



City of Coral Gables
CITY COMMISSION MEETING
October 10, 2023

ITEM TITLE:

Resolution. A Resolution of the City Commission of the City of Coral Gables, Florida waiving the competitive process of the Procurement Code and authorizing the City Manager and the City Attorney to negotiate and execute a 90-day License Agreement (with additional extensions up to 90 days at the City Manager’s discretion), to engage a Licensee for the operation of the café space at the Coral Gables Golf and Country Club.

BRIEF HISTORY:

In May 2022, following years of management by a private operator, the city began managing and operating the city-owned Coral Gables Golf & Country Club (the “Country Club”). Pursuant to Resolution No. 2022-46, the City Commission waived the competitive process for a twelve-month period for, among other things, the engagement of vendors for services and any leases necessary for the continuity of services.

On May 31, 2022, the City and Fresh AN, LLC (the “Concessionaire”) entered into a one-year Concession Agreement (8/22/22-8/21/23), for the operation of the café space located at the Country Club (the “Concession Agreement”). On August 22, 2023, pursuant to Resolution No. 2023-227, the City Commission waived the competitive process of the Procurement Code with respect to operation of the café space located at the Country Club and authorized an extension through September 30, 2023, so that City staff and the Concessionaire could negotiate terms for a two-year extension of the Concession Agreement.

On September 26, 2023, pursuant to Resolution No. 2023-276, the City Commission authorized another extension to the Concession Agreement (until October 31, 2023) to allow the Concessionaire additional time to provide the city with the documentation needed to evaluate/negotiate the two-year extension. At a meeting held with the City on September 11, 2023, the Concessionaire had agreed to submit the required documentation by September 29, 2023.

On September 27, 2023, the City received confirmation from Fresh AN, LLC’s Manager of record, Veronique Youbi, that the Concessionaire wished to end the negotiation process, cease café operations at the end of the September 30, 2023, extension, and pursuant to the terms of the Concession Agreement, remove all personal property from the café space by October 3, 2023.

In order to ensure that the Country Club café space continues to operate and provide food and beverage services to Country Club members, the surrounding neighborhood, and Coral Gables residents, the proposed Resolution waives the competitive process of the Procurement Code and authorizes the City Manager, and the City Attorney to negotiate and execute a 90-day License Agreement (with additional extensions up to 90 days at the City Manager’s discretion), for

operation of the café space at the Country Club so that the City Manager may explore longer-term options for engaging an experienced Licensee with a viable business plan and business terms that will be mutually favorable to both the Licensee and the City for the operation of the café space at the Country Club.

The City Manager is further authorized to negotiate with potential Licensees for the longer-term operation of the Country Club Café space. Any subsequent License Agreement would be presented to the City Commission for approval.

ATTACHMENT(S):

FINANCIAL INFORMATION:

No.	Amount	Account No.	Source of Funds
1.			
Total:			

Fiscal Impact:

The 90-day License Agreement (with additional extensions up to 90 days at the City Manager’s discretion) ensures that the City maintains revenue-generating operations at the Country Club café while the City Manager explores longer-term options for engaging an experienced Licensee with a viable business plan and favorable business terms that will generate revenue for the City going-forward.

BUSINES IMPACT:

N/A