



AUDIT AND ACCOUNTABILITY COMMITTEE

PRE-SOLICITATION BRIEFING FOR TERMINAL A FOOD, BEVERAGE, & RETAIL PRIME CONCESSIONAIRE

October 3, 2017

Russell J. Handy
Aviation Director
Aviation Department

Solicitation Overview



Originating Department: Aviation



Solicitation Type: Request for Proposals (RFP)



High Profile Designation: Contract Value Over \$1 Million



Estimated Value: \$19.5 Million (revenue to City)



Current Contract Status: Month-to-Month



Proposed Term: 7 years w/3, 1 year renewal options

Project Overview

Purpose

- Provide Aviation with a prime concessionaire to manage various food, beverage, & retail concessions in Terminal A
- Offer a variety of food, beverage & retail merchandise including local concepts and themes which highlight San Antonio's unique culinary and cultural traditions
- Provide opportunities for Disadvantaged Business Enterprises to participate in airport concessions

Prime Concessionaire

- Experienced concessions management company – industry experts on what concepts work well
- Familiarity with Airport Concession Disadvantaged Business Enterprise (ACDBE) Program
- Support for training, operations, and employee base
- Attracting higher capital investment

Project Summary (locations)


- Nine concepts which include:
 - Both retail and food/beverages
 - Mix of table and casual dining service
 - Locally themed concepts
 - Fresh/Healthy options
 - Pre-Security Coffee/Snack options

Solicitation Requirements



Evaluation Criteria

- Experience, Background, Qualifications: 20 Points
- Proposed Plan: 40 Points
- Compensation Schedule: 20 Points
- ACDBE Program: 20 Points



Additional Requirements

- Audited Financial Statements: Required
- Local Preference Program: Not Applicable
- Veteran-Owned Small Business Program Preference: Not Applicable

Outreach Efforts

NIGP/NAICS Codes Identified

- NIGP: 905-34, Airport Concessions, Food
- NAICS: 722310-Food Service Contractors; 722410-Alcoholic Beverages; 722330-Mobile Food Service; 445292-Confectionery & Nut Stores; 453-Miscellaneous Store Retailers; 453220-Gift, Novelty, & Souvenir Stores; 45121-Book Stores & News Dealers; 451211-Book Stores; 451212-News Dealers & Newsstands

Number of Vendors to be Notified

- Central Vendor Registry: 34
- Veteran Owned Small Business (SBE/WBE): 2
- Targeted Vendor Outreach: 34

Advertising

- FAA DBE Connect
- TVSA channel 21
- COSA Bidding Opportunities website
- Express News
- Industry Publications: American Association of Airport Executives, Airports Council International, Airport Revenue News, and Airport Minority Business Council

Project Evaluation Committee

Voting Members	Advisory Members
Carlos Contreras, Assistant City Manager, City Manager's Office	Mark Triesch, Assistant City Attorney, City Attorney's Office
Russell J. Handy, Aviation Director, Aviation Department	Barbara Trevino, Contract Coordinator, Aviation Department
Steve Milburn, Property & Concessions Manager, Aviation Department	Art Arispe, Compliance Manager, Aviation Department
Samantha Burgess, Lecturing Instructor- Hospitality & Service Management, Culinary Institute of America	Bhaves A. Patel, Vice President, Unison Consulting, Inc.
Dave Krupinski, Chief Operating Officer, Visit SA	
Amanda Garcia, San Antonio Restaurant Association	

Project Timeline

Pre-Solicitation

Goal Setting Committee:

- N/A

Pre-Solicitation Briefing:

- October 3, 2017

Release RFP:

- **October 13, 2017**

Solicitation

Pre-Submittal Conference:

- October 26, 2017

Deadline for Questions:

- November 13, 2017

RFP Due:

- **November 29, 2017**

Post – Solicitation

Evaluation Complete:

- February 2018

Contract Negotiated:

- March 2018

Post Solicitation

Briefing:

- **March 20, 2018**

Finalization

City Council Consideration:

- **April 19, 2018**

Start Date:

- May 1, 2018



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