



COUNCIL AGENDA: 5/21/19
FILE: 19-354
ITEM: 6.1

Memorandum

TO: HONORABLE MAYOR
AND CITY COUNCIL

FROM: John Aitken

SUBJECT: SEE BELOW

DATE: May 21, 2019

Approved

D. DSYL

Date

5/21/19

SUPPLEMENTAL

SUBJECT: APPROVAL OF PROPOSER RANKINGS AND AUTHORIZATION TO NEGOTIATE AND EXECUTE CONCESSION AGREEMENTS FOR THE SAN JOSE INTERNATIONAL AIRPORT FOOD AND BEVERAGE CONCESSION PROGRAM

BACKGROUND

In the original Council memorandum dated May 6, 2019, Staff only provided rankings for the Package 1 Proposals. Included herein are the final tallied scores. As stated in the RFP and the Council memorandum, the RFP Evaluation Criteria was as follows:

RFP Evaluation Criteria
General Information
Proposed Concept(s) and Design
Qualifications and Experience
Proposal Bid, Sales and Revenue Projections
Proposed Capital Investment
Management, Operational, Customer Service, and Marketing Plans

HONORABLE MAYOR AND CITY COUNCIL

May 21, 2019

Subject: Food and Beverage RFP Recommendation of Award

Page 2

The scoring for each of the three Prime Proposals was as follows:

Operator	Eval #1	Eval #2	Eval #3	Eval #4	Eval #5	Eval #6	Eval #7	Possible Points
SSP America								
Tab A - Gen Info	42	49	45	45	50	50	47	50
Tab B - Concepts and Design	190	190	178	180	190	175	198	200
Tab C - Qualifications and Experience	180	195	190	185	195	185	180	200
Tab D - Proposal Bid (calculated)	100	100	100	100	100	100	100	100
Tab D - Reasonableness of Projections	40	50	48	0	50	30	46	50
Tab E - Capital Investment (calculated)	150	150	150	150	150	150	150	150
Tab F - Management & Ops	230	240	240	240	225	205	245	250
Total Points	932	974	951	900	960	895	966	1000

Average 939.7

Taste Mission San Jose LLC								
Tab A - Gen Info	42	50	45	45	50	50	45	50
Tab B - Concepts and Design	160	180	180	180	150	155	185	200
Tab C - Qualifications and Experience	180	185	180	190	150	175	180	200
Tab D - Proposal Bid (calculated)	93.6	93.6	93.6	93.6	93.6	93.6	93.6	100
Tab D - Reasonableness of Projections	35	45	45	0	30	30	46	50
Tab E - Capital Investment (calculated)	140.1	140.1	140.1	140.1	140.1	140.1	140.1	150
Tab F - Management & Ops	230	230	230	240	150	190	220	250
Total Points	880.7	923.7	913.7	888.7	763.7	833.7	909.7	1000

Average 873.4

SJC DN, LLC								
Tab A - Gen Info	40	40	45	40	50	35	45	50
Tab B - Concepts and Design	170	180	180	170	110	125	130	200
Tab C - Qualifications and Experience	125	190	185	190	150	180	180	200
Tab D - Proposal Bid (calculated)	94.3	94.3	94.3	94.3	94.3	94.3	94.3	100
Tab D - Reasonableness of Projections	35	45	45	0	40	35	40	50
Tab E - Capital Investment (calculated)	125.9	125.9	125.9	125.9	125.9	125.9	125.9	150
Tab F - Management & Ops	220	230	230	230	180	180	160	250
Total Points	810.2	905.2	905.2	850.2	750.2	775.2	775.2	1000

Average 824.5

For the specific financial impacts are as follows:

Proposed Minimum Annual Guarantee ("MAG"):

	MAG	MAG MAG Total (life of contract)	Diff	% Diff	Ranking
<i>SSP America</i>	\$3,003,363	\$42,047,082	0	100%	#1
Delaware North	\$2,879,048	\$40,306,672	(\$1,740,410)	-4.1%	#2
Tastes/Mission	\$2,810,000	\$39,340,000	(\$2,707,082)	-6.4%	#3

May 21, 2019

Subject: Food and Beverage RFP Recommendation of Award

Page 3

Proposed Capital Investment:

	CAPEX	Diff	% Diff	Ranking
<i>SSP America</i>	\$17,355,400	0	0%	#1
Tastes/Mission	\$16,517,417	(\$837,983)	-4.8%	#2
Delaware North	\$14,918,951	(\$2,436,449)	-14.0%	#3

/s/
JOHN AITKEN, A.A.E.
Director of Aviation

For questions, please contact John Aitken, A.A.E., Director of Aviation at (408) 392-3610