



RFP Item #RFP Item #22-279
Concessions for Merchandise/Gifts & Food/Beverage
for Augusta, GA – Augusta Regional Airport
Evaluation Date: Monday, November 21, 2022 @ 2:00 p.m. via ZOOM
Pt. 1 Merchandise/Gifts

Vendors			Metz Culinary Management 2 Woodland Drive Dallas, PA 18612	Oakwells 1035 S. Semoran Blvd, Bldg.2 Suite 1040 Winter Park, FL 32792	Scotts Place, LLC 28 E. Main Street Gibson, GA 30810	Tailwind Hospitality, Inc. 408 Landmark Drive Wilmington, NC 28412	Ubora LLC 1128 Jones Street Augusta, GA 30901	Lil Mama's Sweets and Treats 1966 Broad Street Augusta, GA 30904	Metz Culinary Management 2 Woodland Drive Dallas, PA 18612	Oakwells 289 S. Culver Street Lawrenceville, GA 30045-4805	Scotts Place, LLC 28 E. Main Street Gibson, GA 30810	Tailwind Hospitality, Inc. 408 Landmark Drive Wilmington, NC 28412	Ubora LLC 1128 Jones Street Augusta, GA 30901	Lil Mama's Sweets and Treats 1966 Broad Street Augusta, GA 30904	
Phase 1			Ranking of 0-5 (Enter a number value between 0 and 5)						Weighted Scores						
Evaluation Criteria	Ranking	Points	Scale 0 (Low) to 5 (High)												
1. Completeness of Response • Package submitted by the deadline • Package is complete (includes requested information as required per this solicitation) • Attachment B is complete, signed and notarized	N/A	Pass/Fail	PASS	PASS	PASS	PASS	PASS	PASS	FAIL	PASS	PASS	PASS	PASS	PASS	FAIL
2. Qualifications & Experience	(0-5)	20	3.5	4.0		4.0				70.0	80.0		80.0		
3. Organization & Approach	(0-5)	10	3.5	3.5		4.0				35.0	35.0		40.0		
4. Scope of Services a. Detailed Scope of services to be provided and concession location of interest identified -Proposed scope of services is appropriate for identified location and customer base. -Scope addresses all known project/service needs and appears achievable in the timeframes set forth in the project/service schedule. b. Project Deliverables - Proposed schedule/ hours of operation. - Proposed method for providing required transactional reports and service fees appear adequate. c. Marketing/business plan - Proposer has provided assessment/methodology used to determine potential success of the project. - Proposer has provided methodology for marketing the project/service to ensure ongoing success. success	(0-5)	25	3.5	4.5		5.0				87.5	112.5		125.0		
5. Financial Stability	(0-5)	5	3.3	3.8		4.5				16.3	18.8		22.5		
6. References	(0-5)	5	3.0	4.5		5.0				15.0	22.5		25.0		
7. Proximity to Area (only choose 1 line according to location of the company - enter the ranking value for the one line only)															
Within Richmond County	5	10								0.0	0.0		0.0		
Within CSRA	5	6								0.0	0.0		0.0		
Within Georgia	5	4								0.0	0.0		0.0		
Within SE United States (includes AL, TN, NC, SC, FL)	5	2		5		5				0.0	10.0		10.0		
• All Others	5	1	5							5.0	0.0		0.0		
Phase 1 Total - (Total Maximum Ranking 30 - Maximum Weighted Total Possible 375)			21.8	25.3		27.5				228.8	278.8		302.5		
Phase 2 (Option - Numbers 8-9) (Vendors May Not Receive Less Than a 3 Ranking in Any Category to be Considered for Award)															
8. Presentation by Team	(0-5)	10								0.0	0.0		0.0		
9. Q&A Response to Panel Questions	(0-5)	5								0.0	0.0		0.0		
10. Cost/Fee Proposal Consideration (only choose 1 line according to dollar value of the proposal in relation to all fee proposals - enter the point value for the one line only)															
Highest Revenue	5	10				5.0				0.0	0.0		50.0		
Second	5	6		5.0						0.0	30.0		0.0		
Third	5	4	5.0							20.0	0.0		0.0		
Forth	5	2								0.0	0.0		0.0		
Fifth	5	1								0.0	0.0		0.0		
Total Phase 2 - (Total Maximum Ranking 15 - Maximum Weighted Total Possible 125)			5.0	5.0		5.0				20.0	30.0		50.0		
Total (Total Possible Score 500) Total (May not Receive Less Than a 3 Ranking in Any Category to be Considered for Award)															
Total Cumulative Score (Maximum point is 500)			26.8	30.3		32.5				248.8	308.8		352.5		

Internal Use Only

Evaluator: Cumulative Date: 11/21/22
 Procurement Department Representative: Nancy Williams
 Procurement Department Completion Date: 11/21/22