

(E) **ANCHOR TENANTS FOR CONCESSION & RETAIL SERVICES/COLUMBUS CIVIC CENTER II (ANNUAL CONTRACT) – RFP NO. 22-0012**

It is requested that Council authorize the execution of an annual contract with Mt. Pleasant Properties, LLC dba The Pizza Place (Fortson, GA) to provide concessionaire services for Concession Location B, and with Chester's Ribs & BBQ, Inc. (Columbus, GA) to provide concessionaire services for Concession Location A, within the Columbus Civic Center. The Contractors (anchor tenants) will pay an annual lease payment for the exclusive use of their Concession Locations, including the use and maintenance of the existing equipment.

The anchor tenants will provide food service within their culinary expertise and will fulfill the following requirements:

- A. Provide all necessary equipment and labor to provide concession services at their designated location within the Columbus Civic Center.
- B. Provide state-of-the-art signage and professionally brand the concession location to reflect the identity of the contracted vendor and equip the location to provide the best appearance for concession presentation.
- C. Provide their own POS system.
- D. Implement a mobile ordering process within the first year of the lease.
- E. Operate the food service facilities in a professional and resourceful manner, complying with all public health regulations including a **Grade "A"** sanitation rating to the satisfaction of all authorized Health Department Officials. The following permits are required:
 - 1. Fire Safety Inspection
 - 2. Columbus Water Works - Food Service Industry Water Discharge Permit – Grease Trap Permit
 - 3. Health Department Inspections
 - 4. Health Department Reports (Provide the last four health reports)
 - 5. Certificate of Occupancy issued by Inspections and Codes
 - 6. Health Marshal Slip from the Health Department
- C. Post signage of all articles for sale and the price of each article.
- D. Make available for inspection, upon reasonable prior notice, full and complete records including invoices and payments, of all materials brought to or sold from the premises.

The term of this contract shall be for two years, with an option to renew for three additional twelve-month periods. Contract renewal shall be contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:

There have been no anchor tenants providing concession services for inside events between March 2020 and March 2021 due to COVID.

RFP No. 21-0007 for Anchor Tenants for Concession/Columbus Civic Center II (Annual Contract) was advertised on May 27, 2021, and three proposals were received on June 18, 2021; one vendor's proposal was incomplete; and one vendor withdrew proposal during the evaluation process. One (1) contractor was awarded on November

9, 2021, for a term of two (2) years with the option to renew for three (3) additional twelve-month periods per Resolution No. 403-21, with the contract term beginning on November 9, 2021.

In an effort to have other Anchor Tenants fill the remaining locations, this second RFP was advertised.

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry, and on DemandStar on October 25, 2021. This RFP has been advertised, opened, and evaluated. One (1) proposal was received on November 19, 2021. Per the RFP specifications, the Director of the Civic Center has the authority to negotiate with potential offerors to obtain an acceptable offer in the event no acceptable offer is received for other locations. Consequently, a second proposal was received on February 3, 2022.

The responding vendors were:

**Mt. Pleasant Properties, LLC dba The Pizza Place (Fortson, GA)
Chester’s Ribs and BBQ, Inc. (Columbus, GA)**

The following events took place after receipt of the proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation/1 st Evaluation Meeting	01/5/22	The RFP documents and related addenda, as well as the RFP rules and process, were provided to evaluation committee members to review prior to the virtual meeting. The Purchasing Manager gave an overview of the rules and policies of the evaluation process. The Project Head gave an overview of the needs of the Civic Center for this contract. The single proposal received was reviewed and discussed by the committee. There were no issues with the vendor’s qualifications, but further clarifications and confirmations were needed regarding lease fees due to COVID.
Discussions	1/13/22	Per the RFP specifications, the Director of the Civic Center has the authority to negotiate with potential offerors to obtain an acceptable offer in the event no acceptable offer is received for other locations. Consequently, Civic Center Director began discussions with Chester’s Ribs & BBQ, Inc.
Vendor Clarification	2/2/22	Clarification was sent to The Pizza Place. Vendor responded with clarification.
Additional Proposal Received	2/3/22	Proposal received from Chester’s Ribs & BBQ, Inc.
Recommendation Ballots	2/4/22	The Committee was provided the clarification response from The Pizza Place, as well as a copy of Chester’s proposal to review. Recommendation ballots were sent to Voters to complete and return for both vendors.
Ballot Results	2/4/22	Mt. Pleasant Properties, LLC dba The Pizza Place and Chester’s Ribs and BBQ, Inc. were unanimously recommended for award.

Evaluation Committee:

Proposals were reviewed by members of the Evaluation Committee, which consisted of one voting member from the Columbus Civic Center, one voting member from the Golf Course, and one voting member from Columbus Convention & Visitors Bureau (Visit Columbus).

One representative from Human Resources and one representative from Community Reinvestment served as alternate voters. One representative from the Civic Center served as a non-voting advisor.

Award Recommendation:

Based on the majority final vote, the Committee recommended award to Mt. Pleasant Properties, LLC dba The Pizza Place and Chester's Ribs and BBQ, Inc.

The Pizza Place

Vendor Qualifications/Experience:

- The Pizza Place, formerly Picasso's Pizzeria, is a new business.
- Owner/Operator/Manager – Outskirts Sports Bar & Grill (Columbus, GA), 2016-2019.
- Owner/Managing Partner – Picasso's Pizzeria / The Pizza Place (Columbus, GA), 8/2021-Present.
- Board Member – J & S Hospitality Management, Inc. (Huntsville, AL), 4/1998-8/2005.
- CEO – Junior Hospitality Corporation (Cullman, AL), 1/1996-8/2005.

Client Work History:

- Boondocks Mud Park (Butler, GA) – Catered multiple events to include private events, mudding tournaments, and concerts.

Chester's Ribs & BBQ, Inc.

Vendor Qualifications/Experience:

- Chester's Ribs & BBQ, Inc., founded in 1939, has been in the foodservice business for 80 years.
- Chester's Ribs & BBQ, Inc. staff has more than 50 years of combined experience in food preparation and hospitality.
- Chester's Ribs & BBQ, Inc. has provided concessionaire services for the City's Parks & Recreation Sports Facilities for the last five years.
- Chester's Ribs & BBQ, Inc. staff has served an estimated 10,000 customers during sporting events such as the GHSA Softball tournament.

Client Work History:

- Columbus Park and Recreation, March 2014-Present – Provided concession stand services at South Commons Softball field and Memorial Stadium. \$30,000.00/ongoing.
- Alatrade, April 2016-Present – Provided services during lunch and dinner hours in Alatrade employee cafeteria. \$15,000/ongoing.
- Columbus Consolidated Government Café, March 2014-Present – Provide daily food services in the café at the Government Center for breakfast and lunch. \$30,000.00/ongoing.
- Other customers include: Columbus Technical College (Columbus, GA), Columbus Airport (Columbus, GA), Mount Olive Primary School (Fort Mitchell, AL), Kendrick High School (Columbus, GA), Elite Ventures Leasing & Management (Columbus, GA), Fourth Street Missionary Baptist Church (Columbus, GA), Georgia Visitor Information Center (Columbus, GA), West Central Georgia Cancer Coalition (Columbus, GA), Muscogee County School District (Columbus, GA), Columbus Civic Center (Columbus, GA), and Davis Broadcasting Inc. (Columbus, GA).

The City's Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

The lease revenue will be deposited into the following Revenue Account: Civic Center Fund – Civic Center – Concessions/Catering – Food Service Contract-Civic Center; 0757-160-2800-CONC-4587.

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A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT WITH MT. PLEASANT PROPERTIES, LLC D/B/A THE PIZZA PLACE (FORTSON, GA) TO PROVIDE CONCESSIONAIRE SERVICES FOR CONCESSION LOCATION B, AND CHESTER’S RIBS & BBQ, INC. (COLUMBUS, GA), FOR CONCESSION LOCATION A, WITHIN THE COLUMBUS CIVIC CENTER. THE CONTRACTORS (ANCHOR TENANTS) WILL PAY AN ANNUAL LEASE PAYMENT FOR THE EXCLUSIVE USE OF THEIR CONCESSION LOCATIONS, INCLUDING THE USE AND MAINTENANCE OF THE EXISING EQUIPMENT.

WHEREAS, an RFP was administered (RFP 22-0012) and proposals were received from two (2) qualified offerors; and,

WHEREAS, the proposals submitted by Mt. Pleasant Properties, LLC d/b/a The Pizza Place, and Chester’s Ribs & BBQ, Inc. met all proposal requirements and were evaluated responsive to the RFP; and,

WHEREAS, the term of contract shall be for two years, with an option to renew for three additional twelve-month periods. Contract renewal is contingent upon the mutual agreement of the City and the Contractor.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to execute an annual contract with Mt. Pleasant Properties, LLC dba The Pizza Place (Fortson, GA) to provide concessionaire services for Concession Location B, and with Chester’s Ribs & BBQ, Inc. (Columbus, GA) to provide concessionaire services for Concession Location A, within the Columbus Civic Center. The Contractors will pay an annual lease payment for the exclusive use of their Concession Locations. The lease revenue will be deposited into the following Revenue Account: Civic Center Fund – Civic Center – Concessions/Catering – Food Service Contract-Civic Center; 0757-160-2800-CONC-4587.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2022 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor House voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Tucker voting _____.
- Councilor Woodson voting _____.

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor