



Market House Lease

RFP 17-21

**TECHNICAL PROPOSAL**

Submitted by Mary Giolitti, Macaroni, Inc. dba Giolitti Delicatessen

June 29, 2017

I am pleased to present the following proposal to the City of Annapolis for the Market House project.

I have owned and successfully operated Giolitti Delicatessen, located at 2068 Somerville Road, Annapolis, MD 21401 since May of 1992. I have recently been offered and accepted an additional six year extension to my current lease by the Annapolis Towne Centre at Parole.

My business and staff provide a wide variety of products and services to our clients. We offer in-house dining as well as carry-out, including many prepared food items (all prepared from scratch/on premise) that are packaged and ready for our clients to take home and serve. We have a full-service deli, we offer on and off premise catering, and have a beer and wine license, for on/off premise sales. I have enclosed a copy of our deli menu as well as our catering menu. Please feel free to refer to my website at [www.giolittideli.com](http://www.giolittideli.com) for more information.

My vision for the Market Place is the same that I have for my current business; to provide quality food, service and value to my clients. The concept would be similar to my current business. I believe a mix of deli/market goods, specialty meats and cheese, fresh baked breads, grocery items and prepared foods (available for on premise or take-away) would be a great asset to the downtown Annapolis food scene. I would like to offer seasonal fresh fruits, vegetables, flowers and plants (working with various local, organic farmers), possibly with an "open air market" concept. I would also envision working with a local seafood vendor to offer fresh and prepared seafood, including some Chesapeake Bay products. I would also like to implement a delivery service to the immediate down-town area soon after opening.

I feel it will be important to work closely with the Evaluation Committee to discuss plans and have their feedback on their vision for the Market Place.

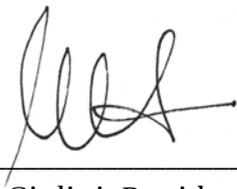
I have demonstrated my ability to successfully operate a food serve facility for 25 years. I can provide financial statements as necessary. I am confident I can meet all insurance requirements as specified by the City, as well as provide a performance/surety bond equal to the first year's rent.

Hours of operation (subject to change, seasonally, or as needed) would be 7 days a week from 8 am to 7 pm. Experienced management would be available during all hours of operation. My team would consist of myself, primarily (I have been very hands-on in regards to the required facets of running my business); my current employees, some who have worked with me for over 25 years: Cheryl Molesky (general manager and catering operations manager), Porfirio Diaz (head baker and prepared food manager), Rene Escobar (chef); Mary Mack (front manager and product purchaser) and Noe Merino (deli meat and cheese manager/buyer and sandwich prep manager). We would be recruiting and training staff for the Market House.

I would like to keep design changes to a minimum; I feel simplicity is best. I am willing and open to discussions with the City on the design. Special issues that will need to be discussed will be utilities, parking and outdoor seating.

I believe strongly in preventative facility maintenance and will provide the city with a detailed plan and contracts to ensure that the Market will run smoothly. I will also provide the City with semi-annual reporting that includes financial statements, changes in tenancy, management or operating procedures, repairs and proposed improvements.

Thank you for the opportunity to provide my vision and ideas for a successful Market House. I look forward to working with the City on this project!



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Mary Giolitti, President/Owner  
Macaroni, Inc. dba Giolitti Delicatessen

Dated this 27th day of June, 2017  
I acknowledge receipt of the Addendum  
No. 1



*Giolitti*  
FINE ITALIAN MARKET

THE *Firenze* MENU

CATERING



# Welcome

## Getting Started

What You Need to Know

### *Orders and Cancellations*

- Please give 48-hour notice.
- Cancellations must be made 24-hours in advance. Please phone in your order.  
**Do not** use e-mail to place orders.
- Pick-up and delivery orders must be paid for in advance unless other arrangements are authorized.
- Cash, major credit cards, corporate checks and personal checks accepted.
- There will be a 2% credit card fee added to all credit card purchases over \$100.00.

### *Delivery / Set-Up / Service*

- Delivery and set-up arrangements may be possible with at least 48-hour notice with fees base on party size and location (*note: some popular dates and times may not be available*).
- Service may be arranged with notice and catering order. Please call for rates and availability.

### *Store Hours*

Monday - Saturday 10 - 7 / Sun 11-4

### *Contact us*

cheryl@GiolittiDeli.com  
(410) 266-8600  
GiolittiDeli.com  
2068 Somerville Road  
Annapolis, MD 21401



## STARTERS

### *Displays*

12" tray (serves 6 - 8)

16" tray (serves 10 - 12)

18" tray (serves 15 - 20)

### *Fresh Fruit*

12" - \$35.00 / 16" - \$50.00 / 18" - \$75.00

A combination of seasonal fresh fruit.

### *Fresh Fruit and Cheese*

12" - \$40.00 / 16" - \$60.00 / 18" - \$90.00

Fresh fruit with a trio of cheeses and crispy Italian bread.

### *Antipasto*

12" - \$45.00 / 16" - \$75.00 / 18" - \$105.00

*Includes:* grilled eggplant and zucchini, roasted red peppers, marinated mushrooms, artichoke hearts, olives, pepperoncini, cherry peppers, fresh mozzarella, salami, prosciutto and crispy baguette.

### *Seasonal Grilled Vegetables*

16" - \$50.00 / 18" - \$100.00 (12" not available)

A beautiful, simply seasoned array of the seasons offerings.

### *Imported Italian Meat and Cheese*

12" - \$50.00 / 16" - \$89.00 / 18" - \$130.00

Featuring a variety of specialty meats and cheeses, assorted olives and crispy baguettes.

### *Hot Maryland Crab Dip - market priced*

Rich and creamy with fresh baked baguette slices.

1 lb, serves 6-8.

### *House Smoked or Poached Salmon - \$170.00 ea*

With cucumber, chopped egg, red onion, capers, creamy lemon-dill sauce and fresh sliced baguette.

### *Bites*

(15 piece minimum)

*Caprese Skewers* - \$2.25 ea

*Spinach and Ricotta Pastry Puffs* - \$2.25 ea

*Mini Calzones* - \$2.25 ea

sausage / peppers + cheese / pepperoni + mushroom

*Gorgonzola Crostini* - \$2.25 ea

with walnut + pear

*Roast Beef Crostini* - \$2.50 ea

with arugula + horseradish crema

## BUFFET PACKAGES

(10 person minimum, all prices are per person)

### *The Tuscan - our most requested!* - \$11.95

**Includes:** assorted focaccia sandwiches (finger-sized sandwiches on our fresh baked bread made up as 1/3 Italian cold cut, 1/3 turkey and Swiss with honey mustard and 1/3 grilled eggplant with fresh mozzarella), choice of pasta salad, homemade cookies or cannoli and set-ups.

### *The Gourmet* - \$11.95

**Includes:** assorted crispy Italian baguette sandwiches (made up as 1/3 roast beef and brie with creamy horseradish sauce, 1/3 smoked turkey and havarti with roasted red pepper mayo and 1/3 caprese), choice of pasta salad, homemade cookies or cannoli and set-ups.

### *The Caesar* - \$16.95

**Includes:** traditional Caesar salad with lemon-herb chicken breast strips, garlic parmesan braided bread, fresh fruit display, mini cannoli or cookies and set-ups.

### *The Basic Italian* - \$17.95

**Includes:** meatballs in sauce, grilled sausage, peppers and onions, pasta marinara, garden salad with Italian vinaigrette, garlic Parmesan bread, cookies and mini cannoli, set-ups.

### *The Pollo* - \$17.95

**Includes:** one selection from our chicken entrees with pasta, garden salad with Italian vinaigrette, garlic Parmesan braided bread, assorted mini desserts and set-ups.

### *Boxed Lunches* - \$12.95 (no minimum)

**Includes:** sandwich on Tuscan bread (choose from: roast beef + provolone, turkey + provolone, Italian cold cut and/or Caprese), pasta salad, and cookie

## SANDWICH TRAYS

(24 hour notice)

### *Giolitti's Focaccia Sandwiches*

Our fresh baked rosemary focaccia bread as a combination of Italian cold cuts, turkey and Swiss with honey mustard and grilled eggplant with fresh mozzarella.

**\$70.00/half sheet**

(approximately 40 finger-sized sandwiches)

**\$105.00/three quarter sheet**

(approximately 60 finger-sized sandwiches)

**\$140.00/full sheet**

(approximately 80 finger-sized sandwiches)

### ***Baguette Sandwiches***

Our fresh baked baguettes made up as a combination of roast beef and brie with creamy horseradish sauce, smoked turkey and havarti with roasted red pepper mayo and caprese (fresh mozzarella/tomato and basil) with balsamic glaze — or your favorite combination.

**\$35.00/per baguette** (12 slices each)

### ***Build-Your-Own Deli Tray***

(10 person minimum) - **\$7.95 per person**

A selection of three meats and two cheeses with mini Italian rolls, focaccia bread and condiments.

***Meat options:*** roast beef, ham, honey ham, roast turkey, mesquite smoked turkey, corned beef, prosciutto, mortadella or Genoa salami.

***Cheese options:*** American, Swiss, havarti, provolone, cheddar, asiago or fontina.

## **ENTREES**

### ***Chicken Saltimbocca - \$8.95***

Tender chicken breast topped with prosciutto and fontina in a white wine-sage sauce served with pasta.

### ***Chicken Marsala - \$8.95***

A classic rendition of chicken breast in a mushroom and marsala wine sauce served with pasta.

### ***Chicken Parmesan - \$8.95***

Not breaded or fried! Simply topped with mozzarella and provolone and baked in marinara, served with pasta.  
*(available breaded upon request)*

### ***Chicken Picatta - \$8.95***

Pan-seared in a lemon-caper sauce and served with pasta.

### ***Chicken Cacciatore - \$8.95***

Chicken breast, tomatoes, peppers, onions, white wine.

### ***Manicotti - \$7.95*** (2 per serving)

Select from: cheese, fresh basil and cheese or spinach and cheese with marinara or Alfredo sauce.

### ***Canneloni - \$8.95*** (2 per serving)

Seasoned beef-filled fresh pasta with creamy aurora sauce.

### ***Cheese Filled Shells - \$7.95*** (3 per serving)

Served with marinara.

## PASTA BY THE PAN

### *Meat Lasagna*

Half Pan (9 servings) - \$55.00

Full Pan (18 servings) - \$95.00

Traditional beef with ricotta, parmesan, fresh mozzarella and marinara.

### *Vegetable Lasagna*

Half Pan (9 servings) - \$55.00

Full Pan (18 servings) - \$95.00

Mushrooms, spinach and zucchini with ricotta, parmesan, fresh mozzarella and marinara.

### *Eggplant Lasagna*

Half Pan (9 servings) - \$60.00

Full Pan (18 servings) - \$105.00

Layered and baked eggplant with ricotta, parmesan, fresh mozzarella and marinara.

### *Pasta Al Forno*

Half Pan (9 servings) - \$45.00

Full Pan (18 servings) - \$85.00

Baked penne pasta with a creamy blend of Italian cheeses and fresh marinara.

## SALADS

*Garden with Italian Vinaigrette* - \$4.50

*Greek Garden* - \$5.95 / add chicken - \$8.95

### *Traditional Caesar Salad*

\$5.95 / add chicken \$8.95

*Caprese* - \$5.95

*Pasta Salad* - \$4.95

*Select from:*

- tomato, mozzarella and basil
- Mediterranean orzo
- sundried tomato with balsamic and pine nut
- macaroni salad: shells with a creamy dressing
- cappelini with roasted tomato, garlic and basil
- Greek pasta salad with fusilli

*Traditional Tuna Salad* - \$3.00

*Italian Tuna Salad* - \$5.00

## SIDES

*Meatballs with Marinara* - \$4.95 (3 per serving)

*Grilled Sausage, Peppers and Onions* - \$4.95

*Italian Roasted Potatoes* - \$4.95

*Russet and sweet potatoes seasoned simply with olive oil, rosemary, sea salt and black pepper.*

*Broccoli Rabe* - \$4.95

*Sauteed Spinach* - \$4.95

## BREADS

(24 hour notice)

*Tuscan Rolls* - \$1.75 \$1.25/mini

*Tuscan Bread* - \$4.50

(our rustic Italian bread with a hint of wheat flour)

*Butter Rolls* - \$1.75 each

*Crispy Italian Baguette* - \$3.75 each

*Rosemary Focaccia Bread* - \$4.50 per pound

*Garlic Parmesan Braided Bread* - \$5.00 each

*Garlic Bread* - \$1.95/per person

Crispy Italian baguette, grilled, brushed with olive oil and butter, rubbed with fresh garlic and seasoned with Italian herbs and parmesan cheese.

## DESSERTS

(48 hour notice)

*Assorted Mini Desserts*

\$1.75/each (add \$3.00 for a display tray)

**Includes:** mini cannoli, mini cheesecakes, lemon bars, brownies, assorted cookies (chocolate chip, snickerdoodles, oatmeal raisin and peanut butter)

*Tiramisu*

\$15.00/quarter pan

\$35.00/half pan

\$70.00/full pan

Traditional espresso dipped savoiardi biscuits, mascarpone cheese and chocolate.

*Cheesecake* - \$28.00/10" round

**Select from:** Ricotta or New York-style.

*Ask about our selection of specialty cakes.*

10" round starting at \$50.



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2068 Somerville Road • Annapolis, MD 21401

## CALZONES

served with a side of marinara

*Spinach and Cheese / Sausage, Peppers and Cheese /  
Pepperoni and Fresh Mozzarella* \$8.95

## PIZZA

### Neopolitan Pizza

12" cheese \$8.99 / \$1 - \$2 per topping

Slice \$2.95 / 50¢ - \$1 per topping

*8" Thin Crust Pizza* \$5.95 / 50¢ - \$1 per topping

*Sicilian Slice* \$3.95 / 50¢ - \$1 per topping

## PASTA & HOT ENTREES

served with a slice of our house bread

*Eggplant Lasagna (no pasta)* \$10.95

*Meat Lasagna* \$10.95

*Veggie Lasagna* \$10.95

with mushrooms, zucchini and spinach

*Eggplant Parmesan* \$10.95

served over spaghetti or penne pasta

*Spaghetti or Penne*

with Alfredo \$9.95 with Marinara \$8.95

with Meatballs \$10.95 with Bolognese \$10.95

with Sausage + Peppers \$10.95

with Tuscan meat sauce \$10.95

*Chicken Parmesan* \$9.95

over Spaghetti or Penne pasta

*Chicken Milanese* \$10.95

Lightly breaded chicken breast sauteed in a lemon and white wine sauce, topped with fresh chopped tomatoes. Served with a small garden salad.

*Cheese Ravioli* \$9.95

with marinara

*Pasta Special* \$10.95

Half portion of (choose one): meat lasagna or veggie lasagna.

Served with a small salad, bread and fountain beverage.

*Ask about our weekly pasta special!*

## SIDES

*Meatballs in Marinara* (3 per side) \$5.00

*Sausage & Peppers in Marinara* (4 pieces) \$5.00

*Grilled Sausage with Onions & Peppers* \$5.00  
(4 pieces per side)

*Pasta Salad* \$3.95

Ask for today's selections

*Giolitti Fries* \$3.95

Dusted simply with sea salt and black pepper

*Mozzarella Sticks* \$6.95

## KIDS ONLY

*Sandwich with Potato Chips* \$5.95

choice of ham and cheese or turkey and cheese

*Spaghetti or Penne Pasta*

with Butter and Cheese \$3.95

with Marinara \$4.95

with Meatballs \$6.95

## DESSERTS

*Tiramisu* \$4.95

*New York-Style or Italian Cheesecake* \$3.95

*Cannoli* \$2.95/regular \$1.50/mini

*Cannoli creme made with sliced almonds. Nut-free available on request.*

*Home Made Cookies* \$1.50

*Assorted Imported Italian Desserts*

ask for available selections

## BEVERAGES

*featuring Lavazza Coffee beverages*

Including coffee, espresso, cappuccino and lattes

We also have a wide variety of beverages — from sodas and juices to beer and wine. Check out our selection when you pick up your order!

*Enjoy your meal with a bottle of wine selected from our shelf! (small corkage fee applies to sale)*

Check out  
our pasta salad  
selections in the  
deli case!

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*Giolitti*  
FINE ITALIAN MARKET

## TAKE OUT MENU

*Call or visit our website for  
daily sandwich, soup, salad and  
pasta specials!*

Now serving...  
**Dinner from  
5:30-8pm!**  
Mon-Sat

2068 Somerville Road, Annapolis, MD 21401

Mon - Sat 10 - 8 • Sun 11 - 4

[Giolittideli.com](http://Giolittideli.com)

410.266.8600



# menu

## SOUPS

Served with a slice of our house bread

*Minestrone or Tomato Basil*

**bowl \$4.95 / quart \$9.95**

*Maryland Vegetable Crab or Soup of the Day*

**bowl \$5.65 / quart \$10.95**

**Monk's Lunch \$9.95**

Large soup of your choice with a chunk of Tuscan bread and cheddar cheese

## SALADS

served with a slice of crispy Italian bread

**Garden Salad \$3.95/small \$6.95/large**

romaine lettuce, tomato, cucumber, red onion, kalamata olives and pepperoncini with our house oil & vinegar dressing

**Greek Salad \$4.95/small \$7.95/large**

romaine lettuce, tomato, cucumber, red onion, kalamata olives, pepperoncini and feta cheese with homemade Greek dressing

**Caesar Salad \$4.95/small \$7.95/large**

romaine lettuce tossed in our homemade Caesar dressing with croutons and shaved parmesan

**Market Salad \$5.95/small \$10.95/large**

romaine lettuce, radicchio, Belgian endive, fennel, avocado, sweet bell pepper, carrot, cucumber, lupini beans and dried cranberries

**Add:** grilled chicken \$3.00 / American tuna salad \$3.00

Italian tuna salad \$5.00 / extra bread 50¢/slice

**Antipasto Salad \$10.95**

garden salad with Genoa salami, capicola, provolone, artichoke hearts and kalamata olives with house oil & vinegar dressing

**BLT Chopped Salad \$10.95**

romaine lettuce, corn, avocado and feta cheese with creamy ranch dressing

*Ask about our weekly salad special!*

Check out our daily soup and weekly salad specials!

## Build your own SANDWICHES

**whole sandwich \$8.49**

**half sandwich \$4.95**

**Breads:** Crispy Italian baguette, Italian roll, focaccia, sliced Tuscan, whole wheat, rye

**Meats:** Oven-roasted turkey, smoked turkey, chicken cutlet, ham, roast beef, Genoa salami, corned beef, pastrami, capicola, mortadella, prosciutto

- Italian chicken salad (*roasted chicken with onion, celery and sweet peppers in a lemon-herb vinaigrette*)
- Cranberry chicken salad (*mayo based with roasted chicken, celery and cranberries*)
- traditional tuna salad (*with mayo, celery and red onion*)

**Cheeses:** American, provolone, cheddar, fresh mozzarella, havarti, Swiss or fontina

**Condiments:** mayonnaise, yellow mustard, honey mustard, dijon mustard, house dressing, lettuce, tomato, onion, hot peppers or sweet peppers

**Add:** roasted red peppers, olive mix, extra cheese or extra meat \$1.00/per item

## HOUSE FAVORITES

**The Milano \$7.95/half \$9.95/whole**

prosciutto, fresh mozzarella, green leaf lettuce, tomato, olive oil, kalamata olives on our crispy Italian baguette

**The Parma \$7.95/half \$9.95/whole**

imported Italian rosemary and herb ham with fresh mozzarella and roasted red peppers on our crispy Italian baguette

**The Porchetta \$7.95/half \$9.95/whole**

Italian seasoned roasted pork with melted fontina cheese, caramelized onion and rapini on our crispy Italian baguette

**The Roman \$8.49**

prosciutto, capicola, and provolone on our Italian roll with lettuce, tomato, onion, house dressing and hot peppers

**The Italian \$8.49**

genoa salami, capicola, mortadella and provolone cheese on our Italian roll with lettuce, tomato, onion, house dressing and hot peppers

**Muffalatta \$9.95**

genoa salami, capicola, provolone, house dressing and homemade olive mix in the end of a scooped Italian Tuscan loaf

**Tonno Italiano \$8.95/half \$12.95/whole**

imported Italian tuna with red onion, provolone cheese, lettuce and balsamic vinegar on our crispy Italian baguette

**Giolitti Vegetarian \$8.49**

grilled eggplant, fresh mozzarella, lettuce, tomato and house dressing on focaccia bread

**Caprese \$8.49**

fresh mozzarella, tomato, basil, balsamic vinegar and olive oil on sliced Tuscan bread

**Cuban Panini \$8.49**

roasted pork, ham, swiss, pickles, special Cuban dressing on Tuscan bread (*grilled*)

**Meatball Sub \$9.95**

with melted provolone on our Italian roll

**Grilled Sausage, Pepper & Onion Sub**

**\$6.95/half \$9.95/whole**

with melted provolone on our Italian roll with a side of marinara

**Chicken Parmesan Sub \$8.95**

with melted provolone cheese on our Italian roll

**Eggplant Parmesan Sub \$8.95**

with melted provolone on our Italian roll with a side of marinara

**Reuben \$8.95**

corned beef, Swiss, sauerkraut and 1000 Island dressing on rye bread (*grilled*)

**Giolitti Cheese Steak or Chicken & Cheese \$9.95**

top round of beef or tender strips of seasoned chicken, sauteed to order with melted provolone, sauteed onions & sweet peppers, lettuce, tomato and a touch of mayo on our crispy Italian baguette