



August 1, 2019

City of Manitowoc Engineering Office  
900 Quay Street  
Manitowoc, WI. 54220

Dear City of Manitowoc,

The Konop Companies appreciates the opportunity to submit the enclosed proposal for the Manitowoc Parks Concessions.

We strive to give our clients the quality products and service they expect from a vendor. With over 73 years' experience in the food service business, we have the background and the advantage of a long-term experience staff ready to provide quality products and service.

If you have any questions, do not hesitate to call. We will be more than happy to provide any additional information you may require.

Sincerely,

David A. Herrera  
The Konop Companies  
Food Service Director

# **The Konop Companies, Inc.**

1725 Industrial Drive  
Green Bay, WI 54302

## **Corporate Officers**

President  
Vice President  
Secretary/Treasurer

Thomas Konop  
David Konop  
Mary (Konop) Borley

# Aquatic Center Menu

## *Proposed Options*

Nachos and Cheese Sauce	\$2.00
Pretzel and Cheese Sauce	\$2.75
Hot Dog	\$2.75
Pizza Puff	\$2.25
Go-Gurt	\$1.00
Beef and Cheddar Sticks 4 oz	\$3.00
Triple Mix Popcorn Bag 6.5 oz	\$2.50
Fruit Cup	\$2.00
Variety Chips	\$1.00 to \$1.50
Full Size Candies and Candy Bars	\$1.30 to \$1.75
Planters Salted Peanuts 2 oz	\$1.25
Trail Mix 2 oz	\$1.75
Fresh Fruit	\$1.00
Novelty Ice Cream Bars	\$1.50 to \$2.50
Slushy Beverage	\$1.50
Soda Fountain Drinks	\$1.25
Plastic Bottles Beverages	\$1.75

## A Commitment To Excellence

The Konop Companies is committed to excellence in all of our Food Service activities, to be the best in our field.

- To provide our clients and customers with outstanding food service within the framework of client requirements and in keeping with our own high standards.
- To maintain the highest possible level of client satisfaction.
- To provide superior management personnel selection, and on-site supervision in all phases of our operations.
- To provide superior technical assistance to support unit managers in the training of associates, food preparation, menu development, purchasing, merchandising, sanitation, and to supervise the maintenance of high standards of quality.
- To conduct our corporate affairs in a professional manner so that our business activities will be of mutual benefit to our clients, associates, suppliers, the community in which we operate, and all levels of government.
- To conduct our business affairs to provide reasonable and continuous corporate earnings.
- To conduct our corporate affairs in such a way that the firm is recognized as a responsible corporate citizen in the community.

# MONTHLY SAMPLE MARKETING PLAN

We will have multiple signs on monitors and bulletin boards promoting the daily menu along with contests/activities to generate excitement and participation.

Possible ideas include....

## Celebrate Mothers

All mothers receive a free bottle of water with purchase

## July 4<sup>th</sup> Holiday Fruit Cups

Red/white/blue bakery treat (strawberries/pineapple/blueberries)

## “Brain Food” Lunch Bags

Healthy snacks, and bottled water in a Konop lunch bag

## Celebrate Fathers

All fathers receive a free bottle of water with purchase

## Featured beverage

Chilled Strawberry Lemonade

## Summer Picnic

Burger or Brat with bag of chips and a cookie

## Costume Contest

Discounted item for anyone coming in a costume

# The Konop Companies

## *Experience/Qualifications*

### Business Cafes

- Offering full salad bar
- Action Stations
- Daily Core Menu
- Creative Daily Special Entrees
- Fresh Grab and Go items
- Full Beverage and Snack Line

### Catering

- Local Business and private event Caterings
- Weddings
- Grill-Outs
- Business Open House
- Tailgate Parties
- Customized food orders

### Vending

- Food and bakery Items prepared fresh daily
- Only top quality products are used
- Complete in-house Commissary and Bakery assuring quality control
- In-House bakery prepared fresh daily
- Only a 3-6 day shelf life for guaranteed freshness
- 3-week menu cycle

### Micro Markets

- Inter-active Food Market, that allows you to shop, scan, and pay
- Open market convenient store 24/7
- Variety of healthy choice options guaranteed freshness
- Loyalty program incentives

### Office Coffee and Bottled Water Service

- Extensive collection of fresh, finely crafted coffee and tea blends
- Customized coffee equipment
- Full cleaning and maintenance of all equipment
- Install of Nicolet 5-gallon water and cooler, includes racking for bottle storage
- Natural Choice ION water cooler options available

## References

American Food Group-East River  
800 University Ave  
Green Bay, WI  
Nate Carlton  
[ncarlton@americanfoodsgroup.com](mailto:ncarlton@americanfoodsgroup.com)  
920-436-2014

Notre Dame Academy  
610 Mary Hill  
Green Bay, WI  
Ken Flaten  
[kflaten@notredameacademy.com](mailto:kflaten@notredameacademy.com)  
920-429-6137

Manitowoc ADRC  
1703 Michigan Ave  
Manitowoc, WI  
Kim Loose  
[kimloose@co.manitowoc.wi.us](mailto:kimloose@co.manitowoc.wi.us)  
920-323-5590

Greater Green Bay YMCA  
601 Cardinal Lane  
Green Bay, WI  
Patti Ross  
[patti.ross@greenbayymca.org](mailto:patti.ross@greenbayymca.org)  
920-436-9675

WPS-WE Energies  
700 N. Adams St  
Green Bay, WI  
Carol Dart - Facilities Project Coordinator  
[carol.dart@wecenergygroup.com](mailto:carol.dart@wecenergygroup.com)  
920-433-1780

## Proof of Sales

- Proof of Sale will be shown through a POS (point of sale) report
- Report(s) will consist of mid-day financial, end of day financial, and variance of food item sold
- Weekly money audits will be conducted by supervisor
- Commission rate of 7% of total sales will be paid to the City of Manitowoc on a monthly basis