

REQUEST FOR PROPOSALS
PROCESS FOR REVIEW OF CONCESSION PROPOSALS

1. The Authority has retained Bigelow Companies Inc. (the "Consultant"), a national consultant for food and beverage service contracts, to assist in an independent and professional review process.
2. The Consultant has recommended the evaluation criteria, on which the Bid Review Team will analyze the bids, and based on which the Authority will make its evaluation and determination.
3. The bids will be reviewed by a team consisting of the Authority Staff and the Consultant (the "Bid Review Team"), and the bid review team will place considerable weight on the Consultant's recommendations.
4. The bids will not be forwarded or disclosed to any member of the Board until final recommendations are made.
5. There may be periodic updates on the RFP progress to the Finance Committee or the Board.
6. The Bid Review Team will present to the Finance Committee their review findings and recommendations as to which companies will move to finalist status.
7. If there are more than 2 bids, the Bid Review Team will narrow the bidders to two semi-finalists. The Bid Review Team will negotiate with each of the semi-finalists in order to get the best possible terms, and then will solicit a "best and final" bid from each of them.
8. No information regarding bids will be disclosed to any bidding party during the bid review process. So long as the Team or its affiliate is an active bidder, no information regarding the bids will be disclosed to the Team.
9. Prior to selecting a finalist(s) the Bid Review Team will consult with the Fiesta Bowl and the Team on its conclusions subject to confidentiality/non-disclosure agreements. However, if the Team or its affiliate is participating in the bid process, the Team will not have consultation or approval rights. If the Team or its affiliate is eliminated or does not bid, we will continue to honor their contractual approval rights.
10. The Bid Review Team will also review our bid process with the Auditor General's Office or the Arizona Department of Administration prior to making a recommendation to the Board or awarding the contract.
11. The Authority will not release a copy of any of the bids until after the Bid Review Team makes its recommendation to the Board. To do so would be detrimental to best interest of the public in obtaining the best possible terms.