



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

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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
<b>Total Points</b>	<b>932</b>	<b>974</b>	<b>951</b>	<b>900</b>	<b>960</b>	<b>895</b>	<b>966</b>	<b>1000</b>

Average 939.7
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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
<b>Total Points</b>	<b>880.7</b>	<b>923.7</b>	<b>913.7</b>	<b>888.7</b>	<b>763.7</b>	<b>833.7</b>	<b>909.7</b>	<b>1000</b>

Average 873.4
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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
<b>Total Points</b>	<b>810.2</b>	<b>905.2</b>	<b>905.2</b>	<b>850.2</b>	<b>750.2</b>	<b>775.2</b>	<b>775.2</b>	<b>1000</b>

Average 824.5
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For the specific financial impacts are as follows:

**Proposed Minimum Annual Guarantee ("MAG"):**

	MAG	MAG MAG Total (life of contract)	Diff	% Diff	Ranking
SSP America	\$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

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**Proposed Capital Investment:**

	CAPEX	Diff	% Diff	Ranking
<i>SSP America</i>	<b><i>\$17,355,400</i></b>	<b><i>0</i></b>	<b><i>0%</i></b>	<b><i>#1</i></b>
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