

LISTING OF PROPOSERS

FOR: REQUEST FOR PROPOSALS FOR REQUIREMENTS CONTRACT FOR  
CONCESSION SERVICES

RFP No. 9379  
RFP Opening:  
8/12/16

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PROPOSERS

(In alphabetical order)

TOTAL PROPOSAL AMOUNT

1. Diamond Concessions  
280 South E Street  
San Bernardino, CA 92401

Capital Investment \$1,000,000  
**(7 year term)**  
Concessions = 35%  
Catering = 27.5%  
Promotional Food = 17.5%  
**Projected Total \$7,404,026.**

**(10 year term)**

Concessions = 37.5%  
Catering = 27.5%  
Promotional Food = 17.5%  
**Projected Total \$11,539,850.**

2. Ovations Fanfare L.P.  
DBA Spectra Food Services &  
Hospitality  
3601 S Broad St.  
Philadelphia, PA 19148

**(Option 1)\***

Capital Investment \$1,000,000  
Yearly Base Management Fee \$150,000  
4% Incentive Fee of Operating Cash Flow > 1M  
**Projected Total \$3,067,868.**

**(Option 2)\***

Capital Investment \$1,000,000  
Concessions \$0 - \$1M = 32.5%  
Concessions \$1M - \$2M = 37%  
Concessions \$2M - 3M = 41%  
Concessions over \$3M = 45%  
Catering \$0 - \$1M = 20%  
Catering Above \$1M = 25%  
Subcontractors, net = 50%  
**Project Total \$2,897,350.**

3. Pardini's Inc.  
2257 W. Shaw Ave  
Fresno, CA 93711

(proposal withdrawn)

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4. Professional Sports Catering  
1603 Orrington Ave., Suite 1625  
Evanston, IL 60035

Capital Investment \$1,000,000\*  
4% Management Fee of Gross Revenue <3M  
0% Management Fee of Gross Revenue >3M  
8% of all Net Profits  
**Projected Total \$16,500,000.**

5. SMG  
DBA Premier Food Services Mgmt  
300 Conshohocken State Road,  
Suite 770  
West Conshohocken, PA 19428

**(Option A)\***  
Upfront Cash Contribution \$2,200,000  
Capital Investment \$1,000,000  
Contract Signing Bonus \$250,000  
Yearly Commissions/Guarantee \$850,000  
Event Fund \$100,000  
Commission Gross Sales 31.3%  
50/50 profit split after vendor recovery of  
contributions  
**Project Total \$14,076,514.**

**(Option B)\***  
Capital Investment \$1,000,000  
Yearly Commissions/Guarantee \$850,000  
Event Fund \$100,000  
Commission Gross Sales 33.3%  
**Projected Total \$14,109,382.**

**NOTE: All proposals are Last, Best,  
and Final proposals  
\*10 year term**

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Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$ 16,500,000. (10 year, projected)  
to Professional Sports Catering  
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

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Department Head Approval

\_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

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- Approve Dept. Recommendation  Approve Finance/Purchasing  
Recommendation
- Disapprove  Disapprove
- See Attachment

FINANCE DEPARTMENT

CITY MANAGER

Todd K. [Signature] 1-9-17  
Purchasing Manager Date

Bruce Rudel [Signature] 1/13/17  
City Manager or Designee Date

Michael [Signature] 1/11/17  
Finance Director Date