

EXPLANATION OF CONSENT AGENDA ITEM E.2.c. (19) March 23, 2016

ITEM:

Consideration of approving the Selection Committee's recommendation of Fishlips Waterfront Bar & Grill, Inc. for Jetty Park Parkside Concession Services contract. The staff would like to further negotiate and execute the contract. (O'Shea/Shepard)

EXPLANATION:

Staff is requesting to further negotiate and execute this contract as soon as possible as high season is upon us. We would like to have the Beach Pavillon concession open prior to May 1, 2016.

This is the second time that this RFP has been put up for bid. The first time the RFP was offered, no one responded. The second time the RFP was put out for solicitation we did receive responses from two proposing firms, – ***Fishlips and Refreshing Beverages***. The committee agreed that the rent/revenue proposed by each firm was far too low and the proposing firms were asked to come back with a Best and Final bid. At that time, ***Refreshing Beverages*** decided not to continue the RFP process.

The rent/revenue proposed from Fishlips is \$2500. While Staff agrees that Fishlips would be a good operator, staff agrees that the \$2500 is still too low and request approval to further negotiate the lease rate and terms such as a based rent of \$2500 per month plus a percentage of the concessionaire's gross sales.

Staff recommends approval

Prepared by Sarah O'Shea/Scott Shepard

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**CANAVERAL PORT AUTHORITY
SELECTION COMMITTEE EVALUATION & RANKING/SELECTIONS**

PROJECT: PUR-RFP-14-7 Rebid Selection Committee Meeting Date & Time: March 15, 2016
 Jetty Park Parkside Concession Services 1:00 PM

COMPANY	RANKING/SELECTIONS
Fishlips Waterfront Bar & Grill – Port Canaveral, FL	1
Refreshing Beverages LLC – Cape Canaveral, FL	Withdraw

THE SELECTION COMMITTEE UNANIMOUSLY AGREED TO WAIVE PRESENTATIONS AND PROCEED DIRECTLY TO AWARD.

THIS RANKING WILL BE PRESENTED TO THE CANAVERAL PORT AUTHORITY BOARD OF COMMISSIONERS FOR APPROVAL AT THEIR REGULARLY SCHEDULED MEETING ON MARCH 23, 2016.

POSTED: DATE March 16, 2016 TIME 1:00 PM BY Karen Pappas, Director Purchasing & Policies

APPROVED BY THE CANAVERAL PORT AUTHORITY

POSTED: DATE _____ TIME _____ BY _____

Canaveral Port Authority
PUR-RFP-14-7 Rebid Jetty Park Parkside Concession Services
Step 1 Scoring Summary-After Best & Final

Alphabetical Order	Proposing Firms	
Selection Criteria	Fishlips Waterfront Bar & Grill	Refreshing Beverages LLC
Evaluator #1	75	N/A
Evaluator #2	80	N/A
Evaluator #3	73	N/A
Total	228	N/A
Ave	76.00	N/A
Rank	1	Withdrew

Rank Order	Proposing Firms	
Selection Criteria	Fishlips Waterfront Bar & Grill	Refreshing Beverages LLC
Evaluator #1	75	N/A
Evaluator #2	80	N/A
Evaluator #3	73	N/A
Total	228	N/A
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Canaveral Port Authority
 PUR-RFP-14-7 Rebid Jetty Park Parkside Concession Services
 Step 1 Scoring Detail-After Best & Final

Evaluator #1	Proposing Firm (In alphabetical order)		
Selection Criteria	Maximum Points	Fishlips Waterfront Bar & Grill	Refreshing Beverages LLC
Financial Return	50	25	N/A
Business Plan	30	30	N/A
Stability/Experience	20	20	N/A
TOTAL POINTS	100	75	Withdrew

Evaluator #2	Proposing Firm (In alphabetical order)		
Selection Criteria	Maximum Points	Fishlips Waterfront Bar & Grill	Refreshing Beverages LLC
Financial Return	50	30	N/A
Business Plan	30	30	N/A
Stability/Experience	20	20	N/A
TOTAL POINTS	100	80	Withdrew

Evaluator #3	Proposing Firm (In alphabetical order)		
Selection Criteria	Maximum Points	Fishlips Waterfront Bar & Grill	Refreshing Beverages LLC
Financial Return	50	35	N/A
Business Plan	30	20	N/A
Stability/Experience	20	18	N/A
TOTAL POINTS	100	73	Withdrew

CANVERAL PORT AUTHORITY SOLICITATION SUMMARY

Solicitation Number & Name:

PUR-RFP-14-7 Rebid
Jetty Park Parkside Concession Services

Advertising:

December 15, 22 and 29, 2015 in the Florida Today Newspaper

Posted to Website (<http://www.portcanaveral.com/Business-With-Us/Current-Solicitations>):

December 16, 2015

PublicPurchase.com Details (bid notification service - vendors self register):

Posted December 16, 2015
Vendors Notified - 4
Vendors Who Accessed Solicitation Documents - 6

Others Methods Used to Get Publicity of Solicitation

Port Real Estate Dept sent email out to all Port tenants
Port Communications Dept asked to mention on Port social media sites (Twitter and Facebook)
Solicitation mentioned in Space Coast Daily electronic newspaper

Bidder Registration Form Details:

Forms Received - 12

How Vendors Heard of Solicitation (question asked on bidder registration form):

CPA Website: 2
Newspaper:
Word of Mouth: 8
Coffee Chat:
Bid Services:
 PublicPurchase:
 Onvia/Demandstar:
 Bid Bank:
 FL Bid Network:
 Dodge Reports:
 Find RFP:
 Construction Journal:
 IMS:
 Govdirections:
 CDC News:
 FL Weekly:
 Bid Ocean:
 Cbids:
 CMD Insight:
 Builders Exchange:
Not Specified: 2

Bids/Proposals Received:

Two