



RECREATION RESTAURANT/BAR SUB-COMMITTEE

Agenda

Administration Conference Room
Friday, October 4, 2019
10:00 a.m.

- 1. Call to Order/Pledge of Allegiance**
- 2. Roll Call/Notice of Quorum**
- 3. Chairs Announcements**
 - a. Introduction of Guests and Staff
 - i. Linda Stone, GRF President
 - ii. Randy Ankeny, Executive Director
 - iii. Terry De Leon, Recreation Director
 - iv. Marcy Kmiecniak, Recording Secretary
 - b. Rules of Order
 - c. Chairs Comments
- 4. Shareholder/Member Comments – *(Limited to 3 minutes per person)***
- 5. Approval of Minutes**
 - a. Minutes of Regular Meeting, August 13, 2019 (pp. 1-3)
- 6. Correspondence**
 - a. Restaurant/Bar Concerns – S. Merrifield (pp. 4-5)
- 7. Staff Reports (n/a)**
- 8. Subcommittee Reports (n/a)**
- 9. Unfinished Business (n/a)**
- 10. New Business**
 - a. Professional Services – Feasibility Study (pp. 8-22)
- 11. Governing Documents (n/a)**
- 12. President's Comments**
- 13. Future Agenda Items**
- 14. Next Meeting**

To be determined
- 15. Adjournment**



RECREATION RESTAURANT/BAR SUB-COMMITTEE MINUTES

August 13, 2019

The Recreation Restaurant Sub-Committee meeting was called to order at 1:00 p.m. by Chair Perrotti on Tuesday, August 13, 2019, in the Administration Conference Room, followed by the Pledge of Allegiance.

ROLL CALL

Present: Mrs. L. Perrotti, Chair
Ms. M. Gerber
Ms. L. Baidack
Mr. L. Melody
Ms. I. Heinrichs
Ms. J. Dunagan
Mr. B. Lukoff
Ms. L. Stone, Ex-Officio

Absent: Mr. R. Carson

Also Present: Mr. R. Ankeny, Executive Director
Mr. T. De Leon, Recreation Director
Ms. M. Kmiecik, Recording Secretary
22 Shareholders/Foundation Members

RULES OF ORDER

Chair Perrotti reviewed group norms, and asked Committee members and guests to be on time; respect the speaker, do not interrupt and have one conversation at a time; wait to be called; be present and productive; no side bar conversations; turn off or silent cell phones, and treat everyone how they would like to be treated.

CHAIR'S ANNOUNCEMENTS

Chair Perrotti provided a brief update on current Committee projects and introduced guests and staff Recreation Director Terry De Leon, and Recording Secretary Marcy Kmiecik.

SHAREHOLDER/MEMBER COMMENTS – Agenda Items Only

Fourteen (14) Shareholders/Members commented on items pertaining to the agenda.

APPROVAL OF MINUTES

The minutes of the April 18, 2019, Sub-Committee meeting were approved, as presented.

CORRESPONDENCE

The Committee reviewed four (4) pieces of correspondence regarding the Restaurant/Bar Questionnaire.

STAFF REPORTS

There were no staff reports discussed at the time of the meeting.

SUBCOMMITTEE REPORTS

There were no Subcommittee reports discussed at the time of the meeting.

PRESIDENT'S COMMENTS

The President commented on various items pertaining to the agenda throughout the meeting.

UNFINISHED BUSINESS

There was no Unfinished Business at the time of the meeting.

NEW BUSINESS

Restaurant/Bar Questionnaire Results

Following a brief discussion, Ms. Heinrichs MOTIONED, seconded by Ms. Baidack and carried unanimously-

TO request the Executive Director seek legal advice regarding two items (BYOB and disclosure of space) and authorize the Committee Chair and GRF President approve the questions prior to being forwarded to legal.

Restaurant/Bar Questionnaire Spreadsheet

Following a brief discussion, Mr. Melody MOTIONED, seconded by Ms. Dunagan and carried unanimously-

TO request staff schedule a meeting with no less than three (3) restaurateurs and/or consultants to review the available space within Clubhouse One and Clubhouse Two.

GOVERNING DOCUMENTS

There were no Governing Documents to review at the time of the meeting.

NEXT MEETING

To be determined

ADJOURNMENT

Chair Perrotti adjourned the meeting at 2:23 p.m.

Leah Perrotti, Chair
RECREATION RESTAURANT/BAR SUB-COMMITTEE
Mk 08-13-19

DRAFT

On Aug 25, 2019, at 10:03 PM, Signe Merrifield wrote:

To Members Of The Recreation Committee and the Restaurant Bar Subcommittee,

I originally sent this email to members of the Recreation Committee and the Restaurant Bar Subcommittee on April 16th.

Because I never received any acknowledgement, that my email had been received by the members of these committees, I am resending it.

Please send me acknowledgement that my email has been received, and print it in the agendas for the meetings of these committees.

Because of my work schedule, I cannot attend these meetings and present my views in person.

Just because Laguna Woods Village has an onsite restaurant/bar, does not mean that it is a good idea for our community. There are major differences between our communities.

Laguna Woods Village is almost 4 square miles and occupies about 90 per cent of Laguna Woods, which has a population of 16,192. It is surrounded by Crystal Cove State Park, Irvine, Laguna Hills, Aliso Viejo, and Laguna Beach.

Leisure World is about 1 square mile, has a population of approximately 9,000 and is located in Seal Beach, which has a population of 24,168. We are surrounded by Long Beach, Los Alamitos, Westminster, and Huntington Beach. We are situated in a much more densely populated area, than Laguna Woods Village.

Why do we need to spend money on a restaurant/bar for Leisure World? According to the March 19th Agenda, the restaurant/bar at Laguna Woods Village has exclusive rights to catering events at Laguna Woods Village. It also costs GRF money, because GRF pays for the maintenance of the building and the utilities.

I do not understand, why we need an onsite restaurant/bar, when we have access to lots of good restaurants, offering a wide variety of cuisines, in a range of prices, which are just a few minutes' drive away? Furthermore, if I decide to have an event at one of the clubhouses, I do not like the idea of having to use the onsite restaurant/bar to cater my event. Why should I have to limit my choice of a caterer to the onsite restaurant/bar, when there are so many great restaurants and caterers nearby?

I do not accept the argument, that some residents would like an onsite restaurant/bar, because their limited mobility does not allow them to drive to restaurants outside of Leisure World. First of all, we are supposed to be a community for active adults, and not an assisted living community. Secondly, for those residents, who have limited mobility, they can consider the many options that are available for having prepared meals delivered to their apartments.

I also do not accept the argument, that by adding the amenity of an onsite restaurant/bar, that it will increase the value of my apartment. My one bedroom, partially expanded apartment, is

worth what a buyer wants to pay for it. The potential buyers for my apartment, will probably be middle class people, looking for an apartment that is affordable, in a area that has extremely high rents. They will want an assessment that is affordable and will not want to pay for a lot of fancy amenities that they will not be using. In short, potential buyers for my apartment, will be looking for affordability and good value, and not fancy amenities.

There seems to be a faction in our community, which is pushing for more fancy amenities, so that we can become more upscale, like Laguna Woods Village and appeal to more affluent buyers. If we try to become Laguna Woods Village, we will fail. We simply cannot compete in the upscale housing market. We will never have 5 swimming pools, a 27 hole golf course, a 9 hole golf course, 10 tennis courts, 3 fitness centers, and horse stables, like Laguna Woods Village. If we try to become more upscale, like Laguna Woods Village, we will end up not being fancy enough for the upscale housing market and too fancy for the middle class housing market.

In short, Leisure World will not appeal to buyers in either market.

So let's accept the fact, that we were created to provide affordable housing for middle class buyers, looking for good value. Currently, there is an oversupply of upscale housing for affluent buyers and an under supply of housing for middle class buyers. It makes no sense for GRF to add fancier amenities, which will cause the assessment to go up, and result in our community no longer being attractive to middle class buyers. If my apartment does not appeal to upscale buyers and it does not appeal to middle class buyers, then who is going to buy it? And if no one wants to buy my apartment, then it is worth absolutely nothing.

Signe Merrifield
Mutual 16



COMMITTEE ACTION REQUEST

TO: RESTAURANT & BAR SUBCOMMITTEE
FROM: EXECUTIVE DIRECTOR (RA)
SUBJECT: PROFESSIONAL SERVICES - FEASIBILITY STUDY
DATE: SEPTEMBER 18, 2019
CC: FILE

Per the approved action of the Restaurant and Bar Subcommittee on August 13, 2019:

TO request staff schedule a meeting with no less than three (3) restauranters and/or consultants to review the available space within Clubhouse One and Clubhouse Two.

Three qualified consultants were contacted and were requested to provide an estimate for a general feasibility study, proposals attached:

The Gilkey Restaurant Consulting Group	\$3,000
New School	\$10,000
Savory Hospitality Consulting	\$2,300



Presents

Proposal of engagement to

Randy L. Ankeny

Leisure World



September 13, 2019

Dear Mr. Ankeny -

Thank you for the opportunity to present this proposal for your review.

I enjoyed speaking with you and learning about Leisure World in Seal Beach, California. Your project is an exciting opportunity for our team and if we are fortunate to earn your trust, I am confident we can assess the feasibility of investing capital into Clubhouse 2 in hopes of leasing the space to a restaurateur.

Our feasibility analysis will include analysis of concepts that would be attractive in that location, developing an itemized capital budget for investment and establishing an ROI as compared to current market lease rates for restaurant properties in Seal Beach.

If you are interested in speaking with some of our satisfied clients, towards the back of this proposal you will find a listing of references for your review. You'll find we take great pride in conducting business with the highest level of integrity and have earned the privilege to be called back time and again.

Thank you for the opportunity to present this proposal for your review. I look forward to hearing from you soon.

Scott Gilkey

Principal The Gilkey Restaurant Consulting Group

Scope of Work - Deliverables

Phase I

PROJECT LAUNCH

The project will begin with The Gilkey Restaurant Consulting Group (TGRCG) leading Leisure World (LW) executive team in a kickoff meeting. We will review LW's long-term vision for their property and resident dining preferences specifically. We will establish expectations for performance and review ideal outcomes for the study. This session ensures total alignment before our analysis begins.

SITE ASSESSMENT – FEASIBILITY STUDY

A site assessment and feasibility study provide the information necessary to evaluate the probability of success and risks associated with investing in a restaurant in a specified location. Our team will evaluate Leisure World's "Clubhouse 2" location and analyze the feasibility of investing the capital necessary to lease it to local restaurateurs. TGRCG study will include but not be limited to following topics.

- ✓ Conduct site visit to examine nuances of Clubhouse 2 and its ability to become an attractive restaurant space.
- ✓ Review and identify all possible traffic and parking barriers associated with the current site.
- ✓ Review Leisure World resident demographics and assess their concept preferences and demand.
- ✓ Analyze the competing restaurants in the immediate trade area to assess strong and weak performers to establish concept opportunities to exploit.
- ✓ Present our recommendations on restaurant brands and concepts that best fit the location.
- ✓ Develop a comprehensive "all-in" capital budget based on concept preferences to include FFE, tenant improvements and related soft costs.
- ✓ Analyze current market lease rates and CAM's for restaurant properties.
- ✓ Present the expected ROI given capital investment and current market lease rates.

Deliverables

TGRCG deliverable for Phase 1 will be a detailed report outlining our findings and recommendations. We believe the assessment can be accomplished in two days plus two days to write the report. To make the best use of our time, we request an appropriate schedule be negotiated with the LW owners and management which enables us to overlap with key individuals so we can review the necessary information to complete the study. Once the LW ownership, executives and staff have reviewed the plan, TGRCG will then present a proposal for implementation of the plan if requested by the owners.

Project Fee

\$3,000 (three thousand dollars) in professional fees plus approved expenses as needed

Fee schedule:

\$2,000	<i>engagement deposit</i>
\$1,000	<i>at 100% completion</i>

Professional References

Mr. Ankeny, thank you for the opportunity to present this list of professional references for your review. Believing strongly that there is nothing more deserved than one's reputation, we are proud to offer a listing of our satisfied clients. Please do not hesitate to let me know if you need anything else.

URTH CAFFE

Urth Caffe has a large commissary that supports the food program for each of their caffe's. This commissary prepares and delivers food to each caffe daily. Our first assignment was to standardize all Urth Caffe production recipes. Previously there was no recipe manual for the team member's use and this was causing food quality inconsistencies. TGRCG Chef team worked side by side with the Urth Caffe Chef team selecting a recipe software system, memorializing and programing that database with all recipes for use.

Our next assignment was to create their recipe-costing database and implement a real time inventory pricing system.

More recently the Urth team requested TGRCG to assist them in creating their standard operations manual for the corporate management team and future licensee use. This included all operating systems used at Urth Caffe so Urth Caffe management could train and guide their licensee's nationally and internationally.

Henry Versendaal – CFO – Henry@urthcaffe.com – 213-797-4527

BOTTEGA LOUIE

Between 2010 and 2014 TGRCG enjoyed a four-year relationship consulting with Bottega Louie. During that time TGRCG worked on several projects for the Bottega Louie executive team.

Initially the TGRCG was asked to assist the BL team with relocating their pastry and gourmet market production from the restaurant to a newly leased commissary. The Gilkey Group assisted with the lease negotiation, designed the space and coordinated a mid-night move as to not interrupt their business. In addition, we retrained their operations team during the launch. Bottega Louie has since tripled their food production and sales and as they grown out of this facility TGRCG assisted in designing a larger commissary, which they now work out of.

Our next assignment was to assist with some menu innovation in all categories of the menu. It began with re-engineering their pasta sauces and that led into supporting with small plate, entrée, salads and sandwich development.

Next we worked side-by-side with the Bottega Louie Chef team to standardize and memorialize their recipe procedures. This included the finalization of a master recipe manual, recipe costing database and finally a culinary-operations manual.

Finally, our last assignment was to assist in expanding the Gourmet Market menu. We developed includes salads, sandwiches and specialty items. Some of the tasty new items developed by the Gilkey chef team

include savory éclairs, tea sandwiches and club sandwiches, all beautifully packaged and ready for take-out. In addition to the above The Gilkey Group assisted in creating a line of proprietary bottled pasta sauces, proprietary extra virgin olive oils and pastas.

Contact John Herman – CEO – johnherman16@yahoo.com – 480-567-4383

HOLLAND AMERICA – PRINCESS CRUISES

In 2009 The Gilkey Restaurant Consulting Group created, designed and launched Alaska Princess Cruises newest 10,000 sq. ft. restaurant concept in their largest resort, Denali National Park. The initial assignment was to create a concept and operating model that would increase their satisfaction scores to a 9.2 or better. After conducting extensive market research with Princess guests we proposed a concept that would associate well with their Alaskan tour leaving lasting memories resulting in their new brand, King Salmon.

This semi-upscale restaurant concept engages all the senses by creating a restaurant that is entertaining and educational. From the rich textures and authentic Alaskan artifacts to the aromas of fresh Alaskan Seafood roasting over the grill, this restaurant is unlike any other Seafood restaurant found in the lower 48.

Our services included target market research, interior design, kitchen design, menu development, recipe development, development and implementation of all front of house and culinary operating systems, management training, coordination of pre-opening team member training, concept launch and operations supervision. We are pleased to say that satisfaction scores rose to 9.2 and have stayed there the last three seasons.

Since phase one, TGRCG has been asked to support the makeover of eight more concepts. Most recently we opened two concepts for HAP in May 2019.

Contact Steve Heinle – Director Hotel Operations and Corporate Services – sheinle@hagroup.com – 907-278-8056



ENGAGEMENT AGREEMENT

September 13, 2019

Dear Mr. Ankeny -

Thank you for the opportunity to work in partnership with you and your team. This is an exciting project for The Gilkey Restaurant Consulting Group and we look forward to assessing your restaurant location and presenting our recommendations for review. This letter outlines the terms of the agreement between Leisure World (herein referred to as Client) and Gilkey & Associates LLC dba The Gilkey Restaurant Consulting Group (herein referred to as TGRCG) pursuant to which Client has retained our services, as well as additional projects, which Client may request in the future.

There is a deposit required of \$2,000 to schedule the project. Upon receipt of signed agreement and deposit check, Phase 1 kick-off will be scheduled for the soonest available date. All approved travel and related expenses will be billed to Client and payable within 14 days of receipt of invoice. We truly respect our client's money as if it was our own and all costs are kept to a minimum. Additional projects may be invoiced as mutually agreed upon.

Client acknowledges that the staff and associates of TGRCG are serving in the capacity of an advisor. As such, recommendations made to Client officers, employees, members and representatives to accept or decline and Client understands that the advisor is not acting as a representative or an officer, director, either explicitly or implicitly. Client agrees to waive all claim against TGRCG related to any aspect of TGRCG advisory services, ideas, recommendations, etc. TGRCG will use its best efforts to provide professional counsel to Client in accordance with the agreed upon project and maintain confidentiality of Client's information as directed.

Client hereby indemnifies and holds TGRCG, and its owners, officers, employees and agents free and harmless, from and against any and all claims, causes of action, demands, losses, damages and liabilities, including, without limitation, reasonable attorneys' fees and out-of-pocket expenses, to which any TGRCG Indemnitee may be subject.

Either Client or TGRCG may terminate this Agreement by giving a thirty-day (30) written notice to the other party; provided, however, if Client terminates this Agreement, TGRCG shall be entitled to compensation for services rendered under this Agreement in an amount to be determined in accordance with the work in progress and completed.

Any significant changes to the proposed scope of work, such as an extended timeframe, additional meetings, or a change in project direction and deliverables, may be subject to additional fees on a mutually agreeable basis.

Confidential & Proprietary

This document contains material that is Confidential and Proprietary to The Gilkey Restaurant Consulting Group and Client, and may not be copied, utilized or distributed in any manner, except for the Client's internal use.

Please sign, date and return one copy of this letter via email to:

Scott Gilkey
C/o The Gilkey Restaurant Consulting Group
3427 214th Pl SE
Sammamish, WA. 98075 425-281-0581
Scott@GilkeyRestaurantConsulting.com

Randy thanks again for this opportunity to be of service. As always, The Gilkey Restaurant Consulting Group stands behinds its work 100%.

Sincerely,
Scott F. Gilkey

AGREED TO AND ACCEPTED BY:

Randy L. Ankeny
Executive Director
Golden Rain Foundation
PO Box 2069
Seal Beach, CA. 90740
562-431-6586 ext. 312
randya@lwsb.com

Date

SCOPE OF WORK // PROPOSAL



COMPANY: Golden Rain Foundation

PROJECT NAME: Leisure World new Restaurant Feasibility Study

PROJECT LOCATION: Leisure World

PROPOSAL DATE: September 16, 2019

SCOPE OF WORK: Feasibility Study to convert existing multi-use space into a turnkey restaurant space, to be leased as a neighborhood restaurant.

PHASE 1 - EXPLORATION AND ANALYSIS



Service	Fee	QTY	Subtotal
<input checked="" type="checkbox"/> Conceptual Audit <u>TASK:</u> Via 2-3 site visits, explore and analyze the conceptual feasibility of converting wood shop, card room and pool room into a desirable restaurant space that could be leased as a neighborhood restaurant. <u>DELIVERABLE(S):</u> Include detailed findings as part of our SWOT analysis in our Phase 1 Exploration & Analysis Report.	\$2,500.00	1	\$2,500.00
<input checked="" type="checkbox"/> Market & Demographic Analysis <u>TASK:</u> Analyze relevant demographics, competitive set, and relative industry trends with light data support. <u>DELIVERABLE(S):</u> Provide light, but detailed, report with analysis and assessment of relevant demographics, competitive set, and relative industry trends.	\$2,000.00	1	\$2,000.00
<input checked="" type="checkbox"/> Facilities Audit & Estimated Capital Outlay <u>TASK:</u> Via 2-3 site visits, explore and analyze the facilities with the purpose of understanding and identifying the challenges and opportunities to develop the space into a desirable turnkey restaurant location. Determine Estimated Capital Outlay to retrofit into a desirable turnkey space. NOTE: Exploratory demo may require a 3rd party. Any related costs are not included in this scope. <u>DELIVERABLE(S):</u> Include detailed findings as part of SWOT analysis in our Phase 1 Exploration & Analysis Report. Estimated investment to retrofit.	\$3,000.00	1	\$3,000.00
<input checked="" type="checkbox"/> Board Meetings <u>TASK:</u> Meet with Board of Directors three (3) times throughout process to 1) Initiate project, 2) Deliver Feasibility Study findings, and to 3) Discuss go-forward opportunities. Each meeting to be no more than two (2) hours and be located at Leisure world.	\$2,500.00	1	\$2,500.00

Subtotal **\$10,000.00**

Phase 1 Total \$10,000.00

FEE SUMMARY

Phase 1 / Exploration & Analysis - \$10,000

GRAND TOTAL \$10,000

GENERAL TERMS

OVERVIEW

New School Consulting, LLC (the "Consultant") will work with Company to work with Golden Rain Foundation in the Feasibility study to convert existing space into a desirable leasable restaurant space in Leisure World.

TIMELINE

Scope of Work initiation can begin upon receipt of deposit and signed Agreement. Estimated length of time to complete the retained scope of services is projected to be five - six weeks from engagement. Company and consultant will establish and agreed upon timeline once the concept is defined.

TRAVEL EXPENSES:

The Company agrees to reimburse all requested and approved travel expenses such as airfare, ground transportation, hotel fees, parking, tolls, related meal costs, etc. Anticipated travel expenses will be reviewed with Company prior to occurrence and invoiced accordingly. Consultant will submit an invoice, with receipts, for all travel expenses within ten (10) business days of the travel. Submitted expenses are to be reimbursed, in full, within ten (10) business days of invoice submittal.

PRINT, REPRODUCTION AND MAILING

This Scope of Work does not include costs for printing, materials, delivery, taxes or related fees. This Scope of Work may also include overnight couriers, messengers, laser prints, scans, file storage and/or presentation materials. Such costs will be the responsibility of the Company, and will be reviewed with the Company prior to occurrence. The Company will reimburse such approved expenses that are initially paid for by the Consultant within ten (10) business days of the end of each calendar month.

CONSULTANT EXPENSES

If it becomes necessary to retain the services of any other Company-requested or approved consultants not mentioned in the Scope of Work, their fees will be billed to Company at cost plus ten percent (10%). Unless explicitly included, Permit Expediting services will be

handled this way.

RESEARCH & DEVELOPMENT

This Scope of Work does not include costs for research and development of this concept including purchase of food, beverages, alcoholic beverages, delivery, taxes or related fees, all of which would be discussed and approved by the Company beforehand. Such costs will be the responsibility of the Company and will be reviewed with the Company prior to occurrence. The Company will reimburse such approved expenses that are initially paid for by the Consultant within ten (10) business days of the end of each calendar month.

MEDIATION

If a dispute arises out of or relates to this contract, or the breach thereof, and if said dispute cannot be settled through direct discussions, the parties agree to endeavor first to settle the dispute in an amicable manner by mediation through a third-party mediation service to be determined by Consultant, before having recourse through arbitration or a judicial forum. Such type of forum shall be at the election of the Consultant.

INDEPENDENT CONTRACTOR STATUS

(i) The relationship of the parties under this agreement is one of independent contractors, and no joint venture, partnership, agency, employer-employee, or similar relationship is created in or by this agreement. Neither party may assume or create obligations on the other party's behalf, and neither party may take any action that creates the appearance of such authority. (ii) The Consultant has the sole right to control and direct the means, details, manner, and method by which the Services will be performed, and the right to perform the Services at any time, place, or location subject to the reasonable consultation with the Company. The Consultant or the Consultant's staff shall perform the Services, and the Company is not required to hire, supervise, or pay any assistants to help the Consultant perform those Services.

USE OF TRADEMARKS

The Consultant may use, reproduce, and distribute the Company's service marks, trademarks, and trade names (if any) (collectively, the "Company Marks") in connection with the performance of the Services. Any goodwill received from this use will accrue to the Company, which will remain the sole owner of the Company Marks. The Consultant may not engage in activities or commit acts, directly or indirectly, that may contest, dispute, or otherwise impair the Company's interest in the Company Marks. The Consultant may not cause diminishment of value of the Company Marks through any act or representation. The Consultant may not apply for, acquire, or claim any interest in any Company Marks, or others that may be confusingly similar to any of them, through advertising or otherwise. At the expiration or earlier termination of this agreement, the Consultant will have no further right to use the Company Marks, unless the Company provides written approval for each such use.

SCOPE OF WORK // PROPOSAL



FORCE MAJEURE

A party will be not be considered in breach or in default because of, and will not be liable to the other party for, any delay or failure to perform its obligations under this agreement by reason of fire, earthquake, flood, explosion, strike, riot, war, terrorism, or similar event beyond that party's reasonable control (each a "Force Majeure Event"). However, if a Force Majeure Event occurs, the affected party shall, as soon as practicable: (a) notify the other party of the Force Majeure Event and its impact on performance under this agreement; and (b) use reasonable efforts to resolve any issues resulting from the Force Majeure Event and perform its obligations under this agreement.

TERMINATION

This agreement may be terminated by either party upon seven (7) days written notice should the other party substantially fail to perform in accordance with the agreements through no fault of the party initiating termination. In the event of termination, Consultant and the consultants shall be compensated for all services performed prior to termination, all reimbursable expenses, and termination expenses. If the proposal is accepted and payment is not paid in accordance with payment terms below, and any additional long form agreement is not sign within 10 business days of this agreement, then this Scope of Work Proposal will be null & void.

INDEMNITY

The owner agrees to hold harmless, indemnify, and defend the consultant against all damages, claims and losses of any kind (including defense costs), arising out of any use of the Scope of Work, concept, plans and/or specifications.

PAYMENT TERMS

To initiate the Scope of Work, Company elects to pay either fifty percent (50%) of the Project Grand Total to initiate work, with the remaining fifty percent (50%) due upon completion of work and receipt of final invoice (payable within ten (10) business days). Or, Company may pay the full Project Grand Total to initiate work, in which case a five percent (5%) discount will be applied.

Accepted forms of payment are:

- Business Check (drawn on a US Bank)
- Certified Cashier's Check
- Wire/ACH Transfer
- Credit Card: Visa, MC, Amex (an additional 3.5% credit card processing fee will apply)

LATE PAYMENTS

Unpaid accounts may be subject to a monthly service charge of one and half percent (1.5%) of the unpaid balance (eighteen percent (18%) true annual rate) at the sole election of the Consultant. In the event any portion or all of an account remains unpaid ninety (90) days after



SCOPE OF WORK // PROPOSAL



billing, the Company shall pay all costs of collection, including reasonable attorney's fees.

Once service selections above are confirmed, please sign below and we will submit a invoice for payment to initiate services. Please note that there may also be a long form agreement for your signature and approval.

Thank you and we look forward to serving as your Strategic Partner!

New School

FRESH TO DEATH since 2012



Savory Hospitality Consulting

Proposal for Services

September 11, 2019

Prepared for: Golden Rain Foundation / Randy Ankeny

Location: Seal Beach Ca 907040

Prepared by: Salar Sheik

Who We Are.

Savory Hospitality is a boutique restaurant consulting company built by people who view the business of hospitality as a community that harmoniously grows the culinary arts and guest services. We pride ourselves in developing boutique style outlets in a novel manner that is also strategically geared towards increasing profit. We offer our clients a clear and honest view for building their vision in the growing and ever-changing hospitality environment. We do not seek to have our clients simply follow trends. Instead, we forecast upcoming trends within the local market and give our clients the tools and knowledge to execute their goals.

Project Description & Objective.

Savory Hospitality will work with GRF of Leisure World in Seal Beach. Review and proposal site improvements and concept reviewing for building and leasing of food facility for current residents at Leisure World. We will utilize current knowledge of costs of building, design and marketing.

Phase 1.

- Review concept and propose build out improvements to maximize usability and value for site
- Site challenges for build out
- Site challenges for marketing & growth
- Usability during high and low season
- Current market for customers vs future market
- Sales and revenue sources during am & pm
- Review of any current issues and foreseen



Fee and Timeline.

This package includes Savory Hospitality meeting with you and your group over the course of 4 weeks with three onsite visits meetings and one over video phone.

Package with Site Management:	Timeline	Fee
Phase One	4 weeks	\$2,300
Phase Two	TBD	\$TBD

