



Interoffice Memorandum

October 12 2018

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: John Schmidt, Contract Management Administrator, Orange County
Convention Center
407-685-9858

SUBJECT: Request for Proposals Y19-100-TJ, Food and Beverage Services for
the Orange County Convention Center

RECOMMENDATION:

Selection of one firm and an alternate to provide Food and Beverage Services for the Orange County Convention Center, Request for Proposals Y19-100-TJ, from the following firms listed alphabetically.

Centerplate Hospitality Venture dba Centerplate
Orange County LAC Group, LLC

Request authority for the Procurement Division to negotiate and execute a 4-year contract. Further request authorization for the Procurement Division to renew the contract for one additional 4-year term and one additional 3-year term.

This item was evaluated by the Procurement Committee on October 3, 2018. Commissioner Pete Clarke was assigned to the Procurement Committee.

PURPOSE:

The selected firm will be the exclusive provider of food and beverage services for the Orange County Convention Center.

DISCUSSION:

This Request for Proposals was structured with a two-phase selection. Phase I has evaluated the proposers to ensure that each one in contention is fully qualified and capable of providing the aforementioned services. Proposers who achieved a minimum of 400 points were deemed qualified and advanced to Phase II.

Phase II will seek Board selection of one firm and an alternate based on the Board's consideration of the following:

- Review of the written proposals.
- Viewing of pre-recorded video presentations by each qualified proposer at the Board meeting. Presentations will provide a general overview of the firm, its experience, and capabilities. Additionally, the proposer will describe the benefits and advantages of their proposal, the competencies of the proposer, and ways that their proposal would enhance the mission of the Convention Center. Topics should include, but are not limited to, sales support business partnership development, and social and corporate responsibility.
- Following each presentation the Board will have an opportunity for a question and answer session with the proposer's key personnel.

Two written proposals were received in response to this Request for Proposals (RFP). The written proposals were evaluated by the Procurement Committee in accordance with the criteria set forth in the RFP. Per the attached scoring approved by the Procurement Committee, both proposers achieved the minimum score to advance to Phase II of the selection process.

Y19-100-TJ, Food and Beverage Services for the Orange County Convention Center

RFP Y19-100-TJ FOOD AND BEVERAGE SERVICES FOR THE ORANGE COUNTY CONVENTION CENTER

	QUALIFICATION OF STAFF		QUALIFICATION OF FIRM		TECHNICAL APPROACH		LOCATION		FINANCIAL PROPOSAL		MWBE PARTICIPATION		DISPL. WORKER	SDV PRIME	SDV SUBS	TOTAL
WEIGHT:	20		20		25		10		15		10		5	5	10	
POINT STRUCTURE: 1= Poor 4= Above Avg. 2= Below Avg. 5= Excellent 3= Average	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	BONUS POINTS	BONUS POINTS	BONUS POINTS	
FIRM NAME:																
Cenerplate Hospitality Venture d/b/a Centerplate	4.80	96.00	5.00	100.00	4.40	110.00	5.00	50.00	5.00	75.00	3.00	30.00	5.00	-	2.00	468.00
Orange County LAC Group, LLC	4.60	92.00	4.00	80.00	4.60	115.00	5.00	50.00	5.00	75.00	4.00	40.00	5.00	-	8.00	465.00



Interoffice Memorandum

October 17, 2018

To: Todd Jackson, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJ: **RFP #Y19-100-TJ, Food and Beverage Services for the Orange County Convention Center**

for K.W.

Below are the respondents to the subject RFP with their firm's certified sub-consultants and MWBE participation score on a 1 – 5 rating:

1. JV	Orange County LAC Group, LLC		4 Points
*AFAM (JV)	Alliance Professional Group, Inc.	20%	
*HF (JV)	CCH Marketing Consulting Inc.	10%	
AFAM	Worthy Cakes, LLC	5%	
AFAM	Inglur, Inc.	4%	
AFAM	Superior Hospitality Group, LLC	4%	
AFAM	Age Wise, Inc.	4%	
AFAM	Charles Carson Pro Shoe Shine	3%	
HM	Stefano Espresso Co.	4%	
WF	Bagel King Wholesale	4%	
AF(Is)	Ace Staffing, Inc.	5%	
HM	Diper Designers, LLC	4%	
WF	Shark Provisions LLC	4%	
	Total Joint Venture (JV) Participation	30%	
	Total MWBE Participation:	41%	
	EEO Staff	43%	
Bonus Points			
	Service-Disabled Veterans (SDV)	4	
*	Displaced Workers:	5	

*Alliance Professional Group, Inc. and CCH Marketing Consulting, Inc. are certified Orange County minority vendors, listed as part of a joint venture with Levy. The certified minority vendors make up 30% of the joint venture leaving 37% minority sub-consultant. Therefore, the evaluator could not approve a MWBE joint venture of 51/49.

*The proposer listed six displaced workers to be hired. However, the maximum award of bonus points is five; one bonus point for each hire.

cc: Contract File

Sheena Ferguson

2. JV	Centerplate Hospitality Venture dba Centerplate		3 Points
HM (JV)	Perez of Florida, Inc.	14%	
WF (JV)	Hill of Beans Coffee Co.	7%	
AFAM (JV)	Ronald O Rogers & Associates, LLC	9%	
WF (JV)	Florida Investments Unlimited, Inc.	5%	
AM(Pac)	Walker Hospitality, Inc.	18.10%	
AF(Is)	Pita Hut Enterprises, Inc.	15.25%	
HM	Perez of Florida, Inc.	9.28%	
AFAM	Ronald O Rogers & Associates, LLC	8.59%	
HF	International Uniserve, Inc.	8.53%	
WF (JV)	Hill of Beans Coffee Co.	5.5%	
WF	Lucy Dog, LLC	4.34%	
WF	I Wanna Distributors, Inc.	4.30%	
*AFAM	Charles Carson Pro Shoe Shine	0%	
*AFAM	Cosby's Corporate Massage Services	0%	
HM	Stefano Espresso Co	4%	
	Total Joint Venture (JV) Participation	30%	
	Total MWBE Participation:	77.89%	
*	EEO Staff	0%	
Bonus Points			
*	Service-Disabled Veterans (SDV)	1	
	Displaced Workers:	5	

*The percent of contract to be subcontracted to Charles Carson Pro Shoe Shine and Cosby's Corporate Massage Services is zero. The evaluator could not evaluate MWBE participation for these vendors.

*The Equal Opportunity Workforce Schedule for Centerplate was submitted for consideration of their Orlando Metropolitan Statistical Area, not their Total workforce as indicated on the form. Therefore, the evaluator could not assess points for the workforce.

*The proposer indicated that the Service-Displaced Veteran, Kleen Sweep Inc. will be subcontracted 1% of total purchases from minority vendors and not the proposer. Therefore, the evaluator cannot assess bonus points to the proposer.