

Memorandum



Date: May 5, 2009

To: Honorable Chairman Dennis C. Moss
and Members, Board of County Commissioners

From: George M. Burgess
County Manager 

Subject: Recommendation to Reject MDAD Request for Proposals (RFP) Retail, Food and Beverage Concessions Program 2008, RFP No. MDAD-01-08 - Package 3

Agenda Item No. 8(A)(1)(H)

RECOMMENDATION

It is recommended that the Board of County Commissioners reject the one proposal received on Package 3 of the RFP for the Retail, Food and Beverage Concessions Program 2008, RFP No. MDAD-01-08, from Ike Ike Blends, Inc. (Ike Ike).

SCOPE

Miami International Airport (MIA) is located primarily within Commission District Six.

FISCAL IMPACT/FUNDING SOURCE

Not applicable as this is a rejection of Package 3 proposal.

TRACK RECORD/MONITOR

Not applicable as this is a rejection of Package 3 proposal.

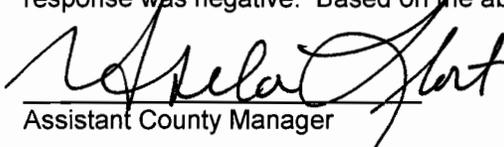
BACKGROUND

The RFP for Retail, Food and Beverage Concessions Program 2008 was advertised on June 17, 2008, for qualified firms to propose for the opportunity to provide financing, design, construction, management, operation and maintenance of quality retail, food and beverage locations at Miami International Airport. The RFP contained three packages: Package One, Fashion Accessory-Sunglasses; Package Two, High-End Jewelry; each having one retail location in the North Terminal. Package Three consists of one food-and-beverage location (Walkaway-Coffee Shop) on the third floor of the South Terminal.

The Selection Committee was comprised of the following five voting members: two Miami-Dade Aviation Department (MDAD) staff members, one staff member from the Small Business Development Department, the Director of the Greater Miami Convention and Visitor's Bureau, and the General Manager for The Falls.

The Committee met and reviewed proposals submitted in response to the RFP, and heard presentations from the submitting firms. Six firms originally proposed; however, Ultra Stores, Inc., withdrew from the selection process and the remaining five proposers were deemed responsible having met the minimum qualification requirements. The selection process consisted of two parts, technical and price. At the conclusion of the public hearing meetings, the Committee recommended firms for Packages 1 and 2. The Committee deferred a recommendation regarding the sole firm responding for Package 3 upon further clarification of proposer's experience and further financial review.

On February 5, 2009, the Committee met to determine responsibility as to Ike Ike's experience in that the firm indicated during its oral presentation on January 13, 2009, that it was relying on the experience of another franchisee. The Proposal by Ike Ike Blends was rejected based on the fact that the firm did not meet the minimum qualifications (3 years of experience in the last five in financing, designing and construction, managing, operating food and beverage locations in an airport, transportation center, retail shopping center or marketplace generating an aggregate of at least \$500,000 in annual gross revenues). Their Proposal cited the experience of another franchisee in order to qualify Ike Ike Blends. This was revealed in the oral presentations. The only experience that Ike Ike Blends has had is that of a single event oriented nature (festivals, fairs, etc). Maui Wowi is the franchisor; when asked at the oral presentations if Maui Wowi operated company stores the response was negative. Based on the above, the Selection Committee unanimously voted to reject the Proposal.


Assistant County Manager



MEMORANDUM

(Revised)

TO: Honorable Chairman Dennis C. Moss
and Members, Board of County Commissioners

DATE: May 5, 2009

FROM: 
R. A. Cuevas, Jr.
County Attorney

SUBJECT: Agenda Item No. 8(A)(1)(H)

Please note any items checked.

- "4-Day Rule" ("3-Day Rule" for committees) applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Bid waiver requiring County Mayor's written recommendation
- Ordinance creating a new board requires detailed County Manager's report for public hearing
- Housekeeping item (no policy decision required)
- No committee review

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(A)(1)(H)
5-5-09

RESOLUTION NO. _____

RESOLUTION REJECTING ALL PROPOSALS RECEIVED PURSUANT TO RETAIL, FOOD AND BEVERAGE CONCESSIONS PROGRAM 2008 AT MIAMI INTERNATIONAL AIRPORT; RFP NO. MDAD-01-08, PACKAGE 3

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board hereby approves the rejection of all proposals received in connection with an Agreement for Retail, Food and Beverage Concessions Program 2008 at Miami International Airport, RFP No. MDAD-01-08, Package 3.

The foregoing resolution was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Dennis C. Moss, Chairman	
Jose "Pepe" Diaz, Vice-Chairman	
Bruno A. Barreiro	Audrey M. Edmonson
Carlos A. Gimenez	Sally A. Heyman
Barbara J. Jordan	Joe A. Martinez
Dorrin D. Rolle	Natacha Seijas
Katy Sorenson	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 5th day of May, 2009. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



David M. Murray

MIAMI-DADE COUNTY
BOARD OF COUNTY COMMISSIONERS
OFFICE OF THE COMMISSION AUDITOR



Legislative Notes

Agenda Item: 8(A)1(H)

File Number: 090895

Committee(s) of Reference: Board of County Commissioners

Date of Analysis: April 23, 2009

Type of Item: Rejection of Proposal

Summary

This resolution rejects the only proposal received from Ike Ike Blends, Inc. for Package 3 of the 2008 Retail, Food and Beverage Concessions Program RFP MDAD-01-08.

The RFP MDAD 01-08 for the Retail, Food and Beverage Concessions Program consists of three (3) packages for a term of eight (8) years with one two (2) year renewal option.

Package one consists of a retail location for Fashion Accessories- Sunglasses located in the North Terminal with a minimum acceptable Minimum Annual Guarantee (MAG) of \$47,489 or 14% of gross revenues. Package two consists of a retail location for High End Jewelry located in the North Terminal with a minimum acceptable MAG of \$65,148 or 17% of gross revenues. **Package three consists of a retail location for a Walkaway-Coffee Shop located on the third floor of the South Terminal with a minimum acceptable MAG of \$46,298 or 15% of gross revenues.**

All three packages have voluntary Airport Concession Disadvantaged Business Enterprise (ACDBE) contract measures.

Background and Relevant Legislation

This package was originally part of RFP MDAD-04-07 to select firms to finance, design, develop, furnish, maintain and operate retail concessions at Miami International Airport consisting of five (5) packages. However, at the March 13, 2008, Airport and Tourism Committee meeting, a substitute item was presented, R-328-08, removing three of the five packages and issuing RFP MDAD-04-07 for only two packages. Both packages had an ACDBE goal of 30% of gross revenues.

The three remaining packages were removed from the original RFP to encourage more local participation and to provide MDAD with additional time to properly craft the evaluation process. On June 3, 2008, the Board of County Commissioners adopted R-611-08 authorizing the issuance of the new RFP MDAD-01-08, participation in the ACDBE program was voluntary in the new RFP.

Policy Change and Implication

The RFP for Package 3 will not be re-bid.

According to Miami-Dade Aviation Department, they may sub contract this package through a current food and beverage provider or in the alternative, not award this package and maintain the current portable kiosk as the traffic in the area has dropped substantially since the RFP was advertised. At this time, MDAD does not plan to utilize the area for concession operations other than storage.

Budgetary Impact

None, as the recommendation is to reject the proposal for Package 3.

Prepared by: Bia Marsellos