

# QUARTERDECK

*Come for the food • Stay for the fun*

## LETTER OF INTEREST

CITY OF DANIA BEACH, FLORIDA

OFFICE OF THE CITY MANAGER

LETTER OF INTEREST

LEASE OF THE CITY FISHING PIER  
RESTAURANT

CITY'S BID NO.: 11-016

# QUARTERDECK

— Come for the food • Stay for the fun —

## QUARTERDECK AT DANIA PIER

With a “Chart House” location and a “Seawatch” view, Paul Flanigan and the Quarterdeck believe the marina and the restaurant facility at the Dania Beach Pier have the potential to be “The Destination Spot” for Dania Beach residents and tourists. Depending upon the view and commitment of all those involved in the project, the results could be very good, great or exceptional. The Quarterdeck wants to be involved on an exceptional level.

The Quarterdeck will build-out a full Quarterdeck Seafood Bar and Neighborhood Grill at the Dania Pier. The cost and time of completion are dependent upon the condition of the existing equipment and delays in plan review. The building time clock begins once final building plans are approved. The Quarterdeck’s most recent project was its Dive Bar in Jupiter, Florida. The site was an existing shell with bare floors (dirt). The project was completed in 96 days at a cost of \$950,000. We estimate 120 days to complete this project.

The Dania Beach Quarterdeck will be a full service Quarterdeck with our standard design package. One exception – addition – will be a spectacular reef type salt water tank (up to 2000 gallons) emulating the Dania Beach first reef. A menu and copies of various Point of Sale materials are attached. As noted above and in our Business Summary, the Quarterdeck has very competitive price points: average checks are \$26. Quarterdeck has been able to maintain these prices through intense negotiations with vendors, strong restaurant cost controls and reasonable occupancy costs. As noted above, Quarterdeck owns its real estate.

In addition to the restaurant, Quarterdeck proposes beach side food and beverage service.

Based upon the size of the facility, inside and out, and utilizing the Quarterdeck’s price structure, annual sales should be approximate \$3 million with a payroll of up to 85 employees, approximately \$750,000. Quarterdeck beach side service could generate an additional \$250,000 annually (and employ another 6-10).

The Quarterdeck will be actively involved in all City of Dania Beach functions and fundraisers.

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## Business Summary

### OVERVIEW:

The Quarterdecks are full service, casual dining restaurants located in Broward and Palm Beach Counties of South Florida.

The Quarterdeck endeavors to sell a select number of high quality items in various menu categories – meat – poultry – seafood – pastas – salads - at extremely competitive pricing. Quarterdeck's menu emphasizes seafood and includes a Raw Bar Selection with fresh oysters and clams from around the country.

Quarterdeck's design package is Florida casual - tropical décor, mounted fish, Florida lifestyle pictures, large saltwater fish tanks, heavy landscaping and a light, open feel created with sliding glass windows and doors- designed to promote a favorable dining experience for young professionals, families, and retirees. While not a sports bar, most Quarterdecks have up to forty (40) televisions.

The Quarterdeck's revenues are 60% food, 30% alcohol and 10% non-alcoholic beverages. Gross sales in 2011 are expected to be approximately \$20 million.

### HISTORY:

The Quarterdeck was founded more than 25 years ago by Paul B. Flanigan, President and Managing Partner. The first Quarterdeck opened in 1985 in a converted Big Daddy's Lounge. In 1995, the Quarterdeck opened a second unit on Fort Lauderdale Beach. Additional Broward County units followed in 1997 (Davie unit located across from Nova Southern University and the Miami Dolphins training center) and 1999 (Sawgrass unit located across from the Sawgrass Mills Shopping Center). In 2001, the Quarterdeck opened its first unit in Palm Beach County (Indiantown Road in Jupiter Florida). Each of these units averaged more than \$2.5 million. In the late 1990's and early 2000's, Quarterdeck was heavily involved in liquor and beer promotions, and alcoholic beverage sales approached 40% of total sales. Competition in the sports bar themed units was increasingly intense with many establishments promoting five (5) bottles of beer for five (\$5) dollars. Competition in the casual dining market was also becoming excessively intense as large chains fought for market share. Sales were strong, but margins were eroding.

As a result, the Company began to differentiate from that sports bar / casual dining market by significantly raising the quality of its food product, diversifying its menu and emphasizing fresh fish including Oyster Raw Bars. Results were positive with an increasingly loyal customer base. In 2010, the Quarterdeck expanded its brand with a Dive Bar Restaurant in Jupiter, Florida. (see [www.divebarrestaurant.com](http://www.divebarrestaurant.com))

## **FINANCIAL OUTLOOK:**

The Quarterdeck has been profitable since its inception in 1985. From 1995 through 2005 total sales and income grew steadily with net income of approximately 10% of total sales. As a result of a number of elements: increases costs of construction; increased pre-opening costs; a dramatic rise in Florida real estate taxes and insurance; increased labor costs; and a saturation of casual dining restaurants; Quarterdeck stopped the development of new units in 2007. As expected, net sales began to weaken 2007 as the Great Florida meltdown began. While the economy tanked over the last five years, the Quarterdeck has remained profitable.

Sales and net income have improved over that last two years. Quarterdeck projects 2011 financial results will be the best since 2007. Quarterdeck anticipates increased same store sales and net income for all its units in 2012. Consolidated financial statements are available, subject to executed confidentiality agreements.

Quarterdeck owns the real estate occupied by five (5) Quarterdeck units and its Dive Bar property; its warehouse facility and a number of commercial properties. Quarterdeck has over 500 employees.

## **PAUL B. FLANIGAN:**

Paul B. Flanigan is the President and Managing Partner of Quarterdeck Restaurants and Properties. His education includes BBA Accounting , University of Notre Dame; and JD, University of Miami School of Law. Professional career includes a CPA with Price Waterhouse & Co., and an attorney with Morgan, Lewis & Bockius. He is married with five children.



# QUARTERDECK

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## Quarterdeck's Dive Bar Restaurant

After sitting on the sidelines for the last few years watching and waiting, Paul Flanigan and his Quarterdeck restaurant group opened the Dive Bar Restaurant at the Jupiter Yacht Club Marina, 310 South US Highway 1, in Jupiter, Florida in March 2011. The Dive Bar is a upscale raw bar featuring:

- Fresh Fish
- Gourmet Hot American Food
- Sushi and Sashimi
- Various Oysters and Clams – raw and steamed.
- Served – reasonably priced - at our waterfront location.
- Large 'living reef' saltwater fish tank featuring jelly fish and man of war.

Plans for the Dive Bar were put on hold in 2007. "We own all our real-estate, and we simply could not make the numbers work with the inflated land and construction costs in the South Florida market. We looked at and examined a number of projects, but none would match our business model. We also anticipated that the casual dining market would become excessively competitive as a result of excess capacity – too many restaurants, and weakened consumer spending - not enough money." Said Flanigan "We had two Dive Bar projects and one Quarterdeck project ready to go, but stopped. A lot of restaurants didn't see that coming, and many have come and gone over the last few years. It's been painful to watch. We were eager to develop the Dive bar and our Quarterdeck brand, but timing and planning are everything. We went into and came out of this recession with more than 500 employees. We didn't lay anyone off! We have been very fortunate."

The Dive Bar is located along the Jupiter Riverwalk Project. The Dive Bar concept is an upscale, waterfront raw bar with open windows and doors; large outside patios and al fresco dining. The Dive Bar menu is competitively priced. "We want to offer reasonably priced waterfront entertainment - visit by car or boat – where you can walk the docks, feed the snook with your family and friends and maybe learn a little about the spectacular reef system lying a couple hundred feet east of the Jupiter coastline." The Yacht Club Marina has 10 public slips for Dive Bar customers.

The Dive Bar is environmentally friendly. "We are working with the Town of Jupiter's New Business and Leisure Service Division to promote environmental undersea awareness through the dive experience. Our 2500 gallon reef tank is stunning. We are affiliated with the Jupiter Dive Shop, a full service dive shop, and we will open a second Jupiter Dive Shop next to the Dive Bar. We offer Kayak and Paddleboard tours at the Dive Bar." Said Paul Flanigan.

QUARTERDECK PROPERTIES, L.C.,  
QUARTERDECK LAS OLAS, L.C.,  
QUARTERDECK CORDOVA, INC.,  
QUARTERDECK SAWGRASS, L.C.,  
QUARTERDECK DAVIE, L.C.,  
QUARTERDECK JUPITER, L.C., AND  
QUARTERDECK NORTH PALM BEACH, LLC

COMBINED FINANCIAL STATEMENTS  
(COMPILED)

December 31, 2010

**Available upon request with  
Executed confidentiality  
agreement**



ACCOUNTANTS' COMPILATION REPORT

Quarterdeck Restaurants  
1015 S.E. 16<sup>th</sup> Street  
Fort Lauderdale, Florida

We have compiled the accompanying combined balance sheet - income tax basis of Quarterdeck Properties, L.C., Quarterdeck Las Olas, L.C., Quarterdeck Cordova, Inc., Quarterdeck Sawgrass, L.C., Quarterdeck Davie, L.C., Quarterdeck Jupiter, L.C., and Quarterdeck North Palm Beach, LLC as of December 31, 2010, and the related combined statement of income - income tax basis for the year then ended and the schedule of combining balance sheets - income tax basis and schedule of combining income (loss) - income tax basis for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Companies' assets, liabilities, equity, revenue and expenses. Accordingly, these financial statements and schedules are not designed for those who are not informed about such matters.

*Keefe, McCullough & Co., LLP*

KEEFE, McCULLOUGH & CO., LLP

Fort Lauderdale, Florida  
February 17, 2011



# Happy Hour Specials



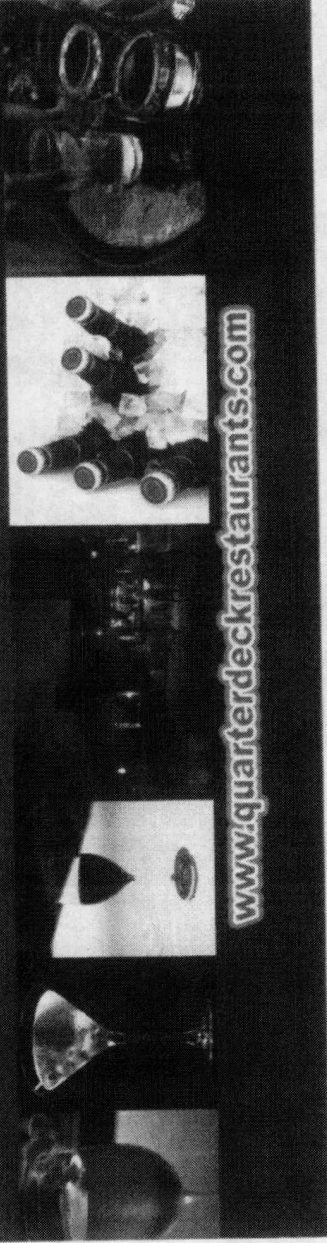
Monday thru Friday from 3-7PM and 9PM to close every day.

## 2-4-1 House Wines

5 for \$10 Buckets of Budweiser and Bud Light Longnecks  
\$4.25 Doubles of Smirnoff Vodka, Captain Morgan Spiced Rum,  
Seagram's Gin and Cuervo Silver Tequila

\$2 Shots of Cuervo Silver

\$4.25 Bud Select Pitchers



[www.quarterdeckrestaurants.com](http://www.quarterdeckrestaurants.com)



# Daily \$9.99 Specials



Sunday	Full-Rack of Babyback Ribs
Monday	10oz Charbroiled NY Strip Steak
Tuesday	Steak, Chicken, or Shrimp Fajitas
Wednesday	12oz Prime Rib
Thursday	1LB Snow Crab Legs
Friday	Pasta Jambalaya
Saturday	Half Slab of Ribs & Fried Shrimp



Each special comes with one side. Must include the purchase of a beverage.  
Not valid in conjunction with any other specials, discounts or promotions. While supplies last.

[www.quarterdeckrestaurants.com](http://www.quarterdeckrestaurants.com)



Cordova



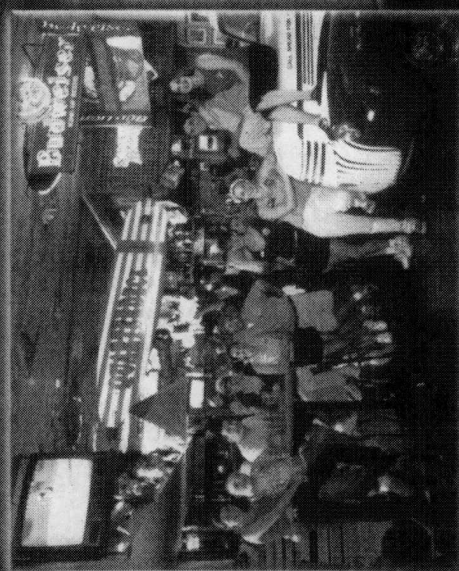
Big Time Fun



Las Olas

Greetings

from Florida



Savannah

Davie



Good Food



Jupiter

**Davie**  
3155 South University Drive  
Davie, FL 33325  
(954) 452-7676

**Cordova**  
1541 Cordova Road  
Ft. Lauderdale, FL 33316  
(954) 524-6163



**Jupiter**  
1096 West Indiantown Road  
Jupiter, FL 33458  
(561) 743-6383

**Las Olas**  
2933 East Las Olas Blvd.  
Ft. Lauderdale Beach, FL 33301  
(954) 525-2010

**Sawgrass**  
12310 West Sunrise Blvd.  
Plantation, FL 33323  
(954) 423-4197

Gerlinder/Michael





# 25 Dinner Specials

Only **\$7.99**

Don't Miss  
Delicious Deals  
All December!

## Holiday Savings All Month!

DECEMBER 2011

				1 1/2 Rack of Ribs & Shrimp	2 Coconut Shrimp	3 Sautéed Scallops
4 Prime Rib	5 Full Rack of Ribs	6 Tilapia Platter (Grilled, Fried or Blackened)	7 Chicken Francaise	8 Pasta Jambalaya	9 Fish & Chips	10 Shrimp Scampi
11 Prime Rib	12 Full Rack of Ribs	13 Tilapia Platter (Grilled, Fried or Blackened)	14 1/2 Rack of Ribs & BBQ Chicken	15 Chicken Francaise	16 Fish & Chips	17 Pasta Jambalaya
18 Prime Rib	19 Full Rack of Ribs	20 Chicken Francaise	21 1/2 Rack of Ribs & Shrimp	22 Shrimp Scampi	23 Tilapia Platter (Grilled, Fried or Blackened)	24 Full Rack of Ribs
25 Prime Rib	26	27	28	29	30 Each Meal Includes a Side!	

Not valid with any other offers, discounts, promotions or loyalty points. Limit 1 per table.

**\* Requires the purchase of a beverage.**

[www.QuarterdeckRestaurants.com](http://www.QuarterdeckRestaurants.com)



The Quarterdeck is a family venture; owned and operated by the Flanigan, Cullifer, Bellissimo, Rogers and Zaffere families. We have five restaurants, and we treat each as our vacation house if we had one. Our goal is to have a good time serving each of our guests with great tasting, home cooked foods and beverages, at the very best price we can - basically giving a "family discount". If we fail to live up to these expectations, if our party is a dud so to speak, please contact us on our personal phone numbers: Paul Flanigan at 954-448-6708 or Frank Zaffere at 954-448-6798.



Listed in progressive style from light and crisp to more intense and full bodied.

**Wine**

**White Wine**

Glass Bottle

- Sparkling, Freixenet Brut Split, Spain ..... 7
- Champagne, Moet and Chandon, Imperial, France ..... 50
- Moscato, Woodbridge, CA..... 6 18
- Riesling, Chateau Ste. Michelle, WA ..... 7 20
- Sauvignon Blanc, Matua, New Zealand ..... 8 23
- Pinot Grigio, Cavit, Italy ..... 7 20
- White Blend, Toasted Head "Untamed" ..... 9 28
- Chardonnay, Columbia Crest "Grand Estates", WA... 7 20
- Chardonnay, Sterling "Vintner's Collection", CA... 8 23
- Chardonnay, Newton "Red Label", Napa ..... 32

"We proudly pour Sycamore Lane"

**Red Wine**

Glass Bottle

- Pinot Noir, Chalone Monterey, CA..... 8 23
- Mertot, Coppola "Diamond", CA ..... 9 28
- Shiraz, Yellow Tail, Australia ..... 7 20
- Malbec, Colores Del Sol, Mendoza ..... 8 23
- Red Blend, Toasted Head "Untamed" ..... 9 28
- Cabernet Sauvignon, BV Coastal, CA..... 7 20
- Cabernet Sauvignon, Sterling "Vintner's Collection", CA..... 9 28
- Cabernet Sauvignon, Stags' Leap Winery, Napa .. 45

**Alternative Specialty Drinks and Mixers**

**Dark and Stormy**  
 Gosling's Black Seal Rum and  
 Gosling's Stormy Ginger Beer ..... 8

**Mango Mojito**

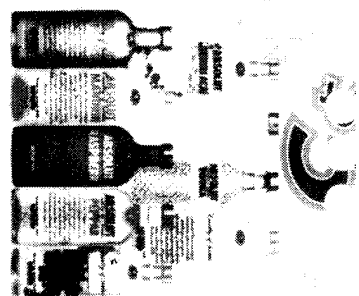
**ABSOLUT VODKA**

**The Ultimate Margarita**  
 Patron Silver, Patron Citronge, with  
 a splash of orange juice, lime juice,  
 sour and lime wedge ..... 9

**Patron D-on Martinis**

**Hand Crafted Bloody Mary**  
 Made with Tito's Hand Crafted Vodka,  
 garnished with lime, celery and an  
 Old Bay seasoned shrimp ..... 9

**Kentucky Buck**  
 Red Stag Bourbon blended with  
 simple syrup, fresh lemon juice and  
 muddled cherries. Served up..... 7



**Captain's Rum Punch**  
 Captain Morgan's Spiced Rum, Parrot Bay  
 Passion Fruit with a splash of pineapple,  
 cranberry, orange juice and sour..... 7

**Yacht Tea**  
 Jeremiah Weed Sweet Tea  
 Vodka blended with Lemonade..... 7

**Oyster Shooter**  
 Absolut Peppar,  
 Oyster, dash of  
 hot sauce

**Washington Apple**  
 Crown Royal, Sour  
 Apple Pucker  
 and cranberry

**Thin Lizzy**  
 Patron XO Café  
 and Jameson



**Monster Bombs!**  
 Smirnoff Cherry,  
 Smirnoff Grape  
 or Jagermeister

**\$2**  
 Shots of:  
**Silver Jose Cuervo**

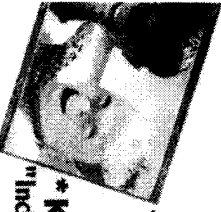
Monday thru Friday 3-7 pm. and Every day from  
 9 pm. to close. All house wines, all liquors (singles only)  
 and all beers, bottle and draft (excluding pitchers).

**\$2**  
 Bite Your Beer  
 With  
 Captain Morgan  
 Lime Bite!

**Dessert**

**Key Lime Cheesecake**  
 Smooth and creamy with the tangy taste of  
 genuine key lime juice ..... 4.99

**Triple Double Chocolate Cake**  
 Unbelievably rich chocolate cake.  
 Each slice is 3/4 of a pound..... 4.99



**Edy's Ice Cream**  
 Two scoops..... 2.99  
 One scoop ..... 1.99  
**\*\*KIDS Meal Available**  
 "Includes a free scoop of ice cream"



**Beverages**

**Ice Tea - Coffee**  
 We Carry Pepsi Products



You can follow us on:



*All starters, seafood bar, entrees, fresh fish, burgers, sandwiches, sides, salads, soups and minis require the purchase of a beverage. Not responsible for lost or stolen articles. We reserve the right to refuse service. We do not accept checks. Cigarettes, cigars and pipes prohibited. We appreciate those customers who have taken the responsibility of being designated drivers. Health Advisory - The consumption of raw or under cooked meats, poultry, seafood, shellfish or eggs may increase your risk of food borne illness, especially if you have certain medical conditions.*

**Take-out available ~ 18% gratuity added for parties of eight or more**  
**LATEST FOOD SERVICE INSPECTION REPORT AVAILABLE UPON REQUEST**

www.danlorenzobrothers.com



Italian Beef Dip ..... 10.99  
 Sandwiches ..... 9.99  
 Tacos ..... 8.99  
 Burgers ..... 7.99

Cheeseburger ..... 8.49  
 Bacon Cheeseburger ..... 8.99  
 Double Turkey Burger ..... 8.99  
 Patty Melt (with Swiss Cheese) ..... 8.99

**Handmade Burgers**  
 All burgers are served with macaroni and cheese, french fries, tater tots or cole slaw.

**Ernie Isomani**  
 Sautéed onions, sautéed mushrooms, pickle spear, cole slaw, lettuce, breading seasoning, slice of raw onion, tomato slices, jalapenos  
 Any Two Tomatoes For 99¢  
 Provolone cheese, pepperjack cheese, cheddar cheese, Swiss cheese, goat cheese, crumbled blue cheese, buffalo mozzarella, fried eggs, BBQ sauce, extra bacon, northern sauce, guacamole, pico de gallo, 2 beer-battered onion rings, pepperoni, coppicola ham, fresh basil, chili, pepperoncini



Alaskan Snow Crab Legs (1lb.) ..... MP  
 (2lbs.) ..... MP

Shrimp Scampi Over Angel-Hair Pasta ..... **14.99**

Fish and Chips ..... 11.99

Coconut Shrimp ..... 13.99

Fresh Fish Sandwich (Substitute Mahi add \$2) ... 9.99

Three Soft Shell Fish Tacos Served With Beans and Rice ..... **9.99**

Sautéed Scallops ..... 14.99

Seafood Pasta ..... 18.99

Mussels, shrimp, scallops, fish or crab over angel hair pasta

**Fresh Fish**

We endeavor to serve the finest fish from around the world. Certain species may not be available year round.

Fish may be Blackened, Grilled, Fried, Sautéed in lemon wine garlic butter or Broiled.

Tilapia ..... 11.99 Mahi - Mahi ..... MP

Tuna Steak ..... 13.99 We call it dolphin Fish of the Day ..... MP

**Raw Bar**

PETE Shrimp 1 lb. .... 14.99

1/2 lb. .... 8.99

Oysters (Subject to Availability)

Apalachicola Dozen ..... 11.99 Each ..... .99

Texas Greenback Dozen ..... 10.99 Each ..... .89

Louisiana Dozen ..... 10.99 Each ..... .89

Oysters Rockefeller ..... 9.99

Oysters of the Day ..... MP

Sashimi Yellowfin Tuna ..... 10.99

Pan Seared, Sesame Crusted Yellowfin Tuna Steamers 3 Dozen ..... 15.99

Plantation (954) 423-4197 Ft. Lauderdale (954) 524-6167 Ft. Lauderdale Beach (954) 525-2010 (954) 527-6716 Jupiter (561) 743-6383  
 www.quardeckrestaurant.com



**DECKMASTERS:** From left, Quarterdeck restaurant chain partner Ben Wegman, operations director Frank Zaffere and managing partner Paul Flanigan have set their sights on boosting the chain's presence in South Florida. Plans include new concept restaurants in Jupiter and Fort Lauderdale. Another restaurant is proposed for South Beach. **Staff photo/Mike Stocker**

# Full steam ahead for eateries

BY YOLANDA SANCHEZ  
BUSINESS WRITER

To say Paul Flanigan has a lot on his plate would be an understatement.

By early next year he aims to open **Quarterdeck** restaurants in Palm Beach County and South Beach and roll out two new concept restaurants — Dive Bar International in

## Quarterdeck owner plans fleet of future locations.

Jupiter and Miss Margo's Marina in Fort Lauderdale — by spring 2006. If that were not enough, he is also working on plans to revitalize Fort Lauderdale beach.

He says the secret behind his

success is simple. "It's about doing what you love, serving the food you like and making a personal connection with your customers," said Flanigan, Quarterdeck's managing partner.

And for more than a decade customers have come to know Quarterdeck for its casual atmosphere with saltwater fish tanks, pool tables, patio seating and sliding glass windows.

"I didn't want it to be a seafood place, I wanted it to be a neighborhood place."

■ **QUARTERDECK CONTINUES ON 2D**

**Sun-Sentinel.com**

[http://www.sun-sentinel.com/business/local/sfl-zquarterdecks22nov22\\_0\\_5730822.storv?coll=sfla-business-front](http://www.sun-sentinel.com/business/local/sfl-zquarterdecks22nov22_0_5730822.storv?coll=sfla-business-front)

## Full steam ahead for Quarterdeck as owner plans fleet of new locations

By Yolanda Sanchez  
Business Writer



To say Paul Flanigan has a lot on his plate would be an understatement.

By early next year he aims to open Quarterdeck restaurants in Palm Beach County and South Beach and roll out two new concept restaurants -- Dive Bar International in Jupiter and Miss Margo's Marina in Fort Lauderdale -- by spring 2006. If that were not enough, he is also working on plans to revitalize Fort Lauderdale beach.

He says the secret behind his success is simple. "It's about doing what you love, serving the food you like and making a personal connection with your customers," said Flanigan, Quarterdeck's managing partner.

And for more than a decade customers have come to know Quarterdeck for its casual atmosphere with saltwater fish tanks, pool tables, patio seating and sliding glass windows.

"I didn't want it to be a seafood place, I wanted it to be a neighborhood place," Flanigan said.

Flanigan bought Quarterdeck on Cordova Road in Fort Lauderdale 20 years ago in a bankruptcy sale from Flanigan's Enterprises Inc., owned by his uncle, Joe Flanigan. Back then it was still Flanigan's, but locals knew it as Quarterdeck. He broke with Flanigan's in 1995, but kept the Quarterdeck name. He considers Flanigan's a "formidable competitor," but unlike many restaurants, Quarterdeck owns the real estate to all of its locations.

"Looking back we never talked about the possibility that we would not succeed," said Frank Zaffere, director of operations. "The secret is to not get a corporate mentality."

And that means including their cell-phone numbers on menus and promoting from within. "All of our managing partners started at the lowest and I think most important levels," Zaffere added.

Average sales of the current six Quarterdeck locations were at \$19 million this year, and Flanigan anticipates that number will increase to \$27 million once the new locations open. The South Beach Quarterdeck will be located in the former Historic Irish House Pub on Alton Road.

"South Beach does not have a concept like this," said Ben Wegman, whose family has owned and operated the Irish Pub since 1977. "Locals will have a place to go that does not charge Lincoln Road prices."

Though he has no development strategy, Flanigan wants to continue growing and next year that growth will mean the debut of Dive Bar and Miss Margo's.

Located on Sawfish Bay, Flanigan envisions Dive Bar as a place where customers, if they come by boat,

can dock and dine. A dive shop will be attached to the restaurant where diners can learn about diving.

Miss Margo's, named after his wife, will be located "kitty-corner" to Quarterdeck on Las Olas Boulevard and will feature a piano bar with room for seating. The attached marina will include new docks, sea walls and landscaping.

The restaurant will be the beginning of a larger concept to revamp Fort Lauderdale beach. A few years ago, while walking on the beach with his wife, he noticed that the beach was not flourishing and "took it as his personal goal" to change that, said Flanigan.

He contracted Ed Stone & Associates, which designed the landscape for the Atlantis Resort hotel in the Bahamas, to design Miss Margo's and a plan for the beach. The plan includes a waterway walking path that encircles the beach, cleaning up vacant, unkempt lots and bringing in new businesses such as Cold Stone Creamery and Betty's Soul Food & BBQ.

"The city and I have to start this. It should be like Duval Street in Key West," he said. "Once that happens everyone will follow suit."

These days Flanigan makes it a point to be home for dinner with his wife of 22 years. For the last six years his wife has been battling metastatic breast cancer. His wife, now with Stage 4 cancer, keeps him grounded.

"She always says, 'I am not dying, I am living every day,'" he said. And this is what he plans to do as well.

After Hurricane Wilma, the current Quarterdeck restaurants closed 2 to 10 days and lost \$400,000 in sales and \$60,000 in food inventory. Construction on the new sites was delayed two weeks, and more delays are anticipated for the new concept restaurants as contractors deal with hurricane repairs to other businesses.

"That's OK with me," said Flanigan, who said the restaurants would open on schedule. "Let's get all the existing homes and businesses repaired before we start new ones."

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**CITY OF DANIA BEACH, FLORIDA**  
**Sworn Statement Under §287.133(3)(a), Florida Statutes**  
**Public Entity Crimes**

(This form must be signed in the presence of a Notary Public or other officer authorized to administer oaths.)

1. This sworn statement is submitted with Letter of Interest for the Lease of the City Fishing Pier Restaurant.

2. This sworn statement is submitted by: QUARTERDECK PROPERTIES  
(name of entity submitting sworn statement)

its business address is: 1015 SE 16<sup>th</sup> STREET  
FORT LAUDERDALE FL  
33316

Federal Identification Number  
(FEIN) is: 65-0628251  
(if applicable)

Social Security Number: [REDACTED]  
(if the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement)

3. My name is: Paul B. FLANIGAN  
(print name of individual signing this document)

and my relationship to the entity is: PRESIDENT, General Manager.  
(President, General Partner, etc. as applicable)

4. I understand that a "public entity crime" as defined in §287.133(1)(g), Florida Statutes means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

5. I understand that to be "convicted" or "conviction" as defined in §287.133(1)(b), Florida Statutes, means a finding of guilt and conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere (also known as a plea of "No Contest").



6. I understand that an "affiliate" as defined in §287.133(1)(a), Florida Statutes means:

- (a) A predecessor or successor of a person or a corporation convicted of a public entity crime; or
- (b) An entity under the control of any natural person who is active in the management of the entity and which has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima-facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in §287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

8. Based on information and belief, the statement that I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies)

a.  Neither the entity submitting the sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

b.  The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989 and (Please now indicate which additional statement below applies):

1.  There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order)

2.  The person or affiliate was placed on the convicted list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division

of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order)

3. \_\_\_\_\_ The person or affiliate has not been placed on the convicted vendor list. (Please describe any action taken by or pending with the Florida Department of General Services)

Paul B. Fleury  
Signature (of person whose Printed Name first appears above)

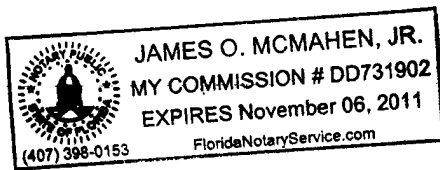
11/28/11  
Date

STATE OF FLORIDA       )  
COUNTY OF BROWARD   )

Sworn to and subscribed before me on 11/28, 2011, by Paul B. Hanigam who (check one)  is personally known to me or  has produced \_\_\_\_\_ as identification.

James O. McMahon, Jr.  
Notary Public  
James O. McMahon, Jr.  
PRINT Name of Notary Public

My commission expires: 10/31/2012



NON-COLLUSION AFFIDAVIT

The undersigned Bidder/Proposer has not divulged, discussed or compared his/her/its Bid/Proposal with any other Bidder/Proposer and has not colluded with any other Bidder/Proposer or parties to this Bid/Proposal whatsoever.

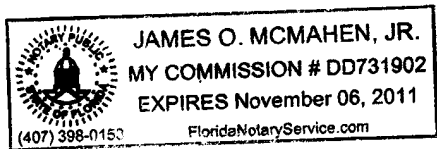
PAUL B. FEANIGAN  
Name of Bidder/Proposer  
[Signature]  
Signature  
PAUL B. FEANIGAN  
PRINT Name  
PRESIDENT. General Manager  
Title  
11/28, 2011  
Date

STATE OF FLORIDA )  
COUNTY OF Broward )

Sworn to and subscribed before me on 11/28, 2011, by Paul B. Feanigan who (check one)  is personally known to me or [ ] has produced \_\_\_\_\_ as identification.

James O. McMahon, Jr.  
Notary Public  
James O. McMahon, Jr.  
PRINT Name of Notary Public

My commission expires: 10/31/2012



REFERENCES

The following is a list of at least five (5) references from entities for which Proposer has provided similar services in the past three years:

Name of Firm, City, County, or Agency: Sysco Food Service

Address: \_\_\_\_\_

Contact Name, e-mail address and telephone number: TOM CLARK . 305.651.9421  
CLARK.TOM @ SFL.SYSCO.COM

Name of Firm, City, County, or Agency: BANK UNITED

Address: \_\_\_\_\_

Contact Name, e-mail address and telephone number: RICH THILL.  
RTHILL @ BANK UNITED.COM

Name of Firm, City, County, or Agency: BANK OF AMERICA.

Address: \_\_\_\_\_

Contact Name, e-mail address and telephone number: GARRIE FANNING 888.852.5000 (300-3)  
GARRIE.FANNING @ BANK.COM

Name of Firm, City, County, or Agency: PINNACLE SOFTWARE

Address: \_\_\_\_\_

Contact Name, e-mail address and telephone number: DON POTTER 954.444.0640  
DON @ PINNACLE.COM     DON @ PINNACLEHS.COM

Name of Firm, City, County, or Agency: SUNCOAST MARKETING

Address: \_\_\_\_\_

Contact Name, e-mail address and telephone number: BOB Scala  
BOB @ SUNCOASTMARKETING.COM     954.557.3811

ADDITIONAL REFERENCES MAY BE ATTACHED AND  
SUBMITTAL OF THEM IS ENCOURAGED.