Kitchen Operator — The Portal

1. Overview

Sante Adairius Rustic Ales (affectionately known as "SARA") is seeking a food operator to run the kitchen at The Santa Cruz Portal ("The Portal"), our Midtown Santa Cruz taproom, serving guests seven days a week from 12:00 p.m. to 9:00 p.m. Sunday through Thursday, and until 10:00 p.m. on Fridays and Saturdays. The selected operator will run an independent food business from SARA's kitchen under a written license agreement, using SARA's space and equipment in exchange for a monthly base fee plus a percentage of gross sales.

We are looking for a partner, not a tenant. The food program is an integral part of the guest experience at The Portal, and we want an operator whose cooking, hospitality, and standards match the care we put into our beer.

We have a rough concept in mind. SARA is seeking an operator who will serve elevated, creative pizza alongside thoughtful salads, shareable bar snacks, and small bites suited to a guest eating alone. By "elevated and creative" we mean serious craft applied to a familiar form: well-developed dough, restraint and intention in toppings, real attention to sourcing, and a point of view that rewards a return visit. We are not looking for a conventional pizzeria menu, and we are not looking for novelty for its own sake. Respondents proposing a different cuisine will not be considered.

This RFP describes the opportunity, the terms SARA intends to offer, and what we ask you to submit for consideration.

2. About SARA and The Portal

Sante Adairius Rustic Ales has brewed in Santa Cruz County since 2012, producing all styles of beer, including IPAs, lagers, and farmhouse and barrel-aged beers. The Portal is our Santa Cruz taproom at 1315 Water St., with a large indoor seating area and an outdoor patio, and regular programming including Tue-gether giving nights.

The Portal averages 1,700 to 1,800 guests per week and does not see a significant slowdown during the winter months. Historical food sales data for the location will be provided to shortlisted respondents under a mutual nondisclosure agreement.

3. Scope of the opportunity

3.1 Service hours

The operator will serve food from the Kitchen seven days a week, with a full menu available throughout service:

- **Sunday through Thursday**: 12:00 p.m. to 9:00 p.m.
- **Friday and Saturday**: 12:00 p.m. to 10:00 p.m.

This opportunity is a true partnership, and employees of both SARA and the food vendor will be expected to work together seamlessly.

3.2 Permitted revenue channels

The operator may sell through the following channels only:

- On-site service to guests at The Portal.
- Delivery and pickup through third-party platforms (DoorDash, Uber Eats, and similar), subject to Section 5.

Catering, commissary production for other locations, wholesale, packaged goods for off-site resale, and any other use of the Kitchen are not included in this opportunity. SARA may consider them separately, but only under a written amendment with its own compensation terms. Use of the Kitchen for any channel not listed above without SARA's prior written consent will be a material breach.

3.3 Menu

The menu will center on three categories:

- ***Pizza***. The anchor of the program. We are open to any style — Neapolitan, New Haven, Chicago, Roman al taglio, pan, or something of your own — provided the dough is the work of someone who cares about it and the menu shows a considered hand.
- ***Salads***. Not an obligatory side. Seasonal, composed, and good enough that a guest would order one on its own.
- ***Bar snacks and small bites***. Both shareable plates for a table of four and single-serving items for a guest eating alone at the bar — a good number of them priced and portioned so that one person can order one thing and be happy. Available across the full service window, including outside normal meal hours.

The operator sets its own menu and pricing, subject to SARA's approval of the initial menu and of material changes. We ask that the menu pair well with our full range of beer, offer meaningful vegetarian options, make use of local growers and producers where practical, and rotate seasonally. Guests should be able to eat well at 3:00 p.m. on a Tuesday and at 9:30 p.m. on a Saturday.

4. Facility and equipment

SARA will provide the operator with non-exclusive use of the Kitchen at The Portal, as defined in the license agreement, together with the following equipment:

- PizzaMaster three-deck electric pizza oven
- Henny Penny electric floor fryer
- Garland induction range
- Pizza prep refrigeration
- Hobart floor mixer
- Stainless steel prep tables
- Hand sinks and dish sinks
- Wall shelving
- Walk-In Space, as defined

Use is limited to the Kitchen, the prep kitchen, and the areas expressly identified; no other part of SARA's property is included.

SARA will: maintain and repair the Kitchen equipment it provides, other than damage caused by operator misuse; pay utilities, subject to the operator's monthly contribution under Section 5; maintain the building, grease interceptor service, and hood cleaning on a regular schedule.

The operator will: supply its own smallwares, consumables, and any additional equipment, subject to SARA's approval and at the operator's cost; keep the Kitchen and its areas clean and in compliance with health code at all times; handle its own food waste and recycling per SARA's waste procedures; and leave the Kitchen in serviceable condition at the end of each service day. All equipment provided by SARA must be in operating order upon the end of the license term.

5. Commercial terms

5.1 Fee structure

Compensation to SARA will be a monthly base fee of $2,000 plus a percentage of the operator's gross sales from all permitted channels, in the range of 15% to 18%. Respondents should propose a percentage within that range, with supporting rationale.

"Gross sales" means all revenue from the sale of food and beverages by the operator from the Kitchen, through any channel, before any deduction for platform commissions, discounts, comps, or promotions, and excluding sales tax. The percentage fee applies to gross sales in every permitted channel, including delivery, at the same rate.

5.2 Point of sale, payments, and delivery platforms

All on-site sales must be processed through SARA's point-of-sale system. The operator will be granted access limited to the functions necessary to run its menu. The operator may not add, connect, or authorize any third-party integration, application, or sales channel to SARA's systems without SARA's prior written consent, and SARA may disconnect any unauthorized integration at any time. SARA will remit operator's payment of sales to operator on a weekly basis.

6. Insurance, permits, and compliance

The operator will, at its own cost and continuously throughout the term:

- Carry commercial general liability insurance of not less than $1,000,000 per occurrence and $2,000,000 aggregate, products/completed operations coverage, workers' compensation as required by law, and any other insurance required by law.
- Name Sante Adairius, LLC as an additional insured, and deliver certificates at signing and annually thereafter, with [30] days' notice of cancellation.
- Hold and maintain all required health permits, business licenses, and seller's permits in its own name.
- Ensure all staff hold current food handler certifications and comply with SARA's site rules, including alcohol service policies.
- Indemnify SARA against claims arising from its operations, on terms set out in the license agreement.

7. Term and termination

SARA anticipates an initial term of 1 year, with 3 renewal option(s) of 1year(s) subject to performance. The agreement will include termination for cause on notice and cure, and termination without cause by either party on 90 days' written notice. The agreement will be a license, not a lease, and will not convey any leasehold or possessory interest in SARA's property. Respondents may propose a different term structure with rationale.

8. What to submit

Please keep your proposal to 10 pages or fewer, excluding attachments, and address each of the following:

- ***Concept***. A sample menu with pricing covering pizza, salads, shareable snacks, and single-serving small bites; your pizza style and dough program, including fermentation approach and how you hold quality across a 65-hour week; your sourcing philosophy; and how the menu pairs with our beer.
- ***Operator background***. Who you are, your operating history, and the specific people who would run this kitchen day to day.
- ***Track record***. Two or three comparable operations you have run, with sales volumes and dates, and three references we may contact.
- ***Operations plan***. Proposed staffing model, prep and service flow from noon to close, and how you will hold quality through slow midweek afternoons and peak weekend nights.
- ***Financial proposal***. Your proposed percentage within the stated range, your projected first-year monthly sales with assumptions, and your projected food and labor cost percentages.
- ***Financial capacity***. Evidence that you can fund opening inventory, staffing, and at least 12 months of operating expenses.
- ***Delivery approach***. How you would run delivery apps such as DoorDash without degrading on-site service, including your view on order volume caps during peak hours.
- ***Timeline***. How quickly you could open, and what you would need from SARA to do it.
- ***Exceptions***. Any terms in Sections 3 through 7 you would want to negotiate, stated plainly. Raising an exception will not disqualify you.

SARA may shortlist respondents for interviews and a tasting, request additional information, and negotiate terms with one or more respondents.

Submit proposals as a single PDF to Keith@RusticAles.com with the subject line "**Portal Kitchen RFP — [Your Company]**."

9. General conditions

- This RFP is not an offer and creates no obligation on SARA to select any respondent or enter into an agreement.
- SARA may amend, suspend, or withdraw this RFP at any time, and may reject any or all proposals.
- Respondents bear their own costs of preparing and submitting proposals.
- Any agreement is contingent on execution of a written license agreement satisfactory to SARA and on the operator obtaining all required permits.
- Proposals and any information exchanged will be treated as confidential by both parties. Please mark anything you consider proprietary.