

AGENDA ITEM 16**Consider awarding proposal received for the Parks & Recreation Department's Food & Beverage Concession Services to Heartland Food Group.**

Jim Rodgers addressed the court regarding a proposal by Heartland Food Group by which concessions would be served on county property and from which the county would collect 30% of the profits.

Moved: **Commissioner Limmer**

Seconded: **Commissioner Hays**

Motion: To award proposal received for the Parks & Recreation Department's Food & Beverage Concession Services to Heartland Food Group.

Vote: 4 - 0

< Attachment >



Williamson County

Parks and Recreation Department

Memorandum

TO: John Doerfler, Judge
Commissioners
Williamson County

FROM: Jim Rodgers
Parks and Recreation

DATE: October 28, 2003,

RE: Proposal # 04WCAP104 Award

Food and Beverage Concession Services for the Regional Park on CR 175 were advertised and proposals were received on October 15, 2003 by the purchasing department. These concession services will provide a consistent presence at the regional park for park users and income for the County.

I am recommending award be made to Heartland Food Group represented by Kenneth Hanon. Heartland was the only bidder in two advertisings. I spoke with quite a few interested parties but with our range of service requirements, from very large 3 day tournaments to regular Saturday game days, we are seemingly too big for the mom and pop operation and not quite large enough for the big concessionaires. Heartland proposed a commission of 30% on the gross sales after taxes to the County. The percentage offered is higher than anticipated. Heartland's references are good and reflect a positive attitude of learning and responding to the customers needs.

approved 11-4-03
John C. Doerfler

WILLIAMSON COUNTY PROPOSAL FORM
FOOD AND BEVERAGE CONCESSION SERVICES
FOR THE PARKS AND RECREATION DEPARTMENT

PROPOSAL NUMBER: 04WCAP104

NAME OF PROPOSER: Heartland Food Group

Mailing Address: 509 N. Fredonia

City: Longview State: Texas Zip: 75601

Email Address: EastTexas8@aol.com

Telephone: (903) 553-1186 Fax (903) 553-1317

Percentage to County; % of gross after taxes 30%

COPY

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, Specifications, and Special Provisions for the amount(s) shown on the accompanying proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

 Date of PROPOSAL: Oct 15, 2003
Signature of Person Authorized to Sign Proposal

Printed Name and Title of Signer: Kenneth Hanon, President

DO NOT SIGN OR SUBMIT WITHOUT READING ENTIRE DOCUMENT

Signature required on awarded proposal only.

Hon. John C. Doerfler, County Judge
for the Williamson County Commissioners Court

Date



**Proposal for
Food & Beverage Concession Services**

Hours of Operation: TBA

Days of Operation: TBA

Food: Hamburgers, Hot Dogs, Sub-sandwiches, Link-on-a-Stick, Corn Dogs, Pizza-by-the-Slice, Bar-B-Q, Nachos, Ice Cream, Snow Cones, Pop Corn & Carmel, Funnel Cakes, Cookies

Beverages: Sodas, Lemonade, Frozen Fruit Drinks, Shakes, Bottle Water, and Juices

Equipment: Vendor will provide all necessary equipment as needed. (Deep Fryer, icemaker, pizza oven, fountain machine, frozen drink machines, box warmer, etc.)

Rental Equipment: Vendor will rent all equipment for special events. (Tents, chairs, tables, food carts, etc.)

Personnel: Vendor will provide and train all staff as needed, including special event staff. Vendor is a licensed private security company and will provide security as needed or requested by Williamson County.

Accounting: Vendor will provide Williamson County's officials with documentation of sales and expenditures on a monthly basis. Vendor will make deposits of Williamson County's percentage (30%) each consecutive month.

Staff Rate of Pay: Vendor will enter into an agreement with Williamson County to determine a fair and average rate of hourly pay for staff employees.



History & Background

East Texas Transit Systems, Inc. D/B/A Heartland Food Group is a private, for-profit corporation organized under the laws of the State of Texas. The corporation is a consortium made up of individuals from various sectors of the private industry. The board and the company's key staff consist of individuals who have expertise in operating a variety of businesses. These individuals have experience in personnel, communications, management, and state and federal regulations.

Heartland Food Group is currently operating a 200 seating capacity restaurant in the Best Western Inn located in Longview, Texas. The company is currently seeking opportunities to re-open several of the closed Denny's restaurants within the State of Texas. The company further plans to seek opportunities with college, universities, and public schools to operate and manage food and beverage services at these entities.

The company has five (5) divisions: 1) **ETRAN**, provides transportation services; 2) **Trans-Texas Security**, provides security guard, armored car and Private Investigation Services; 3) **TexTran-CTM**, provides construction, technology and maintenance services; 4) **Productive Consulting Resources**, provides personnel, human resources, and consulting services; and 5) **Heartland Food Group** is our food and beverage management organization. **Texas Crime Prevention Bureau** is our new division, is being implement to operate and manage correctional facilities. The company is in the process of recruiting experience personnel whom has worked with Texas Department of Criminal Justice, Law Enforcement Agencies, and correctional facilities.

Objectives: Profitability, Productivity, and Service in any company have many requirements beginning with mutual understanding, problem resolution, better teamwork and clear communication. In order to service the customer, we offer complete employment services including: (1) Hiring and Training, (2) Recruiting and Placement, (3) Interviewing and Screening, (4) Pre- and Post- Employment Drug Testing, and (5) Criminal Background Checks.

Administration: To maximize the quality of services to Williamson County, the administration proposed service is a consortium, **Heartland Food Group** and **Productive Consulting Resources (PCR)**. **PCR** staff members have been in business since 1995 and has established a reputation for providing high quality seminars; management assistance programs; services to assist employer/employee relationships, increase productivity; raise employee morale; and problem resolution. **PCR** has provided services to companies such as Lockheed Martin, Motorola, and several others Fortune 500 companies. **PCR's** staff will focus primarily on training employees on policies and procedures and other materials that are relevant to maximizing productivity. **PCR** primary duties are to employ and train staff for the Food & Beverage operation.

Heartland Food Group primary duties are to operate and manage the Food and Beverage Concession Operations. The selected resident manager is Mr. Robert Smith whom previous experience includes; *The Yacht Club* located in Bastrop, Texas and the *Austin Convention Center*. Mr. Smith is a native of the City of Austin and is familiar with local economy. He was previously employed by the Fine Host Corporation. This includes providing a complete turnkey food and beverage operation.

Heart land Food Group

Management

Richardo Penchenon – Master Chef 32 years Food & Beverage Operation

- Convention
- Private parties
- Wedding Reception
- Grand Openings
- Universities & Colleges
- Fashion Galleries
- Market and Trade Shows

Wilford Coates – Food & Beverage Administrator 27 Years

- Catering Manager
- Event Manager
- Sales & Promotions
- Advertising & Marketing
- Staffing
- Quality Control

Robert Smith – Convention Center Host

- Event Sponsor
- Ticket Sales
- Reservation

Return of the chef

Rick Pencheon hopes for success as restaurateur

By MIKE ELSWICK
Business Editor

Chef Rick Pencheon, a longtime mainstay at the former Holiday Inn, has returned to the property now operated as the Best Western Inn and Conference Center. He's the chef/owner of Apple Woods Restaurant.

Located in the hotel property at 3119 Estes Parkway, Apple Woods is open for breakfast, lunch and dinner, said Pencheon, who was head chef at the former Teddy's Restaurant on the property for about 15 years. He left in 1997 to work in the Dallas area.

Pencheon said he is excited about being back. "I've seen a lot of people I've known for years who have stopped back by," he said. "This is my first time on my own. There's a lot more hours, but I've been pleased with the response and the fact that business is picking up."

Apple Woods serves a buffet from 11 a.m. until 2 p.m. every day except Saturday. On Sundays, the buffet features two carved meats and two other main entrees, he said.

"We also feature our homemade cobblers, which are real popular," he said.

Apple Woods provides catering and has on-site banquet facilities and meeting rooms for large and small groups.

"We've already booked with a lot of sports banquets, reunions, receptions and other events," Pencheon said.

Besides the noon buffet, Apple Woods offers full breakfast and dinner menus, Pencheon said.

Omelets, breakfast steaks, pork chops, french toast, pancakes and other items are available for breakfast. Apple Woods' dinner menu includes appetizers, soups, salads, seafood, steak, and pork chops. Pencheon said all soups and sauces are homemade.

Lemon baked catfish and



Kevin Green/News-Journal Photo

Rick Pencheon, chef/co-owner of Apple Woods Restaurant at the Best Western Inn and Conference Center, has re-opened the eatery. Breakfast is served from 6 a.m. until 11 a.m.; dinner is from 5 p.m. to 9 p.m. The restaurant offers a lunch buffet every day except Saturday.

chicken fried steak are among the specialties the Apple Woods crew will be serving up, he said.

Pencheon re-opened the restaurant in mid-March, after it had been closed last fall, and he has a partner in the business. "Our plans right now are to rebuild the business and get people in the habit of coming back," he said.

Pencheon said that for

holidays such as Mother's Day, Thanksgiving and Easter, the restaurant will have special buffet offerings.

For banquets and special meetings, Pencheon said, he will work with organizers to tailor a menu to fit their needs. For instance, Apple Woods can do seafood buffets, Mexican buffets, and a French-themed buffet, among others, he said.

Red Lobster is the place to be.

ing American steaks.



Chef Ricardo Pencheon got the inspiration for his delicious dishes from the great chefs of Dallas.

Brandi Renee's Cafe offers something for everyone!

Chef Ricardo Pencheon offers many taste-tempting reasons for you to add Brandi Renee's Cafe to your "hot spots to dine out" list. Chef Ricardo began his interest in food preparation in his grandparents' bakery and started his training in a New York restaurant. Working his way up through many hotel kitchens, he got his inspiration to be a great chef while working under some of the masters in Dallas. His two newest menu entrees, halibut steak with chili butter and honey-line glazed chicken, show his flare for the unusual. The Caesar Salad served at Brandi Renee's comes with every topping imaginable. Romaine lettuce tossed with their special Caesar dressing, Parmesan cheese and garlic proutrons can be served by itself, with anchovies, grilled chicken, blackened chicken, broiled salmon or boiled shrimp. Several pasta dishes are offered including Fettucini Alfredo, Primavera, with or without chicken and Pasta Marinara. Don't rule out Brandi Renee's for breakfast and lunch either. Their "Sustained", Sandwich Buffet offers two soups, a large array of salads and a "Build Your Own Sandwich Bar". Sunday brunch offers Belgian waffles and made to order light and fluffy omelettes. To finish off any meal, Chef Ricardo suggests Amaretto Chocolate Cake, a super sundae or his famous Chocolate Ecstasy consisting of a chewy chocolate brownie, ice cream, hot fudge and whipped cream. Located inside Sheraton/TexasKana at 5301 N. State Line, Brandi Renee's is a must-visit.

Cook at restaurant used to hot kitchens

By JUNE FORD

Staff Writer

Hot, steamy kitchens are no stranger to chef Ricky Panchen, who thrives on cooking new items for Teddy's Restaurant in the Holiday Inn in Frisco. Panchen, 31, a native of the Dallas area, moved to New York City when he was 17. Once he reached New York, he began working in a kitchen to support himself and then returned to school. He graduated from high school and then attended a chef's school, learning most everything from a chef cook in Dallas, he said.

Panchen, 31, learned from observing and apprenticeship with chefs. "I think that's the best way to learn. I worked with a lot of people who went to school and can't cook an egg," said Panchen, who has little interest in ever attending a formal cooking school.

Since learning to cook, Panchen has worked in exclusive country clubs and several hotels in Dallas, including the Hyatt Regency and Marriott. At a chef, Panchen orders all the food, hires kitchen employees and makes sure everything served is correctly prepared and appetizing. He taught himself to cook by watching his father, a local man who milks and breeds cattle. Panchen said he rarely cooks for himself.

"I like picking up (sampling) the food while I'm working. I don't eat much," he said.

And she said his favorite thing to cook is "what else?" "Soup," he said. "It's fun making fresh soup. Not the kind you get a can of, but if you know what you're doing, soup and sauce are two things you can only make." "You know what you're doing," she said. "I know," Panchen said. "It's really hard to travel. I'd like to make a good soup, but I don't."

"Someday I would like to do a can of soup pretty at a banquet," he said.

by a chef Ricky Panchen prepares bill



Support Services

Kenneth Hanon – President

Mr. Hanon has over 20 years of experience in the Food & Beverage industry beginning in the mid 80's as an associate with *Der Deli* the 4th largest catering operation in the Dallas-Ft. Worth area. *Der Deli* performed services to many prominent Dallas business and businessmen, such as Trammel Crow Company, Dallas Market Center, NAPPA Company, Richardson Convention Center, and many others. In the early 90's Mr. Hanon establish "*Mr. Cater*" to continue the catering services after the owners of *Der Deli* moved into the operation of the Harvey Hotel chain. Mr. Hanon later open the Little Buffet in East Texas to expand his operations to East Texas.

He has also served as a business consultants for various businesses, including providing accounting, tax planning and organizational development. Services ranged from economic development, partnership, corporations, and individual proprietorship.

Gale Minchew – Human Resource Manager

Ms. Minchew is the HR director for East Texas Transit Systems, Inc. and its five divisions. She possess an extensive education in management, human resources/relations and training and is currently continuing her education with an M.B.A. Ms. Minchew provides management responsibilities for staffing and personnel management and is familiar with contract management and compliance and the importance of quality assurance measures in the private and government relationship. Ms. Minchew's philosophy incorporates quality training of staff to insure client satisfaction and proper compliance with contract regulations. Her experience includes general accounting, grant writing and contract procurement, and presenting a variety of training programs including, but not limited to sexual harassment, stress management, conflict resolution, and ADA requirements.

Heart land Food Group

References

Christian Motorcyclist Association
Mr. Clayton E. Thornton
(903) 759-6301

Flour Daniel Company
Mr. Renny Eaves
(903) 836-6416

Diocese of Tyler
Mr. Larry Benzmilller
(903) 276-4238

Multi-Chem
Mr. Calvin
(903) 643-0339

Similar Services

Texas Forest Service (Current Contract)
Ms. Donna Valentine
(936) 546-3084

City of Longview
Party-n-the-Park (Weekly Sunday Summer Event 1996)
Chief Johnny Upton/Paul Boorman
(903) 237-1122


Urban League
Easter Picnic/Dinner



FINANCIALS
Statement of Conditions

At the time of the submission of this proposal, neither East Texas Transit Systems, Inc., nor any of its principals, nor any of its division has filed bankruptcy. There is one lawsuit pending for \$14,000 against the security division (Trans Texas Security) in which a counterclaim has been filed for \$50,000 due to the subcontractor breach of agreement.

At the time of this proposal East Texas Transit Systems, Inc. nor any of its division is for sale, nor is there any sale anticipated.


Kenneth Hanon, President



August 21, 2003

East Texas Transit Systems, Inc.
Kenneth Hanson, President
509 N. Fredonia
Longview, TX 75601

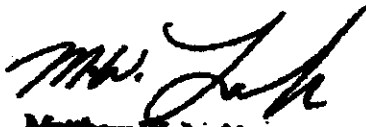
Dear Mr. Hanson:

This letter is in response to your request for an increase in the maximum amount of outstanding credit to your company under the Security Agreement between our companies to one million dollars (\$1,000,000.00).

Working Capital Company would be pleased to amend the Security Agreement to reflect this new amount. Please keep in mind that any such increase in funding would be based on eligible accounts receivable as defined in the Security Agreement.

I'll have my office draft up the appropriate amendment for your review by early next week. Please let me know if Working Capital Company can be of further service.

Sincerely,


Matthew W. Larkin
CEO

MedCo Financials

Main Office:
1401 SW 11 St
Fort Lauderdale, Florida 33325
(954) 442-0216
Fax: (954) 442-0201

Main Office:
8901 NW 22nd St.
Miami, Florida 33147
(305) 555-0216

August 19, 2003

Mr. Kenneth Hanon, President
East Texas Transit Systems, Inc.
D/B/A Texas Crime Prevention Bureau
509 N. Fredonia
Longview, Texas 75601


RE: Business Capital

Dear Mr. Hanon,

This letter is to confirm our phone conversation in reference to your company capital needs. I am happy to say that we can provide your company up to \$4 million monthly of working capital. Please be advised that we will need a copy of your contract with the appropriate state or federal agency for our records.

If you have any questions, please call me immediately. We are looking forward to assisting you in the near future. We wish you the best of luck in your business ventures.

Sincerely,


Bryan Miller
Consultant and Management

*App. Financing

AGENDA ITEM 17

Consider re-awarding existing contract with Philpott Motor Company for marked patrol vehicles at a cost of \$29,450.00 per unit for the period of November 5, 2003 through November 4, 2004.

Moved: **Commissioner Limmer**

Seconded: **Commissioner Hays**

Motion: To re-award existing contract with Philpott Motor Company for marked patrol vehicles at a cost of \$29,450.00 per unit (radios not included) for the period of November 5, 2003 through November 4, 2004.

Vote: 4 - 0

AGENDA ITEM 18

Consider authorizing Sheriff's Office vehicles for trade in.

Moved: **Commissioner Limmer**

Seconded: **Commissioner Hays**

Motion: To authorize Sheriff's Office vehicles for trade in.

Vote: 4 - 0

< Attachment >