

Buffalo Chips is Proud to be 'Florida's Favorite Upscale Dive'

By Michelle Herrin

Buffalo Chips, located in Bonita Springs, Florida, is a family-operated restaurant that touts itself as 'Florida's Favorite Upscale Dive.'

Owner Al Greenwood came to Bonita Springs from Buffalo, New York, in 1982 and purchased a local motel. In 1983, he and his son, Chip, added a restaurant. Greenwood

named it Buffalo Chips, after his son Chip and his former hometown.

Buffalo Chip's atmosphere is eclectic. A large buffalo head hangs over the entrance to one of the dining rooms. The walls are covered with famous and infamous photos, outrageous license plates, creative bumper stickers, and one genuine preserved 'buffalo chip.' It's known for its congenial staff

and diverse clientele. Bentleys, Chevys, Harleys, and bicycles can be seen next to each other in the parking lot. Most important, however, is the outstanding food.

The menu reads like a newspaper. It gives the local weather forecast for Bonita Springs and Buffalo. Buffalo wings are the most popular item. The

fish, grilled or fried, is also very popular and very good. Grouper is available when in season. The fish tacos are served with a special roasted pepper verde salsa. The burgers are made from Buffalo meat and the hot dogs are Sahlen's premium, a western New York product.

Straight fried potatoes are available, but the most popular are the Buffalo chips. There are four salads to which grilled meats can be added - chicken, steak, shrimp, tuna, Mahi Mahi, or Grouper.

Recently additions to the menu are fresh sliced deli sandwiches and three specialty-topping pizzas (one, of course, is Buffalo chicken-style). These new selections have become very popular.

Greenwood and his restaurant have become icons in Bonita Springs. He's earned the title 'King of the Wing,' since wing-eating is in his blood. He has sold the most Buffalo wings in all

See **Buffalo Chips** on page 6



You can usually tell a lot about a restaurant's clientele by the cars in the parking lot. But that's not the case at Buffalo Chips in Bonita Springs, Florida, where Bentleys, Harleys and bicycles are often parked side-by-side. This eclectic eatery was started in 1983 by Buffalo native Al Greenwood. Not surprisingly, Buffalo wings are the top draw.

Chef Spotlight



Have a taste for Eurasian food? If you're in Punta Gorda, Florida, you're in luck. That's the theme at The Perfect Caper, the popular bistro operated by Chef Jeanie Roland and her husband, James.

PAGE 9

A Chef's Life



With the sweltering, dog days of summer, it's important to stay hydrated. Chef Lucardie reminds us that fruits and vegetables can be an easy - and delicious - way to get the fluids we need.

PAGE 11

People, Places & Things

Read about all the latest industry news and happenings.

PAGE 4

Product Spotlight



See the newest products in the food service industry.

PAGES 13 & 15

Government Food Service Contracts Can be Profitable – for Those Who Qualify

By William J. Cea, Esq.

Opportunities in today's food service business are not limited to the private sector.

Government at all levels can also be an important customer for food service operators. To decide whether a government concession is right for an

operator, here are some basics they need to know.

Available Opportunities

The types of government food service contracts range from small concessions to large operations. For example, government agencies award concession contracts for public parks, golf courses, courthouses and government buildings, and airports. These contracts may require the concessionaire to pay a fixed rent, or share gross revenues in exchange for the

right to do business on the public property. The agreements are often for multiple years, and may provide stable income for the food service provider.

Most public agencies have a standard method of advertising these opportunities, and understanding the award process is critical. The simplest way to find out is to review an agency's website or call its purchasing department and ask about upcoming concession bids.

Generally, government concessions are awarded on a See **Government** on page 6

Government at all levels can be an important customer for food service operators.

Government Food Service: Contracts Can be Profitable – for Operators Who Qualify

Continued from page 1

competitive basis, and the bidder which offers the best pricing will be awarded the contract. In calculating pricing, operators should also consider the government agency's requirements. For example, the public agency may require specific permits, insurance coverage and staffing which could affect pricing and profitability.

Bidding Process

Several procurement methods are used by government agencies. An

agency may simply invite bids. An invitation to bid is a method where price is the primary consideration. The concessionaire found to be the lowest, responsive and responsible bidder will generally win the award. A bid is responsive if it confirms in all material respects to the specifications, and responsible if it appears that the concessionaire has the ability to perform the contract.

If the government agency looks at criteria beyond price, a request for proposals or "RFP" may be utilized. With an RFP, price is a consideration, but may not be the only factor.

For example, the menu, hours of operation, and similar experience may also be factors. If an RFP is used, the concessionaire that offers terms that are found to be most advantageous will generally win the award.

As is the case with any government bid process, the terms and specification must be carefully reviewed. Once the bids are received, the agency usually conducts a "bid opening." The agency's staff will then evaluate the bids and make a decision.

- The person or company that is the bidder must have the required qualifications; and
- List subcontractors if required.

Government food service contracts can range from small concessions like public parks to large operations like airports.

Bid Protest

Operators who are dissatisfied with the decision of the agency may have the right to challenge or "protest" the award. Protesting an award to another company is a highly specialized area of the law. Each agency has a unique set of rules for protests, and the time to protest may be as little as a few days.

Avoiding Common Mistakes

Even minor mistakes could result in the rejection of a bid. Some common mistakes which can easily be avoided are:

- Deliver bids by the deadline;
- Include the required licenses;
- Include clear and complete pricing;
- Confirm insurance and bond requirements;
- Sign all required signature pages;
- Include all required documents;
- Do not bid different goods or services unless permitted;
- Ask for clarification in writing if the bid terms are not clear;

Conclusion

Government contracts provide a tremendous business opportunity for the food service industry. For operators who are interested in a public concession, it is important to identify contracts for which they may be qualified, and to find out how to submit a bid.

William J. Cea is a shareholder in the West Palm Beach office of Becker & Poliakoff. A former government attorney, he represents businesses competing for public sector work. He can be contacted at 561-655-5444 or wcea@becker-poliakoff.com.

CHEF PAUL PRUDHOMME'S®
MAGIC
Seasoning Blends®

You Work Hard on Your Menu...
Leave the MAGIC to Chef Paul!

Order Direct 800-457-2857
Questions? Contact Gregg Villarrubia (504) 731-3519 for Distributor and Product Information
www.chefpaul.com

Choose from 28 Magic Seasoning Blend products

As Chef Paul says,
"Life's Too Short for Dull Food™"

Flavors from the Five Boroughs to the Florida Keys.

Eight delicious reasons to celebrate every occasion.

New Cheesecakes from Vie de France®

Tropical Breeze
Sublime Key Lime
Caramel Crunch
New York
Country
Italian Ricotta
Strawberry
Raspberry Kiss

VIE DE FRANCE

For nutritional information and additional product information, visit us at www.viedefrance.com or call 800-446-4404.

Buffalo Chips: 'Upscale Dive'

Continued from page 1

of Southwest Florida (16,482 on January 26, 2003, alone).

They're served with 11 sauces, three of which go by the names suicide, killer and death.

One can count on washing down the wings with a cold bottle of beer or a draft in a frosty Mason jar mug.

It's hard to find a seat on Sundays during football season. When the Buffalo Bills are playing, patrons in Buffalo jerseys are everywhere watching the game on several TV's.

There's also a live cam on the restaurant's website, buffalochipsrestaurant.com.

Greenwood is a long-time community activist. He served two years as president of the Lion's Club in Bonita Springs and serves today as Tail Twister. He generously provides his time and countless meals to local charities, the homeless and several groups for the disabled.

Buffalo Chips is a must when visiting southwest Florida.



Al Greenwood and his restaurant have become icons in Bonita Springs. He has earned the title 'King of the Wing' for selling the most Buffalo wings in all of Southwest Florida (16,482 on a single day in January 2003).