

TO:
City of Miami Beach

September 14, 2020

Re: Request for renewal of Food & Beverage concession at South Pointe Park Pavillion Building

This is to respectfully request the renewal of the Food & Beverage concession at South Pointe Park Pavillion Building in Miami Beach, for the next term starting December 1st, 2020 through November 30, 2025.

This company has been continuously operating said concession from September 2016. Unfortunately we were forced to close in March 2020 due to the COVID19-related ordinances and could only recently reopen, although at a much reduced volume due to restrictions and lack of demand.

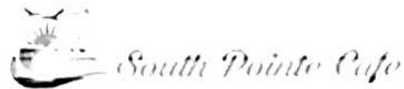
As a Miami Beach resident with two children enrolled at South Pointe Elementary and who are frequent visitors of the Park, it has always been my goal to do our part in improving the quality of the offer and the overall experience at the Park, as well as representing Miami Beach in the best way possible to tourists.

With that in mind, we heavily expanded the assortment, adding exclusively local vendors, among which:

- GelatoGo, gelato, based in Miami Beach;
- Daakzen, popsicles, based in Hialeah, FL;
- Popsy, popsicles, based in Doral, FL;
- Mayer Franco, homemade empanadas, Miami, FL.

To support this expansion we invested in additional equipment for a total amount exceeding \$10,000, including:

- o 3 display refrigerators, featuring locally made, healthy popsicles
- o 1 display refrigerators to add locally made, artisan gelato
- o 1 high-quality, Italian commercial espresso/cappuccino machine;
- o 1 convection oven to bake fresh croissant, empanadas, and pizza, all locally made;
- o POS system



- o Blenders
- o Juicers

In the spirit of contributing to the Community and being the Ambassadors of Miami Beach to visitors, we hired current and former Miami Beach High students (see attached document).

We also cooperated with the South Pointe Elementary and FOSPE (Friends of South Pointe Elementary), as indicated in the attached letter.

As a result of these renewed efforts and the support from the Community and Park's visitors, sales have more than doubled from 2016, also resulting in improved revenues for the City.

We remain at your disposal for any additional information you may require

Sincerely,

South Pointe Café LLC

Stefano Cavinato

Managing Member



SOUTH POINTE CAFÉ: MIAMI BEACH BEST FIRST JOB

Since 2016, South Pointe Café has been operating the City of Miami Beach concession at South Pointe Park.

During the last four years, it has employed 30 young men and women, all students or graduates of Miami Beach High School.

We believe working at South Pointe Café has provided a meaningful experience, often the very first work experience, helping to develop several skills, including exposure to sales, food preparation, customer service, inventory management.

Also, we believe that Miami Beach residents are best motivated to interact with the many tourists as well as establish a positive relationship with fellow residents who frequent the Park.

Hourly wages have always exceeded \$10 per hour.

It is our intention to continue the same policy and offer the same opportunity to many more students or past students.

June 15, 2020

TO WHOM IT MAY CONCERN

Dear Sir/Madam:

As requested, I am writing this letter in support of South Pointe Café and its owner Stefano Cavinato.

Stefano has been a dedicated father of two children attending Miami Beach South Pointe Elementary and a long-time resident of Miami Beach.

A large number of children attending South Pointe Elementary spend a great deal of time at nearby South Pointe Park and it is reassuring to know that the concession at the Park is managed by a school parent and attended to by employees who are all residents of Miami Beach and current or former students of Miami Beach Senior High School.

In December 2019 South Pointe Café hosted a fundraising event and generously donated a % of the event's profits to FOSPE. We are looking forward to more similar opportunities in the future.

We hope Stefano will continue in its role at South Pointe Park and we remain at your disposal for additional information.



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