

WILLIAMSON COUNTY	OFFICE MEMORANDUM				
	Date: September 14, 2016	COORDINATION — ROUTING			
		De t.	Name	Initial	
		Parks	Rand Bell		9/14/16
To:	Mr. Max Bricka - Purchasing				
From:	Clint Chitsey- Williamson County Expo				
Subject:	Concessionaire Services for Williamson County Exposition Center Solicitation 1608-106				
Re:	Bid Evaluation				
		Remarks:			
		Return To:			

In response to Solicitation 1608 -106, the Purchasing Department received complete Proposal Submittals from two (2) companies desiring to provide Concessionaire Services for the Williamson County Exposition Center.

The Expo RFP Evaluation Committee, with Purchasing Department overview, evaluated the Proposals according to the criteria contained in the Solicitation:

- 1 . Percentage of gross sales after taxes
2. Three (3) commercial references for similar services in the past three (3) years.
3. Local Presence/ Local Representation
4. Experience overall in concessions business of like size and type
5. Equipment to be used in the facility
6. Sample menu with proposed prices
7. Staffing for all events
8. Experience associated with start-up operations

After evaluating all proposals according to the stated criteria, and after considering the best and final pricing offer, Players Concessions Inc. is the best overall selection for Concessionaire Services for Williamson County Exposition Center. Players Concessions Inc. proposes the following:

20% commission on all Net Sales (Gross Sales less Sales Tax) over \$40,000 to the county during the first year of the contract;

- 20% commission on all Net Sales (Gross Sales less Sales Tax) over \$20,000 during the second year of the contract and,
- 20% commission on all Net Sales (Gross sales less sales tax) for the subsequent duration of the contract of gross sales to be paid back to the County.

Players Concessions has been serving the city of Austin and the surrounding area since 1981. In that time, Players has opened a number of start-up facilities and concessions both for private companies and for governmental agencies. Players 1 and Players 2 operated near the University of Texas for over 30 years; and since 1997 Players Concessions has operated the golf concession facilities for the City of Austin municipal golf courses.

Specifically, for the Williamson County Expo Center, Players Concessions has the necessary funding and support to open the facility quickly and provide exemplary service to its patrons. It has an experienced staff and all the necessary, and up to date equipment to operate the facility. Most importantly, Players Concessions Inc. has experience operating concession facilities for governmental entities, and they understand the protocols and procedures necessary to ensure the facility will be operated efficiently and profitably.

After review and consideration of all stated criteria, and the best and final pricing submission, the Williamson County Expo Center RFP Evaluation Committee recommends that Players Concessions Inc. be awarded the Concessionaire Services for Williamson County Exposition Center - Solicitation 1608-106. We believe this company has the financial stability, the equipment, the staffing and technical training, and the proven service record to successfully provide concessionaire services for the Williamson County Exposition Center.



Thank you

Williamson County Parks &  
Recreation Department  
219 Perry Mayfield  
Leander, Texas 78641

Parks Mission: Our mission is to manage and operate a system of parks that will add quality to life, build community pride and spirit, promote physical fitness and self improvement, evoke an emotional and intellectual response to connections with nature, consider long term open space needs, preserve endangered species, and improve air quality.

512-943-1920 http://arks.wilco.org	

Wilco Parks 001-(114/11)