

**RESOLUTION AWARDING CONTRACT TO INNOVATION HOSPITALITY, LLC
FOR FOOD AND BEVERAGE SERVICES AT BOWMAN GRAY STADIUM**

WHEREAS, in March 2017, the City contracted with Americana Catering Group to provide food and beverage concession services at Bowman Gray Stadium for the 2017 NASCAR racing and Winston-Salem State University Football seasons; and

WHEREAS, due to the concessionaire's failure to provide timely payment and reports during the second half of the year, City staff did not renew their contract for an additional year; and

WHEREAS, the City-County Purchasing Department advertised a Request for Proposals (RFP) on January 25, 2018 to provide food and beverage concession services at the stadium for 2018. The objective of the RFP was to identify and select a food and beverage provider that could best suit the needs of the primary clientele to the stadium and provide the City with maximum financial outcomes; and

WHEREAS, on February 15, 2018, the City received proposals from the following companies: B&T Concession (Mocksville), Debo Food Service (Stratford, CT), Carolina Thunderbirds, LLC (Winston-Salem), Duggins Concessions, LLC (Winston-Salem), and Innovation Hospitality, LLC (Winston-Salem); 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, distance from Winston-Salem, work experience, payment confidence and references, menu and pricing, and quality of proposal; and

WHEREAS, the evaluation panel assigned the highest score to Innovation Hospitality, LLC based on work experience, payment confidence, quality of proposal, and commitment to the City's Minority/Women Business Enterprise (M/WBE) goals; and

WHEREAS, Innovation Hospitality, LLC's proposal would provide a 30% commission to the City for the first \$400,000 in gross sales (after taxes) and 40% for sales above \$400,000; and

WHEREAS, the initial contract term would be for one year, ending on December 31, 2018, with authorization to extend the contract for one additional twelve-month period; and

WHEREAS, on March 19, 2018, 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 Innovation Hospitality, LLC by the Mayor and City Council; and

WHEREAS, it is the recommendation of the Finance Committee that the contract for food and beverage services at Bowman Gray Stadium be awarded to Innovation Hospitality, LLC for an initial contract term of one year, ending on December 31, 2018, with authorization to extend the contract for one additional twelve-month period, at the commissions specified in their proposal.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Winston-Salem that the contract for food and beverage services at Bowman Gray Stadium be awarded to Innovation Hospitality, LLC for an initial contract term of one year, ending on December 31, 2018, with authorization to extend the contract for one additional twelve-month period, at the commissions specified in their proposal.

BE IT FURTHER RESOLVED that the City Manager and City Secretary 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.