



The Mariner at Harbor Island Park

Proposal for Harbor Island Park Food
Establishment



Mamamariner Hospitality LLC
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About Us

Combined Experience:

Together, our team brings over 60 years of hospitality expertise, spanning more than a dozen successful food and beverage operations across Long Island and New York City. All locations operate with valid liquor licenses, resale certificates, and Department of Health permits.

In addition to our extensive hospitality leadership experience, our ownership team is composed of a diverse group of professionals who bring a wealth of knowledge and perspective to the operation. Our ownership team includes professionals who are teachers, lawyers, parents, and community leaders.



Ownership and Partnership

We also operate Barefoot Puddles Hospitality and Pineapple Hospitality, which are shared partners in the following:

Venetian Shores, Lindenhurst NY (2018)

Tanner Park, Copiague NY (2018)

Bodhi's Beach Bar, Blue Point NY (2020)

Buoy Blue Point (2023)

Wayward, Sayville (2022)

Our partnership also owns and operates the following restaurants/bars:


Rust & Gold, Huntington (2017)

Harlem Public, Harlem NY (2012)

At The Wallace, Harlem NY (2014)

Honeywell, Harlem NY (2017)

1653 Pizza Co., Huntington NY (2021)



Beachfront Concession Expertise

Katch at Venetian Shores, Bodhi's Beach Shack, Cantina Bay at Tanner Park and Buoy 35 are municipal concession contracts located within public parks.

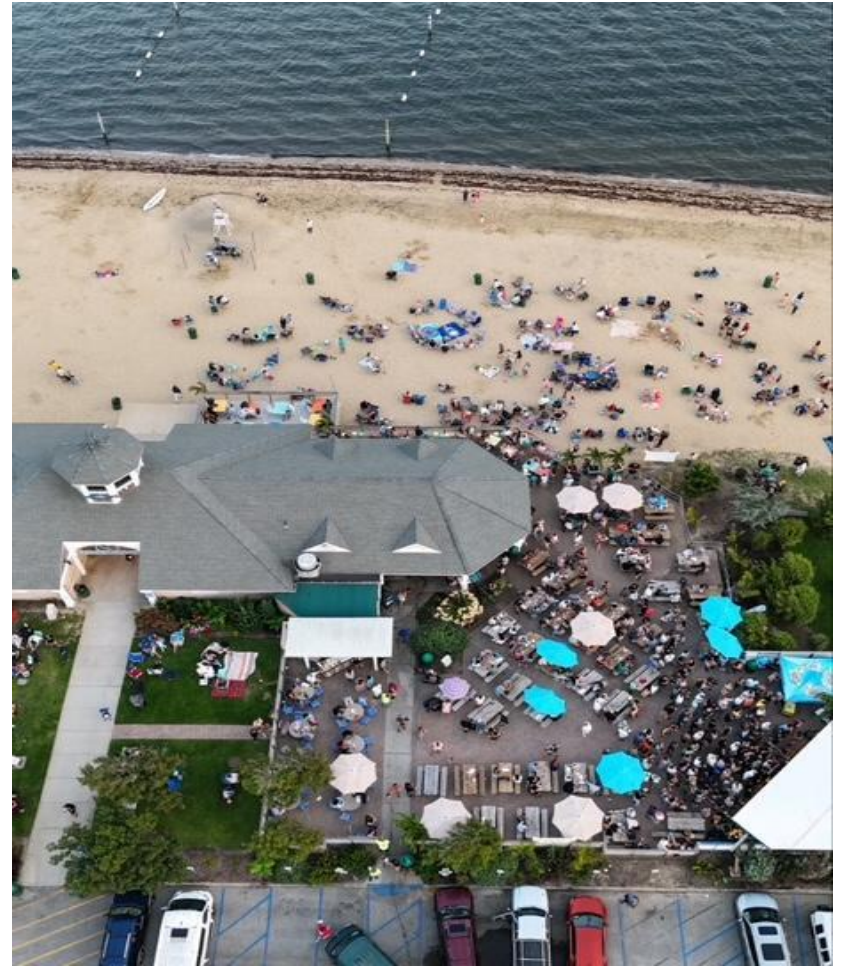
Feature children's playgrounds, sports fields, live music, spray parks, and water-related recreation.

These venues blend food, drink, and entertainment to serve as true community anchors within the towns and villages.

All concessions are weather dependent and remained successfully operational throughout the pandemic

Each concession averages 1.5M+ seasonally, with several of our larger businesses averaging \$4M+ annually

Photos from Beachside Concessions



Photos from Beachside Concessions



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Photos from Beachside Concessions





Concept Overview

We propose “The Mariner” at Harbor Island Park — a family-friendly, waterfront restaurant that blends upscale coastal dining with local community spirit.

Core Features

- **All-day service:** Breakfast, lunch, dinner.
- **Bar Program:** Seasonal cocktails, frozen specialties, local craft beer, and curated wines.
- **Service Options:** Table, bar, and walk-up service; take-away counter and grab and go options.
- **Dock & Dine:** Accessible for boaters in the harbor.
- **Events & Entertainment:** Stage for live music, cultural performances, and seasonal festivals.

"The Mariner's Sample Menu"



RAW BAR AND COLD STARTERS

Chilled Shellfish Tower

Local oysters, littleneck clams, poached shrimp, Maine Lobster, citrus mignonette, cocktail sauce, horseradish

East Coast Oysters on the Half Shell

Daily selection, champagne mignonette

Tuna Tartare

Yellowfin tuna, avocado, sesame, soy-lime dressing, crispy wonton

Jumbo Shrimp Cocktail

Poached shrimp, house-made cocktail sauce, lemon

Crab Louie Salad

Lump crab, baby greens, avocado, tomato, classic Louie dressing

SALADS & GREENS

Harbor Caesar

Baby romaine, Parmesan crisps, anchovy dressing, sourdough croutons

Summer Heirloom Salad

Burrata, heirloom-tomatoes, basil oil, aged balsamic

Kale & Farro Salad

Roasted beets, citrus vinaigrette, spiced pecans, goat cheese

SIDES

Family Style

Truffle Parmesan Fries

Charred Seasonal Vegetables

Lobster Mac & Cheese

HOT APPETIZERS

New England Clam Chowder

Creamy broth, fresh clams, house-cured bacon, oyster crackers

Seared Scallops

Corn puree, crispy pancetta, chive oil

Lobster Arancini

Lobster, saffron risotto, lemon aioli

Steamed Mussels

White wine, garlic, shallots, herbs, grilled baguette

MAINS- FROM THE SEA

Lobster Roll Duo

Warm butter-poached & chilled Maine-style with lemon aioli, house fries

Pan Roasted Halibut

Fennel & leek fondue, fingerling potatoes, saffron beurre blanc

Grilled Swordfish

Charred asparagus, tomato-caper relish, herb butter

Seafood Cioppino

Lobster, shrimp, scallops, mussels, tomato-wine broth, grilled bread

Whole Roasted Bronzino

Mediterranean herbs, lemon, olive-oil

DESSERTS

Key Lime Pie

Graham crust, whipped cream

Molten Chocolate Cake

Vanilla bean ice cream, sea salt caramel

"The Mariner's Sample Menu"



FROM THE DOCK

Pearls of the Sound (Oysters)
Harbor Shrimp Cocktail
Clam Chowder in a Cup
Golden Calamari Rings
Sunset Lobster Bisque

HARBOR GARDEN

Sailor's Caesar
Watermelon & Feta Breeze
Burrata Caprese with Pesto Drizzle
Seared Scallop Citrus Salad

CATCH OF THE DAY

Mariner's Lobster Roll
Fisherman's Basket (Fish & Chips)
Mahi Tacos at Sunset (3)
Grilled Swordfish
Halibut White Wine Reduction
Shrimp Scampi Linguine
BBQ Cedar-Plank Salmon
Chilean Sea Bass

CAPTAINS FARE

Harbor Island Burger
First Mate's Ribeye (12oz)
Admiral's Filet Mignon (8oz)
Rack of Lamb
Tomahawk for Two

CREW FAVORITES

Grilled Chicken Sandwich
Lobster Mac & Cheese
BBQ Ribs with Slaw

SWEET TIDES

Sailor's Slice
New York Harbor Cheesecake
Volcano Reef Cake
Crème Brûlée by the Shore
Seasonal Trilogy

Tavern & Tides

Mariner's Mule
Harbor Breeze
Sailor's Sangria
Smoked Signal (Old Fashioned)
Ocean Mist Martini
Captain's Collection
Draft Beer
Craft Beer Selections
Seasonal Cider
House Wines
Reserve Wine List

"Mariner's Week at a Glance"



THE
MARINER
AT HARBOR ISLAND

Weekly Entertainment & Events

Margarita Mondays

Coastal vibes & tropical cocktails with a light acoustic set.

\$8 Margaritas, Fish Tacos, Shrimp Ceviche

The Driftwood Duo - Acoustic Island Covers

Seafood Bake Tuesdays

Classic New England Clambake Night

Lobster, Clams, Corn & Potatoes | Buckets of Beer

Harbor Lights Band - Folk & Americana

Oyster & Wine Wednesdays

Raw bar indulgence with Live Jazz

\$1.50 Oysters & Half-Price Wine Bottles

Blue Tide Jazz Trio

Tropical Thursdays

Caribbean flavors and steel drum vibes

Rum Punch, Jerk Shrimp Skewers

Island Breeze Steel Band

Friday Night Harbor Sessions

Upscale Date-Night Dining with smooth Live Music

Chef's Catch Prix Fixe, Craft Cocktails Seaside Soul

Smooth Jazz & R&B

Sailaway Saturdays

High-Energy Night, Great for Groups

Surf & Turf Features Signature Cocktails

Sunset Sundays

Choice of Local Fresh Fish or Shrimp tacos paired

with a Signature Sunset Margarita for \$18


Sundown Set 4-6pm Acoustic or Light Jazz



Design and Infrastructure

Proposal Plans

- Multi-level building with open floor plan. Upper deck dining with retractable awnings, accordion-style glass doors, and panoramic harbor views.
- Lower level designed for quick service, outdoor seating, and casual dining.
- Bathrooms sized to occupancy and fully ADA compliant.
- Resilient infrastructure: HVAC, impact glass, heating, and storm-conscious design.
- Aesthetic palette: Nautical Blue, White, Gold Accent, Teak Brown, and Mahogany
- Phased Enhancements: potential transient dock space for boaters, water sport rental partnerships and event driven expansion into year round operation.




Partnership with Parks and Recreation

“The Mariner” at Harbor Island Park will operate as an extension of the park experience rather than a stand alone business.

We recognize that success depends on close alignment with the Village of Mamaroneck Parks and Recreation Department and their ongoing programming.

Collaborative Programming and Community Engagement



Aligning concession offerings and event scheduling with the Parks Department's calendar (e.g., Harbor Fest, parades, seasonal concerts).

Providing food and beverage services tailored to Parks events such as sports tournaments, family days, and cultural festivals.

Offering co-branded community events (e.g., movie nights, fitness in the park, senior socials).

Hosting joint initiatives such as youth internships, student art/music showcases, and educational workshops on sustainability in partnership with local schools and Parks programs.

Providing special pricing or sponsorship support for community-based Parks programming.

Operational Synergy and Support Services

Regular communication with Parks staff to ensure seamless coordination on access, security, grounds usage, weather related issues and maintenance needs.

Participation in monthly planning meetings with the Department of Parks and Recreation to align on upcoming events and address community feedback.

Shared signage and promotional efforts to encourage park visitors to engage with both recreational amenities and venue offerings.

Assisting the Village in maintaining the cleanliness of surrounding park areas adjacent to the venue.

Providing supplemental staff for high-volume events hosted by the Parks Department to ensure smooth logistics.



THE MARINER
**SEASIDE
SEAFOOD
FESTIVAL**



SATURDAY AUGUST 24
12 PM - 6 PM

LIVE MUSIC • FRESH SEAFOOD



THE
MARINER
AT HARBOR ISLAND

Dock, Dine & Discover
THE MARINER IS OPEN!
OPEN MAY–SEPTEMBER



Visit us at Harbor Island Park



Events and Community Engagement

We envision "The Mariner" at Harbor Island Park not only as a premier dining destination, but also as a community anchor that blends food, culture, wellness, and local partnerships. Our mission is to create a year-round program of events and initiatives that foster civic pride, celebrate diversity, and drive meaningful connections between residents, visitors, and local businesses.

Live Music Programming: Daily performances during peak summer season featuring local bands, school ensembles, and regional talent.


Signature Festivals: Seafood Fest, Chili Cook-Off, Oktoberfest, and rotating Art & Music Showcases in partnership with local artisans and performers.

Family & Neighborhood Nights: Outdoor movie nights, BBQs, Christmas in July, luau-style pig roasts, and themed community dinners.

Health & Wellness Programming: Harbor yoga sessions, paddle-in events, and sunset meditation classes in partnership with local studios and instructors.

Holiday & Cultural Celebrations: Annual Harborfest, boat burning with first responders, holiday parades, cultural heritage nights, and seasonal celebrations that reflect Mamaroneck's diversity.

Partnership and Local Business Engagement



Business Collaboration: Source ingredients, baked goods, and craft beverages from local purveyors; host "Local Business Spotlights" where vendors can showcase products alongside our events.

Civic Engagement: Partner with the Mamaroneck Chamber of Commerce, Parks & Recreation Department, Mama Arts Council, schools, libraries, senior centers, and the Emelin Theatre to co-host events and expand reach.

Charitable Initiatives: Organize school supply drives, holiday toy drives, and fundraisers to support local police, fire, EMT, and other community organizations.

Arts & Culture Integration: Feature rotating art installations from the Mamaroneck arts community, pop-up performances, and interactive children's programming.

Private and Special Events

The Mariner" at Harbor Island Park will also serve as a versatile event venue, welcoming residents and visitors to host milestone occasions:

Weddings, birthdays, showers, bar/bat mitzvahs, and engagement parties.

Corporate and nonprofit functions that promote networking and fundraising.

Year-round hosting potential through flexible indoor/outdoor spaces and tailored catering packages.



Community Impact

This event and engagement plan ensures Harbor Island Park is more than a concession, it is a community gathering place where dining, culture, and civic life intersect. By integrating local businesses, showcasing local talent, and prioritizing inclusivity in programming, we aim to build a long term relationship between “The Mariner” at Harbor Island Park and the people of Mamaroneck.



Sustainability Commitment

We are committed to ensuring that “The Mariner” at Harbor Island Park’s food and event operations align with environmental priorities and safe practices.

Our approach integrates sustainable practices into every aspect of service, sourcing, and community engagement.

Environmentally Sustainable Operations and Events

Biodegradable & Compostable Serviceware: We will exclusively use 100% biodegradable and compostable plates, cups, straws, and utensils to eliminate plastic waste.

Minimized Packaging: By partnering with local vendors, farmers, and bakers, we will reduce unnecessary packaging and prioritize reusable or recyclable delivery methods.

Waste Diversion & Recycling: We will work with Westchester-based recycling and composting services to establish on-site waste-sorting stations that educate customers while reducing landfill contributions.


Food Waste Management: Unsold food will be donated to local food banks and charities where possible, reducing waste while supporting families in need.

Reusable Mug & Cup Programs during festivals to cut down on single-use serviceware.

Bike-to-the-Beach Incentives: guests arriving on foot or bicycle will receive small discounts to encourage greener transportation and less parking lot congestion.

Sustainable Menus: Prioritize seasonal, locally sourced seafood and produce, highlighting the Hudson Valley and Long Island’s farming and fishing communities.

Local Partnerships and Community Education



School Collaborations: Partner with the Mamaroneck Union Free School District and local environmental clubs to create hands-on programs (e.g., “Compost 101” or “Zero Waste Lunch Day”) that use Harbor Island Park as a living classroom.

Educational Signage: Install eco-informational signage at the concession stand and event spaces, teaching visitors about the impact of composting, recycling, and sustainable seafood sourcing.

Community Events: Host annual “Green Harbor Fest” highlighting sustainability through eco-friendly vendors, reusable product markets, and family-friendly workshops on recycling, upcycling, and shoreline preservation.

Waterfront Stewardship: Collaborate with local nonprofits (e.g., Save the Sound, local rowing and sailing clubs) on Harbor clean-up days and shoreline restoration projects.

Long-Term Impact

By embedding these practices into daily operations and community events, “The Mariner” at Harbor Island Park will serve as a model for a sustainable venue in New York State.

This approach reduces waste, supports local vendors, educates the next generation, and protects the natural resources that make Harbor Island Park a cherished destination.

Financials



Startup Costs (Estimated – Year 1 Seasonal Launch)

Item	Estimated Cost
Permits & Licensing (DOH, Liquor, Resale, Music, etc.)	\$25,000
Food & Beverage Inventory (initial stock)	\$40,000
Payroll & Insurance (first month operations)	\$60,000
Capital Improvements (portable restrooms, awnings, kitchen equipment)	\$100,000–\$250,000
Contingency (10% buffer for unforeseen costs)	\$25,000
Total Startup Costs (Range):	\$250,000–\$400,000

Financials

Ongoing Operating Expenses (Annualized – Year 1 at \$500K Revenue)
Expenses scale proportionally as revenue increases by \$250K each year.

Category	% of Revenue	Year 1 Estimate (at \$500K)
Vendor Contracts (food, beverage, disposables)	30%	\$150,000
Payroll (front & back of house, management)	30%	\$150,000
Insurance & Permits	3%	\$15,000
Equipment Replenishment & Repairs	4%	\$20,000
Utilities & Waste Management	5%	\$25,000
Marketing & Community Engagement	2%	\$10,000
Miscellaneous & Contingency	3%	\$15,000
Total Ongoing Expenses	~72%	\$385,000

Compensation Model (Revenue Sharing)

Proposed 5% of Gross Revenue (post operating adjustments):

Year 1: $\$500\text{K} \times 5\% = \text{\$25,000}$ to the VOM

Year 2: $\$750\text{K} \times 5\% = \text{\$37,500}$ to the VOM

Year 3: $\$1.0\text{M} \times 5\% = \text{\$50,000}$ to the VOM

Year 4: $\$1.25\text{M} \times 5\% = \text{\$62,500}$ to the VOM

Year 5: $\$1.5\text{M} \times 5\% = \text{\$75,000}$ to the VOM

Five-Year Village Contribution Total: \$250,000.

Financial Snapshot (Year 1 Example)

- **Revenue:** \$500,000
- **Operating Expenses:** \$385,000
- **Operating Profit (before Village Share):** \$115,000
- **Village Share (5% of revenue):** \$25,000
- **Net Income (after Village contribution):** \$90,000

Narrative

- Startup costs are front-loaded in Year 1 (\$250K–\$400K) for permits, staffing, equipment, and portable infrastructure.
- Ongoing operating expenses align with industry benchmarks (70–75% of revenue).
- As revenue grows annually by \$250K increments, expenses scale accordingly, while Village contributions increase predictably from \$25K to \$75K annually by Year 5.
- This model ensures the Village benefits from both direct revenue-sharing and community programming supported by marketing and payroll allocations.

Financial Projections

Revenue Growth Assumption

- **Year 1 Revenue:** \$500K (short seasonal pilot phase).
- **Annual Increase:** +\$250K.
- **Year 5 Revenue:** \$1.5M.
- **Village of Mamaroneck Share:** 5% of gross revenue annually.

Expense Assumptions

- **COGS (food & beverage costs):** 30% of revenue.
- **Labor:** 30% of revenue.
- **Overhead (insurance, permits, utilities, admin):** 8% of revenue.
- **Marketing/Community Engagement:** 2% of revenue.
- **Miscellaneous and Contingency:** 2% of revenue.

Total operating costs = ~72% of revenue.

Five Year Summary

Year	Revenue	Expenses	Operating Profit (Pre-Village)	Village Share (5%)	Net Income
1	\$500K	\$360K	\$140K	\$25K	\$115K
2	\$750K	\$540K	\$210K	\$37.5K	\$172.5K
3	\$1.0M	\$720K	\$280K	\$50K	\$230K
4	\$1.25M	\$900K	\$350K	\$62.5K	\$287.5K
5	\$1.5M	\$1.08M	\$420K	\$75K	\$345K

Financial Model Summary



Our financial plan ensures a sustainable, scalable partnership with the Village of Mamaroneck. Front-loaded startup investments build a strong foundation, while a 5% revenue share provides steady Village returns that grow annually—projecting \$250K+ to the Village within five years.

Operating costs remain aligned with industry standards (~72%), allowing reinvestment in staffing, community programming, and infrastructure. For major Village events or festivals, we are committed to increasing the revenue share to reflect elevated sales and community engagement.

This balanced model rewards growth, supports the Village, and ensures long-term success for both partners.

This adaptable, performance-based model rewards growth, encourages community engagement, and demonstrates our dedication to fiscal transparency and partnership longevity. By aligning our success with the Village's, the operation creates a shared incentive structure that promotes steady reinvestment, public enjoyment, and continuous improvement of the Harbor Island Park experience.

Social Media Links

[Katch at Venetian Shores](#)

[Bodhi's Beach Shack](#)

[Cantina Bay](#)

[Buoy 35](#)

[Rust & Gold](#)

[1653 Pizza Co](#)

[Harlem Public](#)

[The Honeywell](#)

[The Wayward](#)

[At The Wallace](#)

[The Rolling Gold](#)

The screenshot shows a social media post from the account 'longislandconnection'. At the top, there is a profile picture and the name 'longislandconnection' next to a music player for 'Samuel Jack - Feels Like Summer'. The main heading of the post is 'LONG ISLANDER'S FAVORITE BEACH BARS' in large, bold, white letters on an orange background. Below this, a dark blue banner contains the text 'TOP 10 FAVORITE BEACH BARS FROM 240+ COMMENTS ON A RECENT LONG ISLAND CONNECTION POST BY LONG ISLANDERS'. The list of 10 bars is displayed in blue text on a white background. At the bottom left of the post, there is a small circular profile picture of 'BODHI'S' and a purple heart icon. At the bottom right, there is a small graphic of a beach scene with the text 'Long Island' and a circular icon with the number '2'.

longislandconnection
Samuel Jack · Feels Like Summer

LONG ISLANDER'S FAVORITE BEACH BARS

TOP 10 FAVORITE BEACH BARS FROM
240+ COMMENTS ON A RECENT LONG ISLAND
CONNECTION POST BY LONG ISLANDERS

1. BODHIS BEACH SHACK - BLUE POINT
2. KATCH VENETIAN SHORES - LINDENHURST
3. SALT SHACK - BABYLON
4. THE CASINO CAFE & BAR - DAVIS PARK
5. THE SUNSET CLUB AT TAPPEN - SEA CLIFF
6. SALTY'S SURF SHACK - LONG BEACH
7. BUOY BAR - POINT LOOKOUT
8. THE COVE - GLEN COVE
9. THE BOATYARD - TOBAY BEACH
10. CANTINA BAY - COPIAGUE

BODHI'S

@LONGISLANDCONNECTION



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Link to Venue Photos

[Venue Photos](#)