attached schedule "Concessions-Annual Rent 2013-2014".
9. Please refer to the attached schedule "Financial Data" which shows all available data. The Venice Beach financial data includes data from all three locations that comprise the Premises.
10. Please refer to Introduction, Subparagraph 1.12, Days of Operation. The Department does not track the days and hours of operation outside the mandatory days and hours. The Director has the right to change the mandatory operational days and hours; the Director did not act on this right during the current license term.
11. Please refer to Introduction, Subparagraph 2.10.3, Forms, as revised in Addendum Three. The Minimum Bid for each Concession Premises is listed in the schedule.
12. Please refer to Appendix A, Paragraph 6.9.

"The index ("Index") used for determining the annual rent adjustment shall be the United States Department of Labor, Bureau of Labor Statistics, "Consumer Price Index-all Urban Consumers", "Los Angeles-Riverside-Orange County, CA", area, "Rent of Primary Residence" item, based period 1982-84=100, not seasonally adjusted."

This is the Index that has been used in previous Beach Concessions and Burton Chace Park concession licenses and for consistency it is continuing to be used. Information on the Index can be found at <http://www.bls.gov/data/>. Please refer to attached "Bureau of Labor Statistics Data" printout showing the Index for the period 2010 to 2013.

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13. Please refer to Appendix A, Subparagraph 24.4, Taxes and Assessments.

“The property described herein shall be subject to possessory interest taxation or assessment thereon...”

Prospective Bidders are advised to contact the County Assessor’s Office for all queries relating to Possessory Interest, at <http://assessor.lacounty.gov/>.

14. Please refer to the attached schedule, “Projects That May Impact Beach Concessions 2014-2024”.

15. Please refer to Appendix A, Subparagraph 16.1.

“Licensee shall keep Premises and the area within a distance of fifty (50) feet from the Premises clean and free from offensive matter...”

“Because of environmental concerns, hosing or power cleaning resulting in water runoff to exterior surfaces, including beach areas, may only be carried out after receipt of written approval from the Department.”

Licensee shall contact the responsible agency for any concerns or authorizations that may arise during the License term. For homelessness, please contact the areas Sheriff’s Department or Public Health Department. For items related to the Department of Beaches and Harbors, please contact Los Angeles County Department of Beaches and Harbors, Asset Management Division, 13837 Fiji Way, Marina del Rey, CA 90292, attn: Beach Concessions. Phone 310-305-9503. Office hours are Monday through Thursday, from 7:00 p.m. to 6:00 a.m.

16. Please refer to attached schedule, “County-Owned Trade Fixtures”.

17. Please refer to attached “Answers to Frequently Asked Questions”.

<b>IFB Beach Concessions 2014 Concessions-Annual Rent 2013-2014</b>		
<b>Type</b>	<b>Concession Premises</b>	<b>Annual Rent 2013-2014</b>
Mobile Food Facilities	Malibu Surfrider	\$5,226
Mobile Food Facilities	Royal Palm Beach	\$1,254
Concession Stand	Burton Chace Park	\$8,361
Concession Stand	Manhattan Beach	\$31,355
Concession Stand	Torrance Beach	\$18,186
Concession Stand	Will Rodgers Beach (Chautauqua)	N/A
Concession Stand	Will Rogers Beach (Temescal)	\$39,300
Concession Stand	Zuma (Lot 2)	\$38,149
Concession Stand	Zuma Beach (Lot 5)	\$38,149
Concession Stand	Dockweiler Beach (Bluff Lot)	\$7,839
Bike & Skate Rentals	Venice Beach	\$209,035
Bike & Skate Rentals	Dockweiler Beach (Kilgore-Lot 2)	\$5,853
Hang Gliding	Dockweiler Beach (Bluff Lot)	\$4,390

**FINANCIAL DATA**  
**LOS ANGELES COUNTY**  
**DEPARTMENT OF BEACHS AND HARBORS**  
**INVITATION FOR BIDS**  
**FOR CONCESSION SERVICES AT COUNTY OWNED AND OPERATED**  
**BEACHES AND BURTON CHACE PARK**

MARINA DEL REY CAFE

Income Statement/Profit & Loss Statement

LOCATION:

HORNBLOWER LLC - CHASE PARK LOCATION

Period:

June 1, 2012 - November 30, 2012

Revenue:

Gross Sales		12,255
Less: Sales Returns & Allowances	\$	0
Net Sales	\$	

Cost of Goods Sold:

Beginning Inventory	\$	1,914	
Add: Purchases	\$	6,221	
Freight-in	\$		N/A
Direct Labor	\$		
Indirect Expenses	\$		
Less: Ending Inventory	\$	1,580	
Cost of Goods Sold			\$ 6,555
Gross Profit (Loss)			\$ 5,700

Expenses:

Advertising	\$	
Equipment/Goods purchase	\$	1,325
Car & Truck Expenses	\$	
Commissions & Fees	\$	
Contract Labor (security)	\$	
Depletion	\$	
Depreciation	\$	
Employee Benefit Programs	\$	
Insurance	\$	
Interest (Mortgage & Others)	\$	
Legal & Professional services	\$	
Office Expenses	\$	198
Pension & Profit Sharing-Plans	\$	
Rent or Lease (vehicles,equip,property)	\$	5,939
R&M	\$	
Operating Supplies	\$	4,672
Taxes & License	\$	1,528
Travel, meals, & Entertainment	\$	
Utilities	\$	1,187
Wages	\$	4,899
Other Expenses, increase security deposit	\$	
Total expenses	\$	19,748
Net Operating Income or (Loss)	( \$	4,048 )

Other Income:

Gain or (Loss) on Sales of Assets	\$	0
Interest Income	\$	0
Total Other Income	\$	0

Net Income or (Loss)

( \$ 4,048 )

I certify that the above is true and accurate

Name

Date

12-19-12



Burton Chace Park, Marina del Rey-Concession Stand  
Financial Data 2012

HORNBLOWER YACHTS, INC -2012								
DESCRIPTION	Jan	Feb	Mar	Apr	May	June	Jul	Aug
Revenue - Food Hornblower Cafe	0	0	0	349	554	1,929	4,822	4,110
Revenue-Beverage-Hornblower Cafe	0	0	0	158	249	750	2,410	1,790
Revenue-Merchandise-Hornblower Cafe	0	0	0	0	3	1	0	0
Services -MDR-Hornblower Cafe	0	0	0	11	0	(1)	0	92
Total Revenue	0	0	0	518	807	2,679	7,232	5,992
Maintenance Materials -MDR-Hornblower Cafe	55	55	55	55	305	245	110	0
Food - Hornblower Cafe	0	0	0	76	402	1,745	1,645	3,019
Beverage- Hornblower Cafe	0	0	0	112	79	93	593	673
F & B Supplies - Hornblower Cafe	0	0	(1,041)	1,044	0	852	190	595
Uniforms - Hornblower Cafe	0	0	0	0	0	219	0	0
Cafe Counter Att -MDR-Hornblower Cafe	0	0	0	0	0	0	0	0
Cafe Cook-MDR-Hornblower Cafe	0	0	356	984	1,149	3,413	4,864	4,348
Advertising-Hornblower Cafe	0	0	0	0	0	0	176	0
Collateral Material -MDR-Hornblower Cafe	0	0	0	0	0	0	0	0
Taxes & Licenses	0	0	0	0	0	0	0	158
Travel & Related	0	0	0	0	0	0	0	0
Recruiting/Education -MDR-Hornblower Cafe	0	0	0	25	0	0	25	25
Office Rent -MDR-Hornblower Cafe	376	376	376	376	376	1,260	1,260	1,260
Telephone-MDR-H Cafe	153	153	158	153	153	171	171	171
Office Supplies & Equipment-MDR-H Cafe	0	0	0	0	0	8	0	0
Autos/Equip/Other -MDR-Hornblower Cafe	0	0	0	0	0	3	0	0
	584	584	(95)	2,824	2,464	8,008	9,033	10,248
Net Profit (Loss)	(584)	(584)	95	(2,306)	(1,658)	(5,329)	(1,801)	(4,256)

<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Per GL</b>
620	554	0	0	12,938
101	104	0	0	5,562
0	0	0	0	5
0	0	0	0	102
721	657	0	0	18,607
55	305	110	0	1,350
193	360	0	0	7,440
32	(78)	0	0	1,504
(526)	0	0	0	1,114
0	0	0	0	219
0	0	0	0	0
0	0	0	0	15,114
0	0	0	0	176
0	0	0	0	0
625	448	0	0	1,231
0	0	0	0	0
0	0	0	0	75
1,260	379	379	379	8,057
171	171	172	0	1,796
0	0	0	0	8
0	0	0	0	3
1,810	1,587	661	379	38,087
(1,088)	(929)	(661)	(379)	(19,480)

Income Statement/Profit & Loss Statement

LOCATION:

Period:

June 1, 2012 - November 30, 2012

Revenue:

Gross Sales

Less: Sales Returns & Allowances

Net Sales

\$

\$ 57967.03

Cost of Goods Sold:

Beginning Inventory

\$

0

Add: Purchases

\$

28203.94

Freight-in

\$

N/A

Direct Labor

\$

13270.00

Indirect Expenses

\$

Less: Ending Inventory

\$

0

Cost of Goods Sold

\$ 41473.94

Gross Profit (Loss)

\$ 16493.09

Expenses:

Advertising

\$

Equipment/Goods purchase

\$

Car & Truck Expenses

\$

882.47

Commissions & Fees

\$

Contract Labor (security)

\$

Depletion

\$

Depreciation

\$

Employee Benefit Programs

\$

Insurance

\$

1823.60

Interest (Mortgage & Others)

\$

1059.31

Legal & Professional services

\$

1814.66

Office Expenses

\$

103.31

Pension & Profit Sharing-Plans

\$

Rent or Lease (vehicles, equip, property)

\$

6219.30

R&M

\$

597.06

Operating Supplies

\$

Taxes & License

\$

Travel, meals, & Entertainment

\$

2334.31

Utilities

\$

2317.71

Wages

\$

Other Expenses, increase security deposit

\$

8159.05

Total expenses

\$

25310.78

Net Operating Income or (Loss)

\$

<8817.69>

Other Income:

Gain or (Loss) on Sales of Assets

\$

Interest Income

\$

.33

Total Other Income

\$

.33

Net Income or (Loss)

\$ <8817.36>

I certify that the above is true and accurate

Name

Date

1/28/13

Kenaccino, LLC

Torrance Beach- Concession Stand

Financial Data 2010

<b>Surfside Grill Profit and Loss</b>	<b>June 1, 2010 thru November 30, 2010 6 months</b>
<b>INCOME</b>	
Gross Sales	\$62,656.00
Costs of Good Sold	(\$19,477.00)
Gross Income	<b>\$43,179.00</b>
<b>EXPENSES</b>	
Advertising	\$378.00
Car Expenses	\$1,744.00
Insurance	\$1,890.00
Legal and Professional	\$727.00
Office Expense	\$335.00
Rent	\$12,898.00
Taxes and Licenses	\$1,960.00
Utilities	\$1,265.00
Wages	\$9,857.00
Cell Phone	\$345.00
Promotional Activities	\$620.00
Equipment	\$401.00
Outside Services	\$285.00
	<b>Total: \$32,705.00</b>
	<b>GROSS INCOME \$43,179.00</b>
	<b>EXPENSES \$32,705.00</b>
	<b>NET INCOME \$10,474.00</b>

Torrance Beach-Concession Stand Financial Data 2012
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Surfside Grill Profit and Loss	June 1, 2012 thru November 30, 2012 6 months
<b>INCOME</b>	
Gross Sales	\$77,135.00
Costs of Good Sold	(\$25,437.00)
Gross Income	\$51,698.00
<b>EXPENSES</b>	
Advertising	\$775.00
Car Expenses	\$1,635.00
Insurance	\$2,110.00
Legal and Professional	\$65.00
Office Expense	\$553.00
Rent	\$12,918.00
Taxes and Licenses	\$2,215.00
Utilities	\$2,132.00
Wages	\$6,485.00
Cell Phone	\$398.00
Promotional Activities	\$340.00
Equipment and Repairs	\$1,755.00
Outside Services	\$1,284.00
	Total: \$33,665.00
	<b>GROSS INCOME \$51,698.00</b>
	<b>EXPENSES \$33,665.00</b>
	<b>NET INCOME \$18,033.00</b>



ANNE M GILTNER

DATE

1/24/2013

## Income Statement/Profit &amp; Loss Statement

LOCATION: *Manhattan*

Period: Jan 1, 2010 - December 31, 2010

**Revenue:**

Gross Sales	\$ 57,832.00
Less: Sales Returns & Allowances	
Net Sales	

**Cost of Goods Sold:**

Beginning Inventory	\$		
Add: Purchases	\$		
Freight-in	\$		N/A
Direct Labor	\$		
Indirect Expenses	\$		
Less: Ending Inventory	\$		
Cost of Goods Sold			-21352
Gross Profit (Loss)			\$36,480

**Expenses:**

Advertising	\$	\$ 173.00
Equipment/Goods purchase	\$	\$ 6,300.00
Car & Truck Expenses	\$	
Commissions & Fees	\$	
Contract Labor (security)	\$	
Depletion	\$	
Depreciation	\$	\$ 11,090.00
Employee Benefit Programs	\$	
Insurance	\$	\$ 2,796.00
Interest (Mortgage & Others)	\$	
Legal & Professional services	\$	
Office Expenses	\$	\$ 520.00
Pension & Profit Sharing-Plans	\$	
Rent or Lease (vehicles,equip,property)	\$	\$ 20,150.00
R&M	\$	\$ 5,393.00
Operating Supplies	\$	
Taxes & License	\$	\$ 1,822.00
Travel, meals, & Entertainment	\$	
Utilities	\$	\$ 7,222.00
Wages	\$	
Other Expenses, increase security deposit	\$	\$ 899.00
Total expenses	\$	56,365

Net Operating Income or (Loss)

\$

**Other Income:**

Gain or (Loss) on Sales of Assets	\$	
Interest Income	\$	
Total Other Income		\$

**Net Income or (Loss)**

-19885

I certify that the above is true and accurate

Name

11/15/2013

Date

Zuma Beach (Lot 2), and Zuma Beach (Lot 5)  
Consolidated Financial Data 2012

**ZUMA BEACH CAFÉ**

Income Statement/Profit & Loss Statement

June 1, 2012 - November 30, 2012

Period:

**Revenue:**

Gross Sales	\$ 176,894.00
Less: Sales Returns & Allowances	\$ -
Net Sales	<u>\$ 176,894.00</u>

**Cost of Goods Sold:**

Beginning Inventory	\$ -	
Add: Purchases	\$ 48,993.00	
Direct Labor	\$ -	
Less: Ending Inventory	\$ -	
Cost of Goods Sold		<u>\$ 48,993.00</u>

Gross Profit (Loss) \$ 127,901.00

**Expenses:**

Car & Truck Expenses		
Labor Expense	\$ 6,800.00	
Depreciation		
Employee Benefit Programs		
Insurance	\$ 2,649.00	
Interest (Mortgage & Others)		
License	\$ 800.00	
Office Expenses		
Rent or Lease (vehicles, equip, property)	\$ 73,678.00	
R&M	\$ 320.00	
Operating Supplies		
Property Tax	\$ 1,683.00	
Supplies	\$ 4,097.00	
Utilities	<u>\$ 14,413.00</u>	
Total expenses		<u>104,440</u>

Net Operating Income or (Loss) 23,461

**Other Income:**

Gain or (Loss) on Sales of Assets	\$ -	
Total Other Income		<u>0</u>

Net Income or (Loss) 23,461

I certify that the above is true and accurate

\_\_\_\_\_  
Name

\_\_\_\_\_  
Date

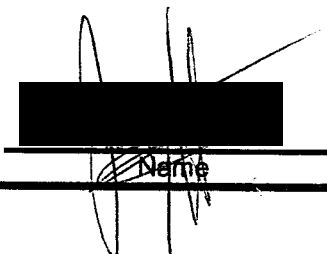
**!!!Spokes N Stuff Bicycle Shop**  
**Profit & Loss**  
**June 1 through November 30, 2011**

Ordinary Income/Expense	
Income	
Income	
Dockweiler Beach	24,685.00
Snacks	9,475.00
Total Income	<u>34,160.00</u>
Cost of Goods Sold	
Snacks	7,639.00
Total COGS	<u>7,639.00</u>
Gross Profit	<u>26,521.00</u>
Expense	
Bookkeeping	1,200.00
Insurance	
Liability & Property	831.20
Work Comp	480.00
Inventory	2,600.00
Licenses & Permits	209.10
Payroll	
Expenses	127.00
Taxes	956.94
Wages	9,025.81
Utilities	205.92
Rent	<u>4,733.45</u>
Total Expenses	<u>20,369.42</u>
Net Income	<u><b>6,151.58</b></u>



**!!!Spokes N Stuff Bicycle Shop**  
**Profit & Loss**  
**December 1, 2011 through May 31, 2012**

Ordinary Income/Expense	
Income	
Income	
Dockweiler Beach	19,875.00
Snacks	8,220.00
Total Income	<u>28,095.00</u>
Cost of Goods Sold	
Snacks	6,165.00
Total COGS	<u>6,165.00</u>
Gross Profit	<u>21,930.00</u>
Expense	
Bookkeeping	680.00
Insurance	
Liability & Property	1,384.80
Work Comp	615.00
Inventory	1,730.00
Licenses & Permits	251.00
Payroll	
Taxes	566.22
Wages	8,335.50
Repairs & Maintenance	222.75
Utilities	230.36
Rent	<u>2,222.34</u>
Total Expenses	<u>16,237.97</u>
Net Income	<u><b>5,692.03</b></u>

Income Statement/Profit & Loss Statement			
LOCATION:		Spokes 'N Stuff - Dockweiler Beach	
Period:		June 1, 2012 - November 30, 2012	
<b>Revenue:</b>			
Gross Sales			
Less: Sales Returns & Allowances			\$36,980.00
Net Sales			<u>\$36,980.00</u>
<b>Cost of Goods Sold:</b>			
Beginning Inventory	\$		
Add: Purchases	\$	4230.00	
Freight-in	\$		N/A
Direct Labor	\$		
Indirect Expenses	\$		
Less: Ending Inventory	\$	4230.00	
Cost of Goods Sold			<u>- \$ 4230.00</u>
Gross Profit (Loss)			<u>\$32,750.00</u>
<b>Expenses:</b>			
Advertising	\$	350.00	
Equipment/Goods purchase	\$	1800.00	
Car & Truck Expenses	\$		
Commissions & Fees	\$		
Contract Labor (security)	\$		
Depletion	\$		
Depreciation	\$		
Employee Benefit Programs	\$	1457.95	
Insurance	\$	1480.00	
Interest (Mortgage & Others)	\$		
Legal & Professional services	\$	900.00	
Office Expenses	\$		
Pension & Profit Sharing-Plans	\$		
Rent or Lease (vehicles,equip,property)	\$	4852.28	
R&M	\$	785.00	
Operating Supplies	\$		
Taxes & License	\$	251.00	
Travel, meals, & Entertainment	\$		
Utilities	\$	362.75	
Wages	\$	9840.00	
Other Expenses, increase security deposit	\$		
Total expenses			<u>\$ 22,078.98</u>
Net Operating Income or (Loss)			<u>\$ 10,671.02</u>
<b>Other Income:</b>			
Gain or (Loss) on Sales of Assets	\$		
Interest Income	\$		
Total Other Income			\$
Net Income or (Loss)			<u>\$10,671.02</u>
I certify that the above is true and accurate		 Name	
		Date 12/18/12	

**!!!Spokes N Stuff Bicycle Shop**  
**Profit & Loss**  
**December 1, 2012 through May 31, 2013**

Ordinary Income/Expense	
Income	
Dockweiler Beach	18,500.00
Total Income	<u>18,500.00</u>
Cost of Goods Sold	
Snacks	2,005.00
Total COGS	<u>2,005.00</u>
Gross Profit	<u>16,495.00</u>
Expense	
Bookkeeping/Accounting	590.00
Insurance	
Liability & Property	1,249.00
Work Comp	615.00
Inventory	1,849.00
Licenses & Permits	251.00
Payroll	
Taxes	566.00
Wages	8,299.00
Repairs & Maintenance	249.00
Utilities	230.00
Rent	2282.52
Total Expenses	<u>16,180.52</u>
Net Income	<u>314.48</u>

Venice Beach-Bike & Skate Rentals  
Financial Data 2011

Venice Beach Rentals - LAC Department of Beaches and Harbors				
Income Statement/Profit & Loss Statement				
Period: June 1, 2011 - November 30, 2011				
<b>Revenue:</b>				
Gross Sales				\$ 283,201.00
Less: Sales Returns & Allowances				\$ -
Net Sales				<u>\$ 283,201.00</u>
<b>Cost of Goods Sold:</b>				
Beginning Inventory	\$	-		
Add: Purchases	\$	-		
Freight-in	\$	-	N/A	
Direct Labor	\$	-		
Indirect Expenses	\$	-		
				<u>\$ -</u>
Less: Ending Inventory	\$	-		
Cost of Goods Sold				<u>\$ -</u>
Gross Profit (Loss)				<u>\$ 283,201.00</u>
<b>Expenses:</b>				
Advertising		150	0.05%	
Bike & Skate Rentals purchase	\$	8,410	2.97%	
Car & Truck Expensive	\$	63	0.02%	
Commissions & Fees			0.00%	
Contract Labor (security)	\$	994	0.35%	
Depletion			0.00%	
Depreciation			0.00%	
Employee Benefit Programs			0.00%	
Insurance	\$	7,284	2.57%	
Interest (Mortgage & Others)	\$	1,575	0.56%	
Legal & Professional services	\$	5,100	1.80%	
Office Expenses	\$	10	0.00%	
Pension & Profit Sharing-Plans			0.00%	
Rent or Lease (vehicles,equip,property)	\$	144,935	51.18%	
R&M	\$	1,520	0.54%	
Operating Supplies	\$	1,812	0.64%	
Taxes & License	\$	38	0.01%	
Travel, meals, & Entertainment	\$	144	0.05%	
Utilities	\$	5,148	1.82%	
Wages	\$	67,821	23.95%	
Other Expenses, increase security deposit	\$	2,248	0.79%	
Total expenses			87.31%	<u>247,252</u>
Net Operating Income or (Loss)				<u>35,949</u>
<b>Other Income:</b>				
Gain or (Loss) on Sales of Assets	\$	-		
Interest Income	\$	-		
Total Other Income				<u>0</u>
Net Income or (Loss)			12.69%	<u><u>35,949</u></u>
I certify that the above is true and accurate				
<div style="background-color: black; width: 100px; height: 15px; margin: 0 auto;"></div>			11/30/2011	
Name			Date	

Venice Beach-Bike & Skate Rentals  
Financial Data 2012

Venice Beach Rentals - LAC Department of Beaches and Harbors				
Income Statement/Profit & Loss Statement				
Period: June 1, 2012 - November 30, 2012				
<b>Revenue:</b>				
Gross Sales				\$ 282,212.00
Less: Sales Returns & Allowances				\$ -
Net Sales				\$ 282,212.00
<b>Cost of Goods Sold:</b>				
Beginning Inventory	\$	-		
Add: Purchases	\$	-		
Freight-in	\$	-	N/A	
Direct Labor	\$	-		
Indirect Expenses	\$	-		
	\$	-		
Less: Ending Inventory	\$	-		
Cost of Goods Sold				\$ -
Gross Profit (Loss)				\$ 282,212.00
<b>Expenses:</b>				
Advertising			0.00%	
Bike & Skate Rentals purchase	\$	7,696	2.73%	
Car & Truck Expensive			0.00%	
Commissions & Fees			0.00%	
Contract Labor (security)	\$	1,520	0.54%	
Depletion			0.00%	
Depreciation			0.00%	
Employee Benefit Programs			0.00%	
Insurance	\$	4,716	1.67%	
Interest (Mortgage & Others)			0.00%	
Legal & Professional services	\$	4,250	1.51%	
Office Expenses			0.00%	
Pension & Profit Sharing-Plans			0.00%	
Rent or Lease (vehicles,equip,property)	\$	148,487	52.62%	
R&M	\$	534	0.19%	
Operating Supplies	\$	4,034	1.43%	
Taxes & License	\$	3,671	1.30%	
Travel, meals, & Entertainment			0.00%	
Utilities	\$	5,617	1.99%	
Wages	\$	60,845	21.56%	
Other Expenses, increase security deposit	\$	1,476	0.52%	
Total expenses			86.05%	242,844
Net Operating Income or (Loss)				39,368
<b>Other Income:</b>				
Gain or (Loss) on Sales of Assets	\$	-		
Interest Income	\$	-		
Total Other Income				0
Net Income or (Loss)			13.95%	39,368
I certify that the above is true and accurate				
<div style="background-color: black; width: 100px; height: 15px; margin: 0 auto;"></div>			11/30/2012	
Name			Date	

Dockweiler Beach (Bluff Lot)- Hang Gliding  
Financial Data 2012

Profit-Loss Summary  
Windsports International Inc.  
Dockweiler Beach Hang Gliding  
12623 Gridley Street, Sylmar, CA 91342  
818 367 2430

## Profit and Loss Statement

Period: 12/01/11 - 05/31/12

Column1	Column2	Column3	Column4
Revenue			
Gross Sales		\$60,800	
Less Returns			
Gross Margin			\$60,800
Admin Expenses			
Salaries / Wages		\$24,518	
Pensions			
Employee Benefits			
Rent		\$3,831	
Utilities		\$407	
Auto Expense			
Travl Expense / Ent		\$117	
Other Expenses		\$19,571	
State and local tax/Lic.		\$2,223	
Possessory Interest tax			
Depreciation			
Repairs		\$1,838	
Total Bus. Expenses			\$52,505
Profit From Operations			\$8,295.00

**Windsports International Inc.**  
**Profit and Loss Standard**  
**June through November 2012**

**Ordinary Income/Expense**

**Income**

3452 — Tuition - Beach Location	63,720.62
3482 — Rentals - Beach Location	735.00
3484 — Storage - Beach Location	360.00

<b>Total Income</b>	<b>64,815.62</b>
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**Expense**

4505 — Advertising	6,826.40
4550 — Accounting & Legal	660.83
4562 — Bank Service Charges	3,148.20
4571 — Contributions - Political	66.00
4575 — Credit Card Fees	1,740.33
4586 — Dues & Subscriptions	179.17
4610 — Insurance - General	8,790.16
4612 — Insurance - Workers Comp	-134.07
4620 — Lesson Expenses	206.36
4640 — Miscellaneous Expense	34.21
4650 — Office Supplies	212.42
4665 — Promotion	1,373.65
4670 — Rent	5,853.69
4672 — Repairs / Maintenance	1,647.55
4680 — Salaries - Officers	6,219.21
4681 — Salaries - Staff	8,545.64
4690 — Payroll Service Charges	71.28
4691 — Payroll Taxes	1,194.63
4693 — Taxes	1,249.93
4696 — Telephone	905.40
4698 — Travel	33.33
4700 — Utilities	475.46

<b>Total Expense</b>	<b>49,299.78</b>
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<b>Net Income</b>	<b>15,515.84</b>
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### Consumer Price Index - All Urban Consumers

**Series Id:** CUURA421SEHA, CUUSA421SEHA  
**Not Seasonally Adjusted**  
**Area:** Los Angeles-Riverside-Orange County, CA  
**Item:** Rent of primary residence  
**Base Period:** 1982-84=100

**Download:**[.xls](#)

Year	Feb
2010	278.766
2011	282.261
2012	287.007
2013	293.270

**12****-****Month  
Percent  
Change**

**Series Id:** CUURA421SEHA, CUUSA421SEHA  
**Not Seasonally Adjusted**  
**Area:** Los Angeles-Riverside-Orange County, CA  
**Item:** Rent of primary residence  
**Base Period:** 1982-84=100

**Download:**[.xls](#)

Year	Feb
2010	-0.8
2011	1.3
2012	1.7
2013	2.2

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Los Angeles County Department of Beaches and Harbors  
Invitation for Bids  
For Concession Services at County Owned and Operated Beaches and Burton Chace Park  
Projects That May Impact Beach Concessions 2014- 2024

Malibu Surfrider

- During the winter storms of 2005, sand erosion uncovered an underground tank structure. The underground tank was a saltwater intake structure that was constructed in 1929 in connection with a swimming pool on the adjacent historical Adamson House property. This project is to leave the tank in-place on the beach. The tank will be filled with slurry to prevent collapse, sealed, and covered with beach sand. **Project start date mid-January 2014 with completion expected on March 2014.**
- Renovation of public restrooms and replace chain-link fence. **Project start date within the next 10 years.**

Royal Palms

- Replacement and upgrades to existing utility infrastructure. **Project start date within the next 10 years.**

Burton Chace Park

- Upgrade and Expansion of Park, including removal and relocation of existing concession building. **Project start date within the next 10 years.**

Dockweiler State Beach

- Replacement and upgrades to existing utility infrastructure. **Project start date within the next 10 years.**
- Construct sand wall and promenade along parking lots. **Project start date within the next 10 years.**
- Expansion of RV Park. **Project start date within the next 10 years.**

Manhattan Beach

- Replacement and upgrades to existing utility infrastructure; restrooms and concession building. **Project start date within the next 10 years.**

Torrance Beach

- Replacement and upgrades to existing utility infrastructure; restrooms and concession building. **Project start date within the next 10 years.**

Will Rogers State Beach

- Replacement and upgrades to existing utility infrastructure; restrooms and concession buildings. **Project start date within the next 10 years.**
- Replacement of existing concession building at Chautauqua. **Project start date within the next 10 years.**

Zuma Beach

- Replacement of two concession buildings. **Project start date within the next 10 years.**

Venice Beach

- Replacement and upgrades to existing utility infrastructure; restrooms and concession buildings. **Project start date within the next 10 years.**

## IFB Beach Concessions 2014 County-Owned Trade Fixtures

The County believes that the trade fixtures listed below are in the Premises and may be used by Licensee during the License Term. The County has not inspected said trade fixtures, nor does it warrant or certify the availability or condition thereof. The list is not comprehensive. It is recommended that prospective Bidders inspect the Premises to determine the availability and condition of the trade fixtures prior to submitting a bid.

[illegible]

**Invitation to Bids - 2014**  
**Concession Services at County Owned and Operated**  
**Beaches and Burton Chace Park**

**Answers to Frequently Asked Questions**

1. Investigate costs of auto and building insurance premiums before submitting your bid.
  - a. Insurance coverage must be in effect continuously during the term of the License, including periods when the concession is closed for the season.
  - b. Bidder must provide evidence of insurability with the bid.
2. Bidder must furnish a copy of all applicable licenses with the bid.
3. Licensee acknowledges conducting a personal inspection of the Premises and the trade fixtures, and accepts them on an "As-Is" and "With All Faults" basis.
4. Understand the physical layout of Premises. Public access to beaches, traffic routes, bike lanes and walkways cannot be impeded. Unless you have information to the contrary, assume the public is allowed to use (i.e. sit and eat at concession patios).
5. To receive a scoring preference under the Local Small Business Enterprise Preference Program, the Bidder must be certified by the Office of Affirmative Action compliance **at the time the bid is submitted**. Please visit the website <http://laosb.org> and click on the link "Local Small Business Enterprise (SBE)" for further information.
6. Licensee is responsible for adhering to all signage regulations. Burton Chace Park signage must be pre-approved by the Design Control Board (DCB). All other concession premises come under the jurisdiction of the California Coastal Commission regarding signage and the Beach Commission.
7. If you believe that a "Required Form" is not applicable to your Bid, we encourage you to submit the form with a note attached stating your position.
8. Amendments to the IFB can be accessed by visiting our website at <http://beaches.lacounty.gov/wps/portal/dbh/government/> and clicking on "Request for Proposals." It is recommended that you check the website prior to submitting bids.
9. Amendment No. 1 is currently available at our website.
10. **Prior to submittal of a bid**, prospective Bidders must register in the County's WEbVen.
11. Licensee is required to provide services and shall be open for business every day from Memorial Day Weekend through to Labor Day Weekend of each year during the License Term, including the County recognized holidays Memorial Day, Independence Day, and Labor Day. The minimum daily hours of operation during this period of time shall be from 10 a.m. to 5 p.m.
12. A bid must contain a cover page, a table of contents, and Forms 3 through 20.
13. Bidders' questions will be compiled with appropriate answers and issued as an addendum to the IFB on our website by November 27, 2013.
14. The deadline for receipt of bids is December 5, 2013, 3:0 p.m. (PST).
15. The Venice Beach concession premises are comprised of three separate locations.
16. Rents are adjusted each year by an index "Consumer Price Index-All Urban Consumers", "Los Angeles-Riverside-Orange County, CA", "Rent of Primary Residence".
17. Licensee shall pay all utilities and telephone expenses, including installation and hook-up.