

Audit and Accountability Committee



Post Solicitation Briefing for Terminal A Food/Beverage/Retail Prime Concessionaire

February 19, 2019

Presented by Russell J. Handy, Director, San Antonio Airport System

Solicitation Overview

Project Overview

- New food, beverage and retail prime concessionaire for over 10,000 square feet in Terminal A.
- New concepts promoting desired store concepts, themes and products with a mix of national brands and San Antonio area products/services that have strong local representation.

Solicitation Type

- Request For Proposals

Estimated Value (Revenue/Min. Annual)

- \$2M/ \$20 million total

Proposed Term

- 7 years with 3, 1-year options

Recommended Award

Food, Beverage, and Retail Prime Concessionaire RFP 18-014	Max. Points	Firm 1	Firm 2
FINAL EVALUATION Friday, November 16, 2018			
A - Experience, Background, Qualifications	20	18.40	13.40
B - Proposed Plan	40	37.40	23.80
C - Compensation	20	20.00	16.20
D - ACDBE	20	20.00	20.00
TOTAL SCORE	100	95.80	73.40
RANK BASED ON TOTAL SCORE		1.00	2.00

SBEDA Subcontracting Requirements: Not Applicable

Local Preference Program – Not applicable

Veteran Owned Small Business Preference Program – Not applicable

Due Diligence

Finance and Audit Departments – Due Diligence Results

Number of vendors notified:	29
Number of vendors at pre-submittal conference:	31
Number of responses received:	4
Results of Minimum Requirements Review	No Findings
Results of Due Diligence Review	No Findings