

OHIO TURNPIKE COMMISSION

Resolution Awarding a Contract for the Operation of the Food Concessions at the Commission's Indian Meadow and Tiffin River Service Plazas

WHEREAS, on July 27, 2010, in conformance with the requirements of Ohio Revised Code Section 5537.13, the Commission published notice of its Request for Proposals ("RFP") for Food and Retail Concession Operations at its newly reconstructed Indian Meadow and Tiffin River Service Plazas located at Milepost 20.8 of the Ohio Turnpike in Williams County, Ohio (Contract No. TR-9F); and

WHEREAS, on August 17, 2010, one Proposal was received from **HMSHost Tollroads, Inc. of Bethesda, Maryland** for the operation of Food Concessions at the Indian Meadow and Tiffin River Service Plazas; and

WHEREAS, an Evaluation Team consisting of the Commission's Director of Service Plaza Operations and Division Service Plaza Managers (East and West) have reviewed the Proposal submitted, which is summarized as follows:

<u>Concessionaire</u>	<u>Brand Concepts</u>	<u>Percentage Return of Gross Receipts</u>	
HMSHost	▪24-hour quick-serve restaurant	\$0-\$6M	6.0%
	Burger King	\$6M-\$8.25M	8.5%
	▪Sbarro's Pizza	\$8.25M+	12.0%
	▪Starbucks	(or 6.25% of gross sales)	

WHEREAS, the Evaluation Team has indicated that, although one Proposal was received, HMSHost has significant experience and expertise operating food and retail concessions on toll roads and has satisfactorily operated each of the brands proposed for many years at other Ohio Turnpike Service Plaza facilities, and has, therefore, recommended that the HMSHost Proposal be accepted; and

WHEREAS, based on estimated concession receipts, the Evaluation Team has further recommended that the Revenue Sharing Proposal containing the above-described escalators be accepted as opposed to the singular percentage of gross receipts; and

WHEREAS, the Commission has been advised by its Director of Contracts Administration that the HMSHost Proposal conforms to the requirements of Ohio Revised Code Section 5537.13, Proposals were solicited on the basis of the same terms and conditions with respect to all respondents and potential respondents, HMSHost has provided the requisite proposal guaranty required under the RFP, and the Commission may legally accept said Proposal; and

WHEREAS, the Executive Director has reviewed the report of the Evaluation Team and the Director of Contracts Administration, and has made his recommendation to the Commission that Contract No. TR-9F be awarded to HMSHost predicated upon such analysis; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED that the Proposal submitted by **HMSHost Tollroads, Inc. of Bethesda, Maryland** for the performance of Food Concession Operations at the Indian Meadow and Tiffin River Service Plazas is hereby accepted, and that the Executive Director and Director of Contracts Administration are directed to: 1) execute Contract No. TR-9F with HMSHost for an initial Contract term of seven years, 2) direct the return to the respondent of its proposal guaranty at such time as HMSHost has entered into a Contract with the Commission, 3) renew said Contract for up to five additional, five-year periods, and 4) take any and all action necessary to properly carry out the terms of said RFP and said Contract.

(Resolution No. 42-2010 adopted October 25, 2010)