

RFP# 1213-31

Proposal for Westwood Grill Restaurant

Made By:
Deryck Courange

7%

For: Jud Foster
Norman Parks & Recreation Department
201-C West Gray
Norman, Ok. 73070

Contact Info:

Deryck Courange
Cell# (405)919-8131
Email: dcourange@cox.net

Jay Gibson
Cell# (405)323-5052
Email: Jg9165@cox.net

Rent Proposing to Pay

I propose paying the following Rent:

7% of gross sales, after sales tax.

-OR-

\$500.00/month: Nov., Dec., Jan., Feb., & Mar

\$1500.00/month for April, May, June, July, & Aug

\$1000.00/month Sept., & October

Whichever is Greater

In the "Notice To Bidders" for RFP #1213-31 the minimum Rent listed by Norman Parks and Rec is \$1000/month or 6% of gross sales, after sales tax, per month. Which ever is greater.

\$1000/month is obviously \$12,000.00/12months

The amount I proposed as the \$amount is also equal to \$12,000.00/12months also.

Re: I found that through the four winter months of November through February, when few people go to the golf course, much less golf a round, there is little to no traffic at the golf course. I saw that the previous restaurants sales, for the past three winters equaled in a month, what one summer day, or two, might.

Previous Experience:

Jay Gibson

A Westwood Golf Course "Volunteer" for the last four years.

Assisting in several aspects of golf tournaments held at Westwood.

A current teacher at Norman North High School

A teacher & head coach with Norman Public Schools since 1990.

Skilled in teaching and training people, and highly organized. As one must be to teach and coach at the same time.

Proposal for Deryck Courange to take over the Operation of the
Westwood Golf Course Restaurant.

Previous Restaurant Experience:

1984-5: Frontier Restaurant / Ramey's Chicken Ranch (same place) – Waiter

1991-1996 Three different Live Music Venues/Bars on Campus Corner in Norman.

First "Eureka 307" was a door person while in school

Then I became the Manager/Bartender.

Then Liberty Drug- Bartender

Then briefly at Café 66(or the Liquid Lounge)- Bartender

My most recent and most relative Restaurant Experience has been with the Hal Smith Restaurant Group working for Boomerang Grille.

1996 – 2011 Boomerang Grille

I worked in Norman, Tulsa, & Oklahoma City.

I was hired as a Manager in 1996

I worked as a Managing Partner or General Manager from 2000 to 2011

Marketing:

I gained experience in several aspects, at different times through 15 years.

-Television Commercials

-Managing our Website

-Mailers, online and snail mail

-Local Donations of Food &/or Gift Certificates

-Charity Event Donations of Gift Certificates & Food.

ex) Golf Tournaments, Taste of Norman, Chocolate Festival and so on.

-I even passed out coupons at kids Ballparks, & in Neighborhoods

Menu Development:

I was involved in all aspects of developing a menu.

- New product development

- Costing out items

- Layout & Design of New Menus

- Training staff to properly prepare new product

Hiring & Firing

-Responsible for hiring & firing of Staff-Including Management

Staff Training

- I was initially fully trained by others to perform in all areas of a restaurant.
- Through the years I have personally trained many employees in those positions.
- I have also been responsible to develop training material for those positions, including for my Managers.

Experience with Health Department & Following Regulations:

When I was in Oklahoma County I was my restaurant's "**Certified Foodservice Operator**"

One person per restaurant is responsible for being sure the restaurant is conforming to all Safety Guidelines. That was different than Cleveland County's Food Handler's Permit that is obtained by each employee.

Since I have been in Norman I have maintained a Food Handler's Permit.

I have dealt with the Cleveland County Health Department successfully in the Restaurant on regular visits, and also at catered events.

Ex) Every OU football home game since 2005 I have set up a remote burger grill outside the Stadium for Delta Sigma Nu business fraternity as their main fundraiser each year. The guidelines you must follow to set up, basically a mobile kitchen & serving area, are very detailed.

Products For Sale

- 1) Entrees, Snacks & Beverages from the menu served at the restaurant
- 2) Snacks & Beverages served from the carts on the course
- 3) Food & Beverage items available through golf tournaments
- 4) Westwood Grill Hats & Tee Shirts
- 5) Gift Certificates

Proposed Services

- 1) Proper Operation of the Restaurant
 - Good Food
 - Good Service
 - Clean
 - Reliable & Friendly Employees (myself included)
- 2) Work with David Lyse, Rick Parish, Bobby Florer & Westwood Golf Course to provide quality, affordable food & beverages for golf tournaments.

I will develop an easy to understand, versatile menu, designed to satisfy golf tournament's specific Food & Beverage needs.
- 3) I will utilize golf carts for distributing snacks & beverages throughout the golf course, as often as is sensible. Properly training cart drivers will be a priority so as not to disrupt golfers & be safe. I also found a business that will look into a more efficient way for golfers to get service on the course, via cell phones & the inter-net. If I am chosen I will pursue this.
- 4) I will set a system up that efficiently moves golfers from the front nine to the back, or through "The Turn", utilizing call ahead ordering, & some fresh pre-made food items. Also, I will look into the use of the inter-net to help this process. At the very least, a phone ahead system that is much more obvious than the current system. Possibly with a direct line phone to a switchboard from near the 8th Tee Box.
- 5) The Westwood Grill website will get and stay updated, and will have some new features if the above tasks (#'s 3&4 above) come out like I am hoping.
- 6) I am hoping to provide new vending machines so that golfers in a hurry can get what they need and keep moving. Just incase there is a line at the restaurant.
- 7) I hope to create an atmosphere that will agree with the golfers, the golf pros, & the restaurant customers alike

When appropriate, I will work with, and communicate my ideas with, the golf pros, so that we may both have more efficient businesses and work environments.

I feel like these services will meet the needs for the hungry & thirsty golfers. It will also keep things moving more efficiently for those not concerned with our food or drinks.

Westwood Grill Menu

BREAKFAST

(Served until 1030am)

One Egg \$
-with hash browns and toast.
(Bacon, sausage, or Ham)

Two Eggs \$
-with hash browns and toast.
(Bacon, sausage, or Ham)

Omelet - Veggie \$
Cheese, Onions, and Tomatoes
-with hash browns and toast \$

Omelet - Meat
with Bacon, Ham, or Sausage \$
-with hash browns and toast

Omelet Wraps
Flour Tortilla wrapped Omelets

-Egg, cheese, and grilled onion \$
-Plus bacon, ham or sausage \$

Pancakes
One- \$
Two- \$
Three- \$

Breakfast Biscuit Sandwich
Egg & Cheese \$
Add Meat: \$
Bacon or Ham

FRUIT:
Apples & Bananas \$

Ala Carte

Biscuits & Gravy, One Egg, Bacon,
Ham, Toast, Hashbrowns...

(Warning: meat / dairy...)

BURGERS

(Served with Chips. Sub Fries for \$)

#1 Grilled Onion Burger \$
with American Cheese

#2 Hamburger \$
Pickle, Onion, Tomato

#3 Chili Cheese Burger \$

#4 Jalepenos Burger \$
with Bacon, & Cheese

#5 Bacon Cheeseburger \$
with Tomato, & Lettuce

#6 Caesar Burger \$
Chopped Lettuce mixed with
homemade Caesar Dressing

#7 Bleu Cheese Burger \$
Grilled Onions and Bleu Cheese

SANDWICHES

(Served with Chips. Sub Fries for \$)

Turkey Club(served hot or*cold*)
Smoked Sliced Turkey, Tomato,
Bacon, & Cheese, on Toast

Chicken Salad Sandwich
Chicken Salad served toasted or not,
if you are in a rush.

Ham Sandwich
Lettuce & Tomato served toasted or
not, if you are in a rush.

Quick Turn Food

(Warning: meat / dairy...)

Beverages

Fountain Drinks:

Small	\$
Large	\$

Bottled Cold Drinks

Sports Drinks	\$
Soda Pop	\$
Juice	\$
WATER	\$

Hot Coffee	\$
-------------------	----

Tea Fresh Brewed:	\$
--------------------------	----

Beer:

12oz Can

Miller Lite	\$
Coors Light	
Coors Regular	
Bud Light	
Bud Regular	
Michelobe Ultra	
Corona	\$
DosXX	
Tecate	

SNACKS

Chips	\$
-------	----

Cookies	\$
---------	----

Nuts	\$
------	----

Crackers	\$
----------	----

Power Bars	\$
------------	----

Breakfast Bars	\$
----------------	----

Snack Bars	\$
------------	----

Candy Bars	\$
------------	----

FRUIT: Apple or Banana	\$
------------------------	----