

SUMMARY OF INFORMATION SUBMITTED BY PROPOSERS
REQUEST FOR PROPOSALS FOR REQUIREMENTS CONTRACT FOR CONCESSION SERVICES
RFP 9379

Evaluation Criteria	Professional Sports Catering	Diamond Concessions	Spectra	Premier	Pardini's Catering
Price offer	10 yr. - \$16,549,000 (\$1,000,000 capital)	7 yr. - \$7,404,026 (\$1,000,000 capital) 10 yr. - \$11,539,855 (\$1,000,000 capital)	10 yr. - \$4,067,868 (\$1,000,000 capital)	10 yr. - \$15,326,514 (\$1,250,000 capital)	Very complex, percentage driven deal (\$300,000 capital)
Character, experience, reputation, judgment	Well-known concession provider that focuses on minor-league baseball	Well known concessionaire providing services to a variety of venues throughout the country	Well known concessionaire providing services to a variety of venues throughout the country	Well known concessionaire providing services to a variety of venues throughout the country	Locally well known concession provider.
Financial Resources/ Financial Responsibility	Strong finances, in partnership with restaurateur based in the U.K.	Adequate finances to address proposed commitment.	Strong finances, part of an entertainment conglomerate	Strong finances, part of an entertainment conglomerate	Good finances, but would stretch their financial capability to assume this contract
Operational Plan	Very strong, well-conceived operational plan that focuses on Fresno.	A good operational plan that seems a bit light on management.	Very good plan that reflects the fact they've been the incumbent for several years.	Good plan. However, they make mention of using local vendors but don't list them in their concession offerings.	Would require Pardini's to almost double in size if they were awarded the contract.
References	Frisco Rough Riders Dayton Dragons St. Paul Saints	Maverick Center USAIVA Amphitheater Colorado Springs Sky Sox	Fresno Grizzlies	Fresno State (Save Mart Center) Long Beach Conv. Ctr. Osceola Stadium Houston Astros Baylor University	Fresno Fair Fresno Conv. Ctr. Bulldog Athletics
Ability to provide services during entire period	Yes	Yes	Yes	Yes	Yes (with upscaling of operations)
					Withdrew after interview round