



CORPUS CHRISTI INTERNATIONAL AIRPORT

# RFP - Food & Beverage Concessionaire

# Background

- April of 2013 CRP staff began advertising the RFP: Non-Exclusive Food & Beverage Concessions.
- A total of 11 companies were present at the Pre-Proposal Conference.
- We received a total of 3 proposals; Oakwells, Subway and Tailwind.



# Summary of Evaluations

- Tailwind received highest point average
  - Strong Estimated Minimum Annual Guarantee
  - Highest Level of Investment
  - Strong Menu and market prices
  - Strong staffing and training plan
  - Experience (9 airport locations)
  - Catering is a priority for additional revenue
- Airport Board
  - Voted unanimously to recommend Tailwind





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# Questions

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