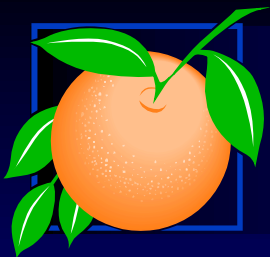


A stylized graphic of orange leaves and fruit, rendered in a lighter blue color, is positioned behind the text. The leaves are elongated and pointed, while the fruit is a simple circle. The entire graphic is centered and serves as a background for the text.

# **ORANGE COUNTY GOVERNMENT**

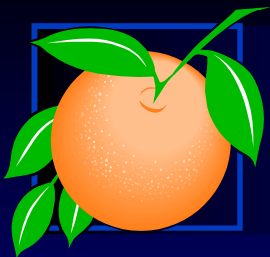
**FOOD AND BEVERAGE SERVICES FOR THE  
ORANGE COUNTY CONVENTION CENTER**

**REQUEST FOR PROPOSALS Y19-100-TJ**



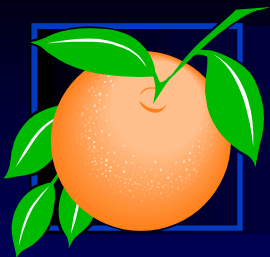
# **PRESENTATION OUTLINE**

- **Procurement Process Overview**
- **Center Plate Hospitality Venture dba Centerplate**
  - **Video Presentation**
  - **Board of County Commissioners Q & A with the Firm**
- **Orange County LAC Group, LLC**
  - **Video Presentation**
  - **Board of County Commissioners Q & A with the Firm**
- **Requested Actions**



# **PROCUREMENT PROCESS OVERVIEW**

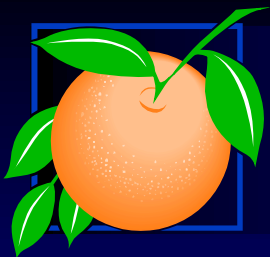
- **The Request for Proposals was structured as a two-phase selection process**
  - **Phase I – Written Proposals**
  - **Phase II – Presentations to the Board**
- **Two proposals were received in response to the Request for Proposals and evaluated on the following criteria:**
  - **Qualifications of Staff**
  - **Qualifications of Firm**
  - **Technical Approach**
  - **Financial Capacity**
  - **Location**
  - **M/WBE Utilization**



# **PROCUREMENT PROCESS OVERVIEW**

## **Procurement Committee Members**

- **Commissioner Pete Clarke**
- **Randy Singh, Assistant County Administrator**
- **Yulita Osuba, Deputy Director, Orange County Convention Center**
- **Terry Devitt, Acting Deputy Director, Orange County Convention Center**
- **Sheena Ferguson, Manager, Business Development Division**
- **John Schmidt, Contract Management Administrator, Orange County Convention Center**



# **PROCUREMENT PROCESS OVERVIEW**

- **Proposers who achieved a minimum of 400 points in Phase I were deemed qualified, thereby advancing to Phase II**
- **Both proposers have advanced to Phase II**
  - **Centerplate Hospitality Venture dba Centerplate**
  - **Orange County LAC Group, LLC**





**Centerplate**



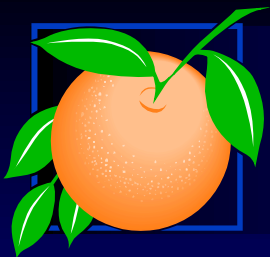




ORANGE COUNTY

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**LAC Group**



# **REQUESTED ACTIONS**

- **Selection of one firm and an alternate to provide Food and Beverage Services for the Orange County Convention Center.**
- **Authorization for the Procurement Division to negotiate and execute a 4-year contract.**
- **Authorization for the Procurement Division to renew the contract for one additional 4-year term and one additional 3-year term.**