

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: CANDACE L. BYRD

Dept.'s Legislative Liaison: Anita Williams

Contact Number: 404-530-6600

Originating Department: Aviation

Committee(s) of Purview: Transportation

Chief of Staff Deadline: 10/28/16

Anticipated Committee Meeting Date(s): 11/16/16

Anticipated Full Council Date: 11/21/16

Legislative Counsel's Signature: Cheryl Treadwell

Commissioner's Signature: _____

Chief Financial Officer: N/A

Chief Information Officer Signature (for IT Procurements): N/A

Chief Procurement Officer Signature: _____

CAPTION

A RESOLUTION AUTHORIZING THE MAYOR TO AWARD AND EXECUTE AN AIRPORT CONCESSIONS LEASE AGREEMENT IN RESPONSE TO FC-8510 BRANDED COFFEE CONCESSION ON CONCOURSE A WITH ATLANTA AIRPORT CONCESSIONS, LLC, FC-8511 BRANDED HAMBURGER CONCESSION ON CONCOURSE A WITH CI/HH BETTER BURGER, LLC, FC-8512 BRANDED HAMBURGER ON CONCOURSE B WITH HBF VERGE PARTNERS I JV, LLC AND FC-8484 FOOD AND BEVERAGE CONCESSIONS ON CONCOURSE C MIDPOINT WITH GLOBAL CONCESSIONS, INC. AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT; AND FOR OTHER PURPOSES.

FINANCIAL IMPACT: N/A
(see Part 2-B-#6 when applicable)

Mayor's Staff Only

Received by CPO: _____ **Received by LC from CPO:** _____
(date) (date)

Received by Mayor's Office: _____ **Reviewed by:** _____
(date) (date)

Submitted to Council: _____
(date)

Part II: Legislative White Paper: (This portion of the Legislative Request Form will be shared with City Council members and staff)

A. To be completed by Legislative Counsel:

Committee of Purview:

Caption:

Council Meeting Date:

Requesting Dept.:

B. To be completed by the department:

1. Please provide a summary of the purpose of this legislation (Justification Statement).

The purpose of this legislation is to approve the award recommendation to the most responsible and responsive proponents for the following Food and Beverage Concessions locations at Hartsfield-Jackson Atlanta International Airport: FC-8510 Branded Coffee Concession - Concourse A with Atlanta Airport Concessions, LLC, FC-8511 Branded Hamburger Concession – Concourse A with CI/HH Better Burger, LLC, FC-8512 Branded Hamburger Concession – Concourse B with HBF Verge Partners I JV, LLC and FC-8484 Food and Beverage Concessions - Concourse C Midpoint with Global Concessions, Inc.

2. Please provide background information regarding this legislation.

The Department of Procurement issued RFP's on October 22 and 23, 2015 on behalf of the Department of Aviation and received the following number of proposals and number of responsive proposal where the proponents were deemed qualified to provide the services being procured:

FC-8510 Branded Coffee Concession - Concourse A, eight (8) proposals received, seven (7) responsive

FC-8511 Branded Hamburger Concession – Concourse A, nine (9) proposals received, seven (7) responsive

FC-8512 Branded Hamburger Concession – Concourse B, thirteen (13) proposal received, ten (10) responsive

FC-8484 Food and Beverage Concessions on Concourse C Midpoint, six (6) proposals received, five (5) responsive.

The proposals were evaluated by a qualified team of professionals and Atlanta Airport Concessions, LLC was selected as the top ranked, responsive proponent for FC-8510 Branded Coffee Concession - Concourse A, CI/HH Better Burger, LLC was selected as the top ranked, responsive proponent for FC-8511 Branded Hamburger Concession – Concourse A, HBF Verge Partners I JV, LLC was selected as the top ranked, responsive proponent for FC-8512 Branded Hamburger Concession – Concourse B and Global Concessions, Inc. was selected as the top ranked, responsive proponent for FC-8484 Food and Beverage Concessions on Concourse C Midpoint.

FC-8510 Branded Coffee location is a single concession location on Concourse A at Gate 28 of the Hartsfield-Jackson Atlanta International Airport total square footage of approximately 294 square feet. FC-8511 Branded Hamburger Concession – Concourse A is a single concession location on Concourse A at Gate 28 with total square footage of approximately 1,351 square feet. FC-8512 Branded Hamburger Concession – Concourse B is a single concession location on Concourse B CenterPoint with total square footage of approximately 889 square feet. FC-8484 Food and Beverage Concessions on Concourse C Midpoint is multiple locations including a food court with total square footage of approximately 8,105 square feet.

3. If Applicable/Known:

- (a) **Contract Type: Concessions Lease Agreement**
- (b) **Source Selection:** Request for Proposals
- (c) **Bids/Proposals Due:** January 13, 2016
- (d) **Invitations Issued:** October 22 & 23, 2015
- (e) **Number of Bids/Proposals Received:** Eight (8) for FC-8510, Nine (9) for FC-8511, Thirteen (13) for FC-8512 and Six (6) for FC-8484
- (f) **Bidders/Proponents:** FC-8510 Proponents were: ATL Resurgens Joint Partners, LLC (SSP America), Vida Concessions Inc., Atlanta Airport Concessions, LLC, HMS Host, Statewide Healthcare DBA Brainchild, LLC (Gloria Jean’s Coffees , iii Enterprises, Inc., HBF Verge Partners I, JV, LLC, and Gourmet Services, Inc.
FC-8511 Proponents were: ATL Resurgens Joint Partners, LLC. (SSP America), Tersylbran, Inc. DBA Trinity Group, Atlanta Airport Concessions, LLC., HBS National Corp., CI/HH Better Burger, LLC, MEM Concessions DBA Five Guys, Velocity Airport Concessions, LLC, HBF Verge Partners I, JV, LLC, and Gourmet Services, Inc.
FC-8512 Proponents were: ATL Resurgens Joint Partners, LLC. (SSP America), Tersylbran, Inc. DBA Trinity Group, Atlanta Airport Concessions, LLC. , McDonalds USA, LLC. , HMS Host, Mack II Incorporated, 755 Burger Company, CI/HH Better Burger, LLC, MSE Branded Foods of Atlanta, LLC., Velocity Airport Concessions, LLC, HBF Verge Partners I, JV, LLC, Gourmet Services, Inc., and MEM Concessions DBA Five Guys.

FC-8484 Proponents were: Atlanta Airport Concessions, LLC; ATL Resurgens Joint Partners, LLC (SSP America); Charles Bush Consulting, LLC (CBC, LLC); Delaware North Companies, Travel Hospitality Services, Inc.; Global Concessions, Inc.; and HMS Host

(g) **Background:** FC-8484 is a new concessions location, FC-8510, 8511 and 8512 were prior concessions locations that were closed Dec 2014 when the leases expired. Projects were previously advertised in January 2015, cancelled in August 2015 and advertised in October 2015

(h) **Term of Contract:** Commencement Date to April 30, 2025 (This expiration date coincides with the other food & Beverage Concession Contracts throughout Hartsfield-Jackson Atlanta International Airport).

4. Fund Account Center: N/A

5. Source of Funds: N/A

6. FISCAL IMPACT:

- Cost will be covered by the Department's current year budget
- Budget neutral – no monetary impact
- Cost not anticipated in the Department's current year budget – see account string in legislation

Or

Note:

These are Revenue Generating Concessions Lease Agreements no cost impact:
First year Minimum Annual Guarantee Rental Income will be: FC-8510 = \$289,850, FC-8511 = \$750,000, FC-8512 = \$850,000, and FC-8484 = \$1,815,308

7. Method of Cost Recovery:

8. Approvals:

DOF: No

DOL: Yes

This Legislative Request Form Was Prepared By: Pat Armes, Concessions Business Development Manager

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