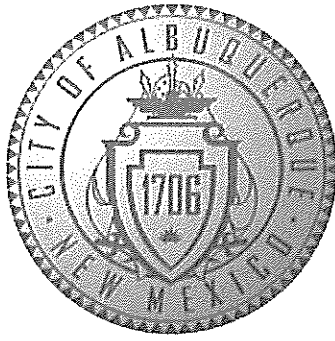


EC-23-377



CITY OF ALBUQUERQUE
Albuquerque, New Mexico
Office of the Mayor

Mayor Timothy M. Keller

INTER-OFFICE MEMORANDUM

September 21, 2023

TO: Pat Davis, President, City Council

FROM: Timothy M. Keller *TK*

SUBJECT: Mayor's Recommendation of Award (ROA) for RFP-2023-383-AVI-RD, "Food and Beverage Concessions Program at the Albuquerque International Sunport"

The City of Albuquerque's Aviation Department in conjunction with the Department of Finance, Purchasing Division, issued the RFP for food and beverage concessions program at the Albuquerque International Sunport.

The RFP was posted on the Purchasing E-Procurement, Bonfire website on March 31, 2023 and advertised in the Albuquerque Journal on April 3, 2023.

The City received one (1) responsive proposal to this solicitation. The ad hoc evaluation committee evaluated and scored the proposal in accordance with the evaluation criteria published in the RFP and recommends award to Fresquez Concessions Inc.

I concur with this recommendation.

The City of Albuquerque's Aviation Department will manage this contract.

Mayor’s Recommendation of Award (ROA) for RFP-2023-383-AVI-RD, "Food and Beverage Concessions Program at the Albuquerque International Sunport”

Approved:

DocuSigned by:

Sanjay M. Bhakta

9/29/2023 | 11:14 AM MDT

Sanjay Bhakta

Date

Chief Financial Officer

Approved as to Legal Form:

DocuSigned by:

Lauren Keefe

9/28/2023 | 5:09 PM MDT

Lauren Keefe

Date

City Attorney

DS

ME

DS

ME

Recommended:

DocuSigned by:

Richard McCurley

9/25/2023 | 4:07 PM PDT

Richard McCurley

Date

Director, Aviation Department

Cover Analysis

1. What is it?

The selected Offeror will provide a wide array of food and beverage concession options to meet the traveling public's demand for convenient, reasonably-priced, diverse food and beverage concession offerings at the Sunport.

2. What will this piece of legislation do?

The legislation will allow the Aviation Department to enter into an agreement with Fresquez Concessions Inc. to operate a twelve (12) unit food and beverage concession at the Sunport.

3. Why is this project needed?

The previous concessions lease agreements have expired and are currently under a two (2) year extension. This award will allow for the execution of a new twelve (12) year agreement with the company to operate twelve (12) units.

4. How much will it cost and what is the funding source?

The build-out of the shell spaces for these units and all remaining concessions units (to be addressed under subsequent award processes) are covered by the Aviation Department's ongoing \$87M Dream of Flight renovation project, which is paid for directly via the department's enterprise funding stream.

5. Is there a revenue source associated with this contract? If so, what level of income is projected?

Once completed, Aviation believes that concession revenues to the City will increase by \$200,000 a year.

6. What will happen if the project is not approved?

If the RFP is not awarded, the City cannot negotiate the lease with the company and the Sunport will not be able to operate a food and beverage program for the traveling public.

7. Is this service already provided by another entity?

The service is currently being provided by Fresquez Companies operating under a two (2) year contract extension.

FISCAL IMPACT ANALYSIS

TITLE: Food & Beverage Concessions Program at the Albuquerque International Sunport R: O:
FUND: 611
DEPT: 7000611

- ☒ [X] No measurable fiscal impact is anticipated, i.e., no impact on fund balance over and above existing appropriations.
- ☐ [] (If Applicable) The estimated fiscal impact (defined as impact over and above existing appropriations) of this legislation is as follows:

	2024	Fiscal Years 2025	2026	Total
Base Salary/Wages				-
Fringe Benefits at				-
Subtotal Personnel	-	-	-	-
Operating Expenses		-		-
Property		-	-	-
Indirect Costs	-	-	-	-
Total Expenses	\$ -	\$ -	\$ -	\$ -
<input type="checkbox"/> [] Estimated revenues not affected				
<input checked="" type="checkbox"/> [X] Estimated revenue impact				
Revenue from program		\$ 150,000.00	\$ 200,000.00	\$ 350,000.00
Amount of Grant		-	-	-
City Cash Match				
City Inkind Match				
City IDOH	-	-	-	-
Total Revenue	\$ -	\$ 150,000	\$ 200,000	\$ 350,000

These estimates do not include any adjustment for inflation.

* Range if not easily quantifiable.

Number of Positions created

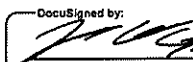
COMMENTS: Awarding Food and Beverage Packages 1,4, and 5 for Albuquerque International Sunport.

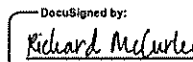
COMMENTS ON NON-MONETARY IMPACTS TO COMMUNITY/CITY GOVERNMENT:

Award of this RFP is expected to have a positive financial impact on the Sunport by moving more units post security.

PREPARED BY:

APPROVED:

DocuSigned by:

FISCAL ANALYST


DocuSigned by:
 9/25/2023 | 4:07 PM PDT
DIRECTOR (date)

REVIEWED BY:

DocuSigned by:

EXECUTIVE BUDGET ANALYST

DocuSigned by:
 9/28/2023 | 11:20 AM PDT
BUDGET OFFICER (date)

DocuSigned by:
 9/28/2023 | 11:20 AM PDT
CITY ECONOMIST



City of Albuquerque

Department of Finance and Administrative Services

Timothy M. Keller, Mayor

Interoffice Memorandum

Date August 30, 2023

TO: Sanjay Bhakta, Chief Financial Officer

FROM: Richard McCurley, Director, Aviation Department

SUBJECT: **Recommendation of Award –**
RFP Number: RFP-2023-383-AVI-RD
RFP Name: Food and Beverage Concessions Program at the Albuquerque International Sunport

DS
RM

The Department of Finance and Administrative Services, Purchasing Division, issued the subject solicitation in conjunction with the Aviation Department for food and beverage concession services at the Sunport.

The solicitation was posted on the Purchasing website and advertised in the Albuquerque Journal. One (1) responsive proposal was received for evaluation.

The Ad Hoc Evaluation Committee evaluated and scored the proposal in accordance with the evaluation criteria published in the RFP and recommends award of contract to Fresquez Concessions Inc.

I concur with this recommendation. Listed below is the composite score for the response received:

COMPANY NAME	SCORE
Fresquez Concessions Inc	2453

The Department that will be managing this contract is the Aviation Department.

Approved:

DocuSigned by:

Sanjay M. Bhakta

8/31/2023 | 9:12 AM MDT

Sanjay Bhakta

(Date)

Chief Financial Officer

Attachment: Scoring Summary



RFP-2023-383-AVI-RD - Food and Beverage Concessions Program at the Albuquerque International Sunport
Scoring Summary

	Total Points Earned	A - Package 1 Evaluation Criteria	A-1 - Concepts and Designs	A-2 - Management Proposal	A-3 - ACDBE Proposal	D - Package 4 Evaluation Criteria	D-1 - Concepts and Designs	D-2 - Management Proposal	D-3 - ACDBE Proposal	E - Package 5 Evaluation Criteria	E-1 - Concepts and Designs	E-2 - Management Proposal	E-3 - ACDBE Proposal	F - Package 1 Percentage Rent Proforma Proposal Revision 1	I - Package 4 Percentage Rent Proforma Proposal Revision 1	J - Package 5 Percentage Rent Proforma Proposal Revision 1
Supplier		/ 900 pts	/ 400 pts	/ 350 pts	/ 150 pts	/ 750 pts	/ 400 pts	/ 350 pts	/ 0 pts	/ 750 pts	/ 400 pts	/ 350 pts	/ 0 pts	/ 100 pts	/ 100 pts	/ 100 pts
Fresquez Concessions Inc	2453	810	349	311	150	681	370	311	0	661	350	311	0	100	100	100

Eliminated Submissions

Supplier	Reason for elimination
SSP America	Offeror did not meet the minimum requirements for the capital investment.
Revolution Bakery 100% Gluten-Free destination bakery	Offeror failed to provide complete technical proposal including Appendix H, Appendix K, Appendix L and the Pay equity form
Southwest Brands	Offeror failed to upload the required Appendix K Percentage Rent Proforma