

Resolution #22-0418
2022 Resolution Book, Page 178

**RESOLUTION AWARDING CONTRACT WITH CAROLINA THUNDERBIRDS, LLC
TO PROVIDE FOOD AND BEVERAGE SERVICES FOR THE CITY OF WINSTON-
SALEM**

WHEREAS, the City of Winston-Salem previously had a contract with the Carolina Thunderbirds, LLC to provide food and beverage services for the Winston-Salem Fairgrounds, Bolton Pool, Winston Waterworks and other City facilities as requested; and

WHEREAS, the existing contract expired with the Carolina Thunderbirds, LLC on June 30, 2022; and

WHEREAS, the City-County Purchasing Department advertised a Request for Proposals (RFP) on May 4, 2022, to provide food and beverage concession services. The objective of the RFP was to identify and select a food and beverage provider that could best suit the needs of Winston-Salem Fairgrounds, Bolton Pool, Winston Waterworks, and other City facilities as requested, with maximum financial outcomes; and

WHEREAS, on May 18, 2022, the City received proposals from the following companies: Carolina Thunderbirds, LLC (Winston-Salem), Innovation Hospitality (Winston-Salem), and Sweeter than Honey, LLC (Charlotte); and

WHEREAS, an evaluation panel of City staff reviewed the proposals received to select the one most qualified to meet the requirements of the RFP, according to the following criteria: revenue sharing, M/WBE commitment, location of business, qualifications and experience, payment confidence and references, and menu and pricing; and

WHEREAS, the evaluation panel assigned the highest score to Carolina Thunderbirds, LLC based on the evaluation criteria; and

WHEREAS, Carolina Thunderbirds, LLC's proposal would provide a 30% commission to the City in gross sales (after taxes) and 5% in food and beverage facility upgrades; and

WHEREAS, the initial contract term would be for one year, ending on August 31, 2023, with authorization to extend the contract for two additional twelve-month periods; and

WHEREAS, on June 21, 2022, City staff presented their recommendation to the Public Assembly Facilities Commission for their review and consideration. The Commission adopted a resolution recommending approval of a contract with Carolina Thunderbirds, LLC by the Mayor and City Council; and

WHEREAS, it is the recommendation of the Finance Committee that the City Council award a contract for food and beverage concession services to Carolina Thunderbirds, LLC for an initial contract term of one year, ending on August 31, 2023, with authorization to extend the contract for two additional twelve-month periods, at the commissions specified in their proposal.

NOW, THEREFORE, BE IT RESOLVED that the Mayor and City Council of the City of Winston-Salem hereby award the contract for food and beverage concession services to Carolina Thunderbirds, LLC for an initial contract term of one year, ending on August 31, 2023, with authorization to extend the contract for two additional twelve-month periods, at the commissions specified in their proposal.

BE IT FURTHER RESOLVED that the City Manager and City Clerk are hereby authorized to execute the contract on behalf of the City with contract forms to be approved by the City Attorney.

BE IT FURTHER RESOLVED that the award of this contract constitutes a preliminary determination as to the qualification of the bidder. The City is not legally bound to perform the contract until the contract is duly executed by the City.