

# Retail, Food, and Beverage Concessions for CCIA

## RFP 3952

Sr. Buyer: Minerva Alvarado

<b>Proposal Evaluation</b>	<b>Tailwind Hospitality, Inc.</b>	<b>Fabor, Coe &amp; Gregg of Florida, Inc</b>	<b>SSP America, Inc</b>	<b>Oneta dba Pepsi-Cola/Sunrise Vending</b>
	<b>Wilmington, NC</b>	<b>Secaucus, NJ</b>	<b>Ashburn, VA</b>	<b>Corpus Christi, TX</b>
<b>Minimum Qualifications (PASS/FAIL)</b>				
Registered as required by law	<b>Pass</b>	<b>Pass</b>	<b>Pass</b>	<b>Pass</b>
Required five years in business				
No material lawsuits during last 5 years				
No outstanding regulatory issues last 5 years				
References Provided for firm				
<b>Local Preference (10 PTS)</b>		<b>0.0</b>	<b>0.0</b>	<b>10.0</b>
<b>Technical Proposal (70 PTS)</b>	<b>60.3</b>	<b>47.7</b>	<b>42.7</b>	<b>28.7</b>
Experience/Management Plan/Qualification (10 pt)	<b>9.0</b>	<b>8.3</b>	<b>8.3</b>	<b>7.7</b>
Financial Projections (10 pt)	<b>9.0</b>	<b>6.3</b>	<b>6.3</b>	<b>3.7</b>
Menu/Marketing Plan/Branding (10 pt)	<b>9.0</b>	<b>6.7</b>	<b>4.7</b>	<b>5.3</b>
Facility Utilization (Concept,Design,Use) (15 pt)	<b>11.7</b>	<b>8.3</b>	<b>8.3</b>	<b>6.0</b>
Transition and Development Plan (15 pt)	<b>11.7</b>	<b>9.3</b>	<b>8.0</b>	<b>4.3</b>
Capital Investment (10 pt)	<b>10.0</b>	<b>8.7</b>	<b>7.0</b>	<b>1.7</b>
<b>Interview (20 PTS)</b>				
Firms' Experience (20 points)	<b>18.7</b>	<b>17.5</b>	<b>13.7</b>	
<b>Total</b>	<b>79.0</b>	<b>65.2</b>	<b>56.4</b>	<b>38.7</b>