



**Town of Frisco, Colorado Request for Proposals
Frisco Bay Marina Food Truck Vendors**

Town of Frisco
Recreation Department
1 East Main Street PO Box 4100
Frisco, CO 80443
www.FriscoGov.com

Release Date: Thursday, April 10, 2025

Submittal Deadline: Wednesday, May 7, 2025

Introduction

The Town of Frisco, Colorado, is seeking competitive proposals from mobile food vendors to provision and manage food trucks at the Frisco Bay Marina located at 277 Marina Road, Frisco, CO 80443. For purposes of this RFP, a mobile food vendor means the use of a legal motorized wheeled vehicle or legal towed wheeled vehicle, designed and equipped to prepare and/or serve food and/or non-alcoholic beverages from the interior of the unit. A mobile food vendor includes trucks, vans, and pull-behind trailers. Push carts and tents are not permitted under this definition of a mobile food vendor.

Our goal is to partner with vendors that can help diversify and expand food offerings at the Marina during the summer operating season while not creating direct competition with our brick-and-mortar concessionaire, The Island Grill. The successful vendor can provide coffee, non-alcoholic beverages, breakfast items, snacks, shareables, ice cream and/or shaved ice. Menu items should differ from those of The Island Grill. Please see Attachment A, The Island Grill menu.

The Frisco Bay Marina is open to the public seven days a week from Memorial Day weekend through mid-October, lake water level and weather dependent. The food trucks will operate inside these operating dates only. The Island Grill will operate all alcohol sales at the Frisco Bay Marina.

The Frisco Bay Marina will collect a flat fee of \$750.00 from the vendor to conduct operations on Marina property for the duration of the operating season. The vendor will provide the Frisco Bay Marina General Manager with an end-of-season report detailing sales figures and revenue generated.

The selected vendor will have responsibility to complete the following:

- Obtain Retail Food License with the State and Summit County Environmental Health Department and comply with all necessary regulations, fees, and inspections associated.
- Obtain a Town of Frisco Business License.
- Obtain approval from Summit Fire & EMS services.
- Utilize recyclable and/or compostable and sustainable packaging for food.
- Responsible for menu displays, payments, cash handling, and sales records.
- Prepare a management and staffing plan for daily operations.
- Create a menu that diversifies current offerings and be able to produce quality food items in a timely manner.
- Complete daily operations in line with the Frisco Bay Marina schedule.

The Town of Frisco encourages teams with prior experience of similar or related projects to please be specific in your proposals on such an experience that your team may have.

Background

Located on the shores of Dillon Reservoir at the eastern end of Main Street, the Frisco Bay Marina is where Lake Life meets a quintessential mountain town. At just over nine thousand feet in elevation, the Marina is an access point for pristine alpine waters and is a world-class sailing destination. Marina amenities include 160 slips, 44 Moorings, 276 kayak racks, power boat rentals, paddle sport rentals, fishing equipment rentals, retail, and boat repairs & maintenance. In addition, there are several concessionaires at the

Marina including kayak tours, boat tours, sailing instruction, a water taxi, a restaurant, a rowing club, and a Farm Stand. Also on the property is a public boat ramp, sandy beach, and playground. Recent additions include the Frisco Bay Landing and the Lighthouse Lawn. The Landing is a rentable flexible gathering space, and the Lighthouse Lawn is an expansive waterfront park/open space.

The Frisco Bay Marina has grown significantly over the last several years, sometimes seeing daily visitation numbers in the thousands. Please see Attachment B for visitation numbers. The increased number of visitors has created the need to expand our food and beverage services beyond the single restaurant on the property. The increased visitation also means that our guests not only require more food, but they also want more options. The Marina sells canned non-alcoholic beverages and prepackaged snacks including chips, candy, ice cream, energy bars, and other healthy snacks, but our offerings are limited. The most requested food and beverages not currently offered are breakfast items, coffee, and shaved ice/ice cream. However, having menus throughout the day that differ from The Island Grill could enhance the guest experience.

Project Goals

The Frisco Bay Marina aims to have the new vendor(s), a maximum of two, offer an expanded menu for our guests to enjoy, with selection being dependent upon the type of food offered, schedule flexibility, and sustainability. The menu should be comprised of items that are simple to prepare, comparable to items found at other quick service facilities, resorts and attractions, while still having a unique flair. The Marina would like to advertise the food trucks as a perk for visiting the Marina. The Marina sees a wide demographic of guests each day so the menu should cater to the majority. This vendor will operate during the summer season, opening on Memorial Day 2025 and running through Labor Day 2025. The Marina is open seven days a week for the entire season. The vendor(s) would not be required to open Memorial Day weekend and would have the option to extend operations past Labor Day weekend, but at a minimum should be prepared to operate Fridays through Sundays for most of the season. Operating hours of the Marina are 9:00am through 5:00pm or 8:00am to 7:00pm depending on the time of year. The Marina expects the new vendor to have established operating hours within those timeframes. The trucks or trailers will be parked on an asphalt surface in a central location with good access from the beach and the parks. Please see Attachment C for food truck location. 20 Amp power will be available. Vendor(s) must provide their own water.

The Marina is part of the Town of Frisco and has thereby adopted the policy of not providing or distributing single use plastic bottles, cups, utensils, or bags. The town has a specific aluminum canned water that is available for purchase at all town-run retail locations. It is expected that the selected vendor will align with these policies and provide these specific water bottles as their sole water beverage to guests. Other non-alcoholic beverages are permissible so long as they comply with the forementioned policy.

The Marina operates a weather-dependent business; while there are established hours of operation, the Marina is also subject to weather impacts that may lead to early closures, shifts in seasonal operating dates, or reservation cancelations. This new vendor will face impacts on business volume when these situations arise, sometimes with little or no warning. The new vendor will be expected to align with these closures should they occur and may be required to close operations early when deemed necessary by Marina management.

Submittal Requirements

All submittals must contain the following items:

1. **Team Composition** – Please identify as applicable - owner, manager, established employees and their roles, and any other applicable consultants.
2. **Proposed menu** – Please provide a comprehensive list of all menu items, as well as a proposed charge breakdown.
3. **Business Plan** – Please provide a daily operational plan, including hours of operation, based on the hours of operation of the Marina.

Review and Selection

Proposals will be evaluated by a criterion which will include but not be limited to menu design and fit, prior experience, financial capability, and alignment with Town of Frisco policies. Members of the Town’s Selection Committee will assess the degree to which each proposal meets the requirements and responds to the preferences stated herein. Preference will be given to the vendor with a creative yet fitting menu. Must also meet food truck requirements and licensing requirements. If the Town receives multiple proposals for similar food and beverage items, factors such as experience, reputation, reliability, and cultural fit will be considered.

Deadline

Prior to the submittal deadline, the Town will answer written questions from potential respondents. The deadline for inquiries regarding all aspects of the RFP is **4:00pm MST on Monday, April 28, 2025**. Please direct all inquiries concerning the Request for Proposals to Logan, General Manager of the Frisco Bay Marina at the Town of Frisco, logans@townoffrisco.com. Responses to questions will be distributed by **4:00pm MST on Friday, May 2, 2025**.

Proposals shall be received electronically by the Town of Frisco by no later than **12:00pm MST on Wednesday, May 7, 2025**. Please note files over 10 MG cannot be accepted via email and must be delivered via flash drive or through a file share service such as Dropbox.

Email: logans@townoffrisco.com
Delivery: Town of Frisco
Attn: Logan Snyder
1 Main Street
PO Box 4100
Frisco, Colorado 80443

The Town will not accept late proposals. The Town reserves the right to reject any or all proposals or accept what is, in its judgment, the proposal which is in the Town's best interest. The Town further

reserves the right, in the best interests of the Town, to waive any technical defects or irregularities in all proposals submitted.

During the RFP selection process, all proposals shall remain confidential. The entire selection process (procurement) file shall be opened to the public (which includes all proposers) after an agreement is approved by the Town, except those items for which confidentiality has been requested in writing by the Proposer, and providing that the Town Attorney has reviewed and determined this to be properly confidential under the State Open Records Act and other relevant statutes and regulations.

Schedule

Publication and Distribution of RFP	Friday, April 11, 2025
Deadline for Questions	Monday, April 28, 2025, at 4:00pm (MST)
Answers to Questions	Friday, May 2, 2025, at 4:00pm (MST)
Proposals Due	Wednesday, May 7, 2025, at 12:00pm (MST)
Interviews	Week of May 12, 2025
Council Contract Approval, as appropriate	Tuesday, May 27, 2025

Proposer Interviews

The Town plans to conduct interviews with selected firms May 12-May 14, 2025. The Town requires that proposers be available during this time.

Additional Information

The Town assumes no responsibility for payment of any expenses incurred by any respondent to this Request for Proposals. The Town reserves the right to award the contract to any team, to reject any or all proposals, to re-solicit proposals, and to waive any informalities or irregularities within.

By participating in the Request for Proposals process, vendors agree to hold harmless the Town of Frisco, its officers, and employees from all claims, liabilities, and costs related to all aspects of the vendor selection process. All documents, conversations, correspondence, etc. between the Town and respondents are public information subject to the laws and regulations that govern the Town of Frisco, unless specifically identified otherwise.

Attachment A: Island Grill Menu

Snacks and Lighter Fare

Sun-Dried Tomato Hummus (v) (gf) - \$14

Served with tortilla chips and carrot sticks

Coconut Shrimp (8 pcs) - \$15

Served with Sweet Chile Sauce

Tuna Poke Tacos - \$18

Three tacos--tuna poke, cabbage, sriracha aioli and wasabi micro-greens on a crispy won ton shell

Edamame (v) - \$9

Lightly tossed with lemon oil and salt

Salads

Island Grill Salad - \$13

Mixed greens, matchstick carrots, tomatoes, cucumbers & croutons with your choice of dressings:

Sesame Noodle Dressing, Cilantro-Lime Vinaigrette, Ranch, Balsamic Vinaigrette

Sesame Noodle Salad - \$15

Chilled rice noodles on a bed of crunchy cabbage, matchstick carrots, cucumbers, cilantro and scallions, plus sesame seeds & won ton crisps. Served with Sesame Noodle Dressing

Add-Ons for Salads:

Grilled Chicken* \$9, Coconut Shrimp* \$9, Grilled Salmon* \$14

Entrees

(Choice of Kettle Chips, Vinegar Cole Slaw, or Potato Salad)

Grilled Fish Tacos* (gf) - \$16

Two tacos, achiote-marinated grilled ono, cabbage, avocado, and mango salsa on white corn tortillas

Salmon Poke Bowl* - \$24

With fresh bell peppers, cucumbers, bok choy, carrots, wonton crisps on a bed of sushi rice topped with wasabi and sriracha aioli

1/2 lb All Natural Classic Beef Hamburger* - \$19

\$1.00 each: American, Cheddar, Pepper Jack, Swiss, Bacon, Jalapeños

No red meat for you? Substitute a Grilled Chicken Breast for the same price!

Vegetarian Mushroom Tacos (v) - \$18

Marinated portobello mushroom, pickled red onion, avocado, bell pepper, feta cheese and a roasted poblano crema. Served on white corn tortillas.

Blackened Salmon Sandwich* - \$24

Grilled, blackened salmon filet (5 oz) topped with cucumber, red onion, wasabi micro-greens and a lemon-dill aioli. Served on a brioche bun.

Chicken Salad Sandwich - \$16

All-natural white meat chicken in a citrus-mayonnaise dressing with celery, herbs and diced hard-boiled egg on a brioche bun

Beet Burger (v) - \$18

Grilled house-made patty of beets, basil & oats, topped with Muenster cheese & mixed greens. Served with lemon-basil pesto aioli

Grilled Shrimp Po'Boy* - \$18

Grilled shrimp, lettuce, tomato and remoulade on an amorosa philly roll

*Consuming raw or undercooked meats or seafood may increase your risk of food-borne illness

Kids' Menu \$10

(Choice of Kettle Chips, Vinegar Cole Slaw, or Potato Salad)

Hot Dog, Hamburger, Chicken Tenders or Mac & Cheese

Sweet Treats \$3

Crunch Ice Cream Bar

Ice Cream Sandwich

Attachment B: 2024 Frisco Bay Marina Visitation Numbers

Property Overview

Apr 1 - Sep 30, 2024

Metrics

Frisco Bay Marina
267 Marina Rd, Frisco, CO 80443

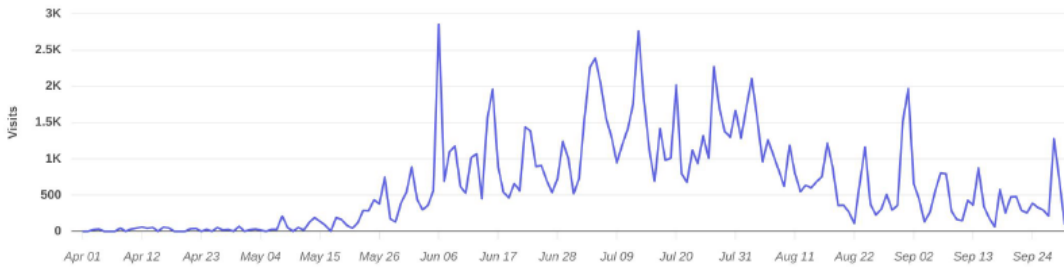
Visits	116K	Visits YoY	-1.1%
Visitors	83.8K	Visits Yo2Y	+11.6%
Visit Frequency	1.38	Visits Yo3Y	-6.4%
Avg. Dwell Time	42 min		

Apr 1st, 2024 - Sep 30th, 2024
Data provided by Placer Labs Inc. (www.placer.ai)



Visits Trend

Frisco Bay Marina
Marina Rd, Frisco, CO



Daily | Visits | Apr 1st, 2024 - Sep 30th, 2024
Data provided by Placer Labs Inc. (www.placer.ai)



Attachment C: Food Truck Vendor Location Map

