

EXHIBIT B

MWBE	
Percent goal met or good faith effort made?	Points
Y	5
N	0
Distance From Fairgrounds	
Miles	Points
More than 120	0
45 to 120 (2 Hours)	1
15 to 45 (60 Minutes)	3
Within City Limits	5
Revenue Sharing	
Percentage Retained by City	Points
1/10th of percentage	1 - 5
Work Experience	
Similar Projects and ## Exceptional References	Points
Greatest number (compared to all other proposers)	5
2nd greatest number	4
3rd greatest number	3
4th greatest number	2
5th greatest number	1
Reference and Payment Confidence	
History of payment and references confirmed	Points
No Confidence	0
Average Confidence	3
Full Confidence	5
Menu and Pricing	
Variety and Affordability	Points
Unresponsive or incomplete	0
Met Minimum RFP Requirements	1
Above Average	3
Exceeds Expectations	5
Quality of Proposal	
Quality of Proposal	Points
Unresponsive or incomplete	0
Met Minimum RFP Requirements	1
Above Average	3
Exceeds Expectations	5

Firm Name: B&T Concessions MGMT			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Distance from City of Winston-Salem	20.00	1.00	20.00
Revenue Sharing	23.00	4.20	96.60
Work Experience	17.00	3.00	51.00
Reference and Payment Confidence	10.00	1.50	15.00
Menu and Pricing	5.00	3.25	16.25
Quality of Proposal	5.00	0.75	3.75
Final Score	Total Score - Max 500		302.60

Firm Name: Carolina Thunderbirds, LLC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Distance from City of Winston-Salem	20.00	5.00	100.00
Revenue Sharing	23.00	3.50	80.50
Work Experience	17.00	3.00	51.00
Reference and Payment Confidence	10.00	4.50	45.00
Menu and Pricing	5.00	1.13	5.65
Quality of Proposal	5.00	1.00	5.00
Final Score	Total Score - Max 500		287.15

Firm Name: Debo Food Service			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Distance from City of Winston-Salem	20.00	0.00	0.00
Revenue Sharing	23.00	2.50	57.50
Work Experience	17.00	4.38	74.46
Reference and Payment Confidence	10.00	3.38	33.80
Menu and Pricing	5.00	3.38	16.90
Quality of Proposal	5.00	2.88	14.40
Final Score	Total Score - Max 500		197.06

Firm Name: Duggins Concessions, LLC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Distance from City of Winston-Salem	20.00	5.00	100.00
Revenue Sharing	23.00	3.70	85.10
Work Experience	17.00	2.25	38.25
Reference and Payment Confidence	10.00	0.00	0.00
Menu and Pricing	5.00	3.25	16.25
Quality of Proposal	5.00	0.75	3.75
Final Score	Total Score - Max 500		343.35

Firm Name: Innovation Hospitality, LLC			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Distance from City of Winston-Salem	20.00	5.00	100.00
Revenue Sharing	23.00	3.05	70.15
Work Experience	17.00	3.88	65.96
Reference and Payment Confidence	10.00	5.00	50.00
Menu and Pricing	5.00	3.25	16.25
Quality of Proposal	5.00	4.00	20.00
Final Score	Total Score - Max 500		422.36

Firm	Score	Rank
Innovation Hospitality, LLC	422.36	1
Duggins Concessions, LLC	343.35	2
B&T Concessions MGMT	302.60	3
Carolina Thunderbirds, LLC	287.15	4
Debo Food Service	197.06	5