



TO: Board of Contracts and Awards
FROM: Kim Bedier, Director, Tacoma Venues & Events *KWB*
Jon Houg, Deputy Director, Tacoma Venues & Events
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and
Joe Parris, Finance/Purchasing
SUBJECT: Food and Beverage Services at the Tacoma Dome and Greater Tacoma
Convention Center
Request for Proposals Specification No. PF17-0463F – May 1, 2018
DATE: April 14, 2018

RECOMMENDATION SUMMARY:

Tacoma Venues & Events recommends a contract be awarded to ARAMARK Sports and Entertainment Services, LLC, Philadelphia, PA, for provision of Food and Beverage Services at the Tacoma Dome and Greater Tacoma Convention Center for a contract term of ten (10) years. Start-up investment by the contractor totals \$2,000,000.00 for the Tacoma Dome and for the Greater Tacoma Convention Center. In addition, the City is projected to receive between \$1,700,000.00 and \$2,700,000.00 net annually, or an estimated \$22,500,000.00 net total, over the duration of the ten year contract.

STRATEGIC POLICY PRIORITY:

- Encourage and promote an efficient and effective government, which is fiscally sustainable.

This contract promotes efficient and effective venue services for food and beverage provision within the City’s venues, and provides significant revenues streams to the enterprises of the Tacoma Dome and Greater Tacoma Convention Center.

BACKGROUND:

Tacoma Venues & Events utilizes contracted vendors to provide food and beverage services at the Tacoma Dome and Greater Tacoma Convention Center, and has done so continuously, without interruption, for the life of each venue.

ISSUE: The City strives to operate high-quality, first-class event venues that are competitive in the industry and attract diverse event activity including sporting, entertainment, cultural, convention and conference, trade shows, consumer shows, meetings and community events. This contract will provide appropriate, expert, efficient and responsive food and beverage services at the Tacoma Dome and Greater Tacoma Convention Center. The venues require provision for quality management of catering and concession services to clients, guests, and patrons hosting and attending events that furnish all management, supervision, and labor.

ALTERNATIVES: The City of Tacoma does not have the capability or expertise to provide food and beverage services covered by this contract. If this contract is not awarded, the Tacoma Dome and Greater Tacoma Convention Center will be unable to provide food or beverage services, thereby limiting business operations and removing a valuable revenue stream, and placing the venues at risk for use by being unable to fulfill client event contractual obligations or attract new business.



COMPETITIVE SOLICITATION:

Request for Proposals Specification No. PF17-0463F was opened February 6, 2018. Nine (9) companies were invited to bid in addition to normal advertising of the project. Five (5) submittals were received. Aramark Sports and Entertainment Services, LLC achieved the highest total score.

Responding companies’ proposals were evaluated on the following criteria:

- Creativity reflected in the proposal for unique operational plans, the point of sale areas, menu, personnel training, uniforms, and related marketing and promotional ideas. (25 points)
- The experience, training, and past performance of those persons designated by the companies as proposed pre-opening team. (15 points)
- The Proposer’s performance at other venues, as shown by contacts with representatives of those venues by phone or mail which have been or may be made by the City. (5 points)
- Proposer’s financial condition, including the ability to provide a required performance bond, payment bond, and capital improvements. (5 points)
- Small Business Enterprise. (5 points)
- Proposer’s sustainability efforts. (5 points)
- Proposer’s financial return to the City, and the quality and scope of the Proposer’s investment. (40 points)

<u>Respondent</u>	<u>Location (City, State)</u>	<u>Score</u>
ARAMARK Sports and Entertainment Services, LLC	Philadelphia, PA	525.0
Levy Premium Foodservice Limited Partnership	Chicago, IL	514.0
Volume Services, Inc. d/b/a Centerplate	Stamford, CT	492.0
Rojo Holding Company LLC	Tempe, AZ	442.0
Lancer Hospitality Washington LLC	Tacoma , WA	373.5

CONTRACT HISTORY: New contract.

SUSTAINABILITY: Each firm was asked to respond regarding sustainability practices. Aramark’s enterprise-wide environmental sustainability platform focuses on responsible sourcing and waste minimization, as well as efficient operations and transportation management. Their internal Sustainable Sourcing Council leads the responsible sourcing strategy seeking expertise and insight from a formal Sustainable Sourcing Advisory Panel to ensure food products are harvested in a sustainable manner.

SBE/LEAP COMPLIANCE: Not applicable.

DISADVANTAGED BUSINESS ENTERPRISE (DBE): Not applicable.



FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
TOTAL			

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
FUND 4165-CCOP	890350	4347155	\$7,757,631.56
FUND 4180	818200	4347152	\$11,829,774.33
FUND 4180	818200	4347150	\$2,987,493.06
TOTAL			\$22,574,898.95

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: N / A – Revenue Contract

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED.

N / A – Revenue Contract

FINANCE PURCHASING
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