

PROPOSAL FORM

Name of Vendor: ANDREW STANISICH - TWO GUNS ESPRESSO

City of Manhattan Beach
Attn: David C. Biggs
Senior Management Analyst
1400 Highland Avenue
Manhattan Beach, CA 90266

Dear Mr. Biggs:

**PROPOSAL FOR THE OPERATION OF A FOOD CONCESSION AT THE
MANHATTAN STATE BEACH PIER ROUNDHOUSE**

I have read the Sample Agreement and related information in this RFP. I am personally acquainted with the premises of the above named facility and acquainted with the uses to be granted as identified in the Sample Agreement.

I propose to provide the required concession services, at the Manhattan State Beach Pier Roundhouse as described in the Sample Agreement.

I propose to provide, install, maintain and replace as necessary all items listed on the enclosed List of Equipment and Inventory - it being understood that the title to said items shall remain in my name. I estimate that the value of those items is \$ 20,000 - 00

I propose to pay the following minimum guaranteed rent:

a. Minimum Rent: \$ 650 per month

In addition to the services required in the Agreement, I further propose to offer the following services to the public:

Espresso and coffee beverages. Organic juices,
bottled water and smoothies.

Small pastry items, sandwiches and ice cream
Sandwiches.

The undersigned hereby respectfully submits this proposal, including all required documents and statements.

Partnership

(Indicate the form of business concern on the line above, i.e., corporation, individual, partnership, joint venture.)

Autonisia
Signature

350 N. Sepulveda Blvd
Street Address

Manhattan Beach, CA 90266
City, State, Zip

(310) 525 4117
Telephone

[Signature]
Signature

350 N. Sepulveda Blvd
Street Address

Manhattan Beach CA 90266
City, State, Zip

310 626 3800
Telephone

General Business Statement

Andrew Stanisich, co-owner / manager of Two Guns Espresso, Manhattan Beach, established 2011.

Graduate of Leadership Manhattan Beach Class of 2013.

Prior to the establishment of the cafe, I worked for Apple Inc for a period of 2 years, at the Manhattan Village location.

For the previous 15 years I was an international flight attendant for Air New Zealand, during this time I was also a landlord and property developer.

I graduated in Hotel Management, and have held various roles within the hospitality industry.

Craig Oram, co-owner Two Guns Espresso, Manhattan Beach.

Managing Director of Latitude Management Real Estate Investors Inc. Mr Oram leads the LMREI originations team, with responsibility for the sourcing, pricing, structuring, underwriting and closing of debt investments. Mr Oram has directly been involved in the acquisition and origination of over \$1 billion in equity and debt investments.

Prior to joining LMREI, Mr Oram was a Director in the New York Office of Andersen Corporate Finance LLC.

Mr Oram has a Master of Real Estate Development from USC, Masters of Economics and Bachelor of Commerce from the University of Auckland, New Zealand.

Service Program:

We are proposing the concept of the “ Manhattan Beach Yacht Club”, a play on the idea that we are on the water and our city currently has no Yacht Club.

The service will be a stripped down version of our current service at our main location on Sepulveda Blvd.

Our philosophy has always been about a high quality beverage served in an engaging atmosphere. We believe that simple, uncomplicated service, which allows us to interact with the community and provide something that is unique to our area, which is dominated by the large chains.

We have taken the idea from the America’s Cup Village in San Francisco last year, where they had sections of artificial turf laid out with bright over-sized bean bags to create communal seating area for families.

We feel it’s time for a new creative take on the cafe. The roundhouse is iconic in it’s nature and we want the cafe to be a memorable experience. Our primary focus is to service the community first and then our tourism market.

With the support of the Downtown business association, and the chamber, Two Guns Espresso is ready to embark on this exciting opportunity.

Proposed hours of operation:

Summer

Monday - Thursday 7am - 4pm
Friday, Saturday and Sunday 7am - 6pm

Winter

Monday - Thursday 7am - 2pm
Friday, Saturday and Sunday 7am - 4pm

Programs and activities.

Having catered many events throughout Manhattan Beach in the last 3 years, we believe that the Pier is an ideal location to service the many fun runs and walking charity occasions that Manhattan Beach is know for.

Our aim would be to work with the city and these local groups such as Leadership Manhattan and assist them with donated coffee.

Additional Data.

Please view a short video made at our location on Sepulveda. This will give you an idea of Brand and style of service.

<http://vimeo.com/79516209>

We also have a website with some great images of our Manhattan Beach store.

<http://www.twogunsespresso.com>