

# MANATEE COUNTY GOVERNMENT INTENT TO AWARD

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<b>SOLICITATION NO./TITLE</b>	18-R068916AJ On-Site Catering	<b>DATE POSTED</b>	MC <u>9/21/18</u> DS <u>9/21/18</u>	CC _____ BCC _____
<b>PROCUREMENT REPRESENTATIVE</b>	Abigail Jenkins	<b>PROJECTED AWARD DATE</b>	Date must be at least 7 days after notice is posted	
<b>DEPARTMENT/DIVISION</b>	Bradenton Area Convention & Visitors Bureau	<b>AUTHORIZED BY DATE</b>	 Theresa Webb, Procurement Official	

### NOTICE OF INTENT TO AWARD

The Manatee County Procurement Division provides notice of its intent to award a contract with catering firm; Pier 22 Catering, for the provision of On-site Catering Services at the Bradenton Area Convention Center and The Powel Crosely Estates and with catering firms; Mattison's 41 LLC, Milan Catering and Event Designs, LLC, and Puff N' Stuff Catering LLC, for the provision of On-Site Catering Services at The Powel Crosley Estates.

### ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

### BACKGROUND/EVALUATION

The solicitation was for non-exclusive on-site catering services to be provided at the Bradenton Area Convention Center and The Powel Crosley Estates, to County Clients, and their Customers, which includes all incidentals necessary to provide on-site catering services. The catering firm for the BACC will have exclusive rights to the kitchen area and the concessions as defined in the RFP.

The solicitation was advertised on the Manatee County website and DemandStar. It was also provided to the Manatee County Chamber of Commerce and the Manasota Black Chamber of Commerce for release of its members. Responses were received from the following firms:

- |                                                         |                                                    |
|---------------------------------------------------------|----------------------------------------------------|
| 1. Pier 22 Catering, Bradenton, FL.                     | 4. Puff n' Stuff Catering, LLC, Orlando, FL.       |
| 2. Mattison's 41, LLC, Sarasota, FL.                    | 5. TableSide Restaurant Group Brand, Sarasota, FL. |
| 3. Milan Catering and Event Designs, LLC, Sarasota, FL. |                                                    |

**EVALUATION COMMITTEE MEMBERS:**

Abigail Jenkins, Procurement Division, non-voting	Kasara Morison, Outreach and PR Specialist CVB
Sable Santana Sr. Manager, Convention & Visitors Bureau	
Sean Walter Sr. Manager, Convention & Visitors Bureau	

**EVALUATION SUMMARY:**

The Evaluation Committee first convened on September 4, 2018 and conducted technical evaluations of the responsible, responsive, proposals received. Interviews and clarification were conducted on September 11, 2018, with 4 catering firms Puff n' Stuff Catering, LLC, Milan Catering and Event Designs, LLC, Pier 22 Catering, and Mattison's 41, LLC, and on September 17, 2018 the final technical evaluations were completed. Attached is a copy of the strengths and weaknesses identified by the Evaluation Committee for each proposal.

**RECOMMENDATION**

The Evaluation Committee unanimously recommends award to the following firm(s):

- The Bradenton Area Convention Center
1. Pier 22 Catering, Bradenton, FL.
- The Powel Crosley Estates
1. Pier 22 Catering, Bradenton, FL.
  2. Mattison's 41, LLC, Sarasota, FL.
  3. Milan Catering and Event Designs, LLC, Sarasota, FL.
  4. Puff n' Stuff Catering, LLC, Orlando, FL.

<p><b>ATTACHMENTS</b> (List in order of attached)</p>	<p>Scoring Summary and Scoring Detail</p>	<p style="text-align: right;">Revenue Generating</p> <p><b>NAME AND NUMBER OF FUNDING SOURCE</b></p>
<p><b>COST</b></p>	<p><b>FUNDS VERIFIED</b></p>	

<p align="center"><b>Technical Evaluation Form</b>  <b>for</b>  <b>On-Site Catering</b>  <b>18-R068916AJ</b>  <b>RFP</b>  <b>September 4, 2018</b>  <b>Manatee County Government</b>  <b>Procurement Division</b>  <b>Bradenton, FL</b></p>	<b>Proposer &amp; Team's Experience</b>	<b>Capacity</b>	<b>Approach</b>	<b>Interviews</b>	<b>Fees</b>	<b>TOTAL</b>	<b>PERCENTAGE OF PERFECT SCORE</b>
<b>Maximum Score</b>	<b>30</b>	<b>25</b>	<b>25</b>	<b>10</b>	<b>10</b>	<b>100</b>	
<b>Mattison's</b>	29.7	21.0	25.3	8.0	8.76	<b>92.8</b>	93%
<b>Milan</b>	28.8	24.0	22.4	7.5	9.00	<b>91.6</b>	92%
<b>Pier 22</b>	29.7	22.2	23.5	9.0	8.73	<b>93.0</b>	93%
<b>Puff n Stuff</b>	20.0	15.3	14.3	6.7	8.40	<b>64.7</b>	65%
<b>Tablesider</b>	16.0	12.3	14.4	0.0	8.07	<b>50.8</b>	51%

**Technical Evaluation Team Members:**

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On-Site Catering  
18-R068916AJ  
RFP  
September 4, 2018

Evaluation Team Members:  
Sable Santana, General Manager, Convention & Visitors Bureau  
Sean Walter, Sr. Manager, Convention & Visitors Bureau  
Kasara Morison Outreach and PR Specialist, Convention & Visitors Bureau

1	Sable	Sean	Kasara	Score	Proposer & Team's Experience	30
					<p>1. Proposer background and years in business. 2. Catering Experience. 3. Detail information on types of food and beverage services proposer has provided and can provide. 4. Specific Details on liquor management. 5. Proposer's experience in event design and décor. 6. References.</p>	
					Strengths	Weaknesses
Mattison's	30.0	30.0	29.0	29.7	Experience Full liquor license Not a lot of fluff High Profile Clientele	Joint liquor license
Milan	30.0	28.3	28.0	28.8	Been in business since 2009 Proposal provide details on how they would provide services No other venues outside venues (catering only)	Proposal was present as exclusive only caterer
Pier 22	30.0	30.0	29.0	29.7	Local Company multiple awards Community events <u>Good information on liquor tracking system</u>	Not enough information on how they would manage the liquor license
Puff n Stuff	15.0	24.1	21.0	20.0	Good background high-end events Solid catering experience	no event design services no local office all new staff
Tablesides	15.0	15.0	18.0	16.0		Lack of experience Not enough information about concessions no information on event design <u>no clear direction in proposal</u>
2	Sable	Sean	Kasara	Score	Capacity	25
					<p>1. Detail Implementation schedule 2. Transition Plan 3. Organizational Diagram 4. Staffing resources including Subcontractors 5. Financial Capacity to perform 6. Workload</p>	
					Strengths	Weaknesses
Mattison's	23.0	23.0	17.0	21.0	Good EOC Plan Experience in catering	No Transition plan provided New members on Management team Work load- may be taking on to much
Milan	25.0	22.0	25.0	24.0	Know the need of the facilities Has the Staffing Solid Org breakdown Local	
Pier 22	21.0	23.0	22.5	22.2	Transit plan was ok	4 new Managers hired in 2018 Workload and other venues could take away from the County
Puff n Stuff	10.0	19.0	17.0	15.3	Good catering plan	No local Staff no transit Plan no Implementation Plan Did not really understand the client
Tablesides	10.0	14.0	13.0	12.3		No transition plan provided No schedule No Implementation

					Workload	
3	Sable	Sean	Kasara	Score	Approach	25
					1. Proposer's approach and methodology for engaging with County. 2. Proposer provided clear explanation of processes for food preparation, cooking, and presentation of food. 3. Proposer's provided a clear approach on how they will provide customer service, event planning, and client interactions. 4. Provided details regarding the approach to event design and decorations. 5. Provide details regarding the services for alcohol beverages menu planning, presentation, reporting and disposal/donation of unused food. 6. Submit suggested menu plans including pricing rates and menu fees 7. Sample marketing and promotional plan.	
					Strengths	Weaknesses
Mattison's	25.0	28.9	22.1	25.3	On site mobile Kitchen Local Business Good Menu Good pricing for BACC Full Service and able to provide everything	Not enough information on design and event décor Need more information on Marketing and Print
Milan	20.0	22.1	25.0	22.4	Good menu and pricing Good marketing plan	used other caterer's negatively in proposal presented an Exclusive proposal
Pier 22	24.0	22.9	23.5	23.5	Good Marketing Plan thinking outside the box Good org Chart Close to the BACC and provide for Green initiatives	Need more information on Transition How would other venues impact BACC and the Crosley
Puff n Stuff	10.0	19.3	13.5	14.3	Good menu	No Marketing plans Confused Manatee with Sarasota Not enough information on how to engage with County.
Tableside	10.0	18.1	15.0	14.4	3 kitchen location	No mention on County engagement No Transition plan No Marketing Plan Menu pricing was high
4	Sable	Sean	Kasara	Score	Interviews	10
					1. Knowledge demonstrated and team's ideas and vision for services for the County. 2. Clear, unqualified answers and comprehensive explanations that validate relevant, prior experience and clear understanding of County requirements. 3. Consideration will be given for presentation style.	
					Strengths	Weaknesses
Mattison's	8.0	8.0	8.0	8.0	Strong Transit plan, great experience in EOC,	communication, concession menu
Milan	8.0	7.0	7.5	7.5	Prepared, solid knowledge of the BACC and Crosley, great ideal capping bar price base on consumption and offering different pricing solutions. Design Centers to handle all décor for events at the Crosley.	Did not offer any solutions or suggestion on how to overcome customer issues that have happen or what action to take to prevent
Pier 22	9.0	8.5	9.5	9.0	Great transit plan, Kiosk pre ordering, Social Media, Bakery	
Puff n Stuff	7.0	6.0	7.0	6.7	Can prepared, strong marketing approach willing to invest capital improvements	Not sure they have a clear understanding of the Manatee Market versus the Market.
Tableside	0.0	0.0	0.0	0.0		