

Date: August 20, 2020

To: Phillip Yelder Director Human Relations Department

From: Thomas Randolph, Contract Compliance Officer

Subject: In-House Food & Beverage Concessions- Convention Center

Project: EV2761

Docket Memo

CONTRACTOR: Aramark Sports and Entertainment Services, LLC
Address: 2400 Market Street
Philadelphia, PA 19103

Contract #EV2761

Contract Amount: \$2,500,000
MBE Goal 10%
WBE Goal: 5%
Total MBE Achieve: 10%
Total WBE Achieve: 14%

MBE SUBCONTRACTOR:

Name: CTS Enterprises, Inc.
Address: 4049 Pennsylvania, Suite 303
Kansas City, MO 64114
Scope of Work: Staffing Services
Dollar Amount: \$250,000 (yearly)
Ownership: Carl Santoro
Structure Hispanic Male Code 2

WBE SUBCONTRACTOR:

Name: Scavuzzo's
Address: 6550 Kansas Avenue
Kansas City, Kansas 66111
Scope of Work: Meat products
Dollar Amount: \$360,000 (yearly)
Ownership: Pamela Scavuzzo
Structure Caucasian Female Code 13

Comments:



HRD Contractor Utilization Plan Approval

Date: August 7, 2020
To: Phil Yelder, Human Relations Department
From: Keely Golden, CPPB, Procurement Manager, Procurement Services, General Services Department
Subject: Contract/Project No.: EV2761
Project Title: In-House Food & Beverage Concessions- Convention Center

Type:	<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Amendment No. _____	(See Contract Summary on the next page.)
Funding:	<input checked="" type="checkbox"/> City (MBE/WBE/DBE)	<input type="checkbox"/> Federal (DBE) ¹	<input type="checkbox"/> State (DBE) ¹ - Grant _____
	<input type="checkbox"/> Other: _____		
Contract Category:	<input type="checkbox"/> Construction	<input checked="" type="checkbox"/> General Service	<input type="checkbox"/> Facility Repair
	<input type="checkbox"/> Design Professional	<input type="checkbox"/> Professional Services	<input type="checkbox"/> Concession
	<input type="checkbox"/> Other: Hardware		
Bid/Proposal Closing Date:	3/5/20		No. of Bidders/Proposers: 2
Recommended Bid/Proposal ² : Expenditures: \$0 Revenue: \$2,500,000			
This is a contract to provide in house food and beverage concessions for the Conventions. The goals on this solicitation were 10% MBE / 5%WBE. The selected supplier has exceeded these goals in full for this project with All Team Staffing (MBE-10%) and Scavuzzos (WBE-14%).			
Company: Aramark Sports and Entertainment Services, LLC		Address: 2400 Market Street Philadelphia, PA 19103	
Contact: Jerry O'Connor		Phone: 215.238.6225	
Contact Email: oconnor-jerry@aramark.com		Fax: n/a	

cc:

FOR HUMAN RELATIONS DEPARTMENT USE ONLY

The attached Contractor Utilization Plan is:

☒ Approved

☐ Disapproved

The Request for Best Faith Efforts Waiver is:

☐ Approved

☐ Disapproved

☐ Not Applicable

Contractor Utilization Plan Participation: 10 % MBE & 14 % WBE

or _____ % DBE


Human Relations Department

Date: 08/20/20

FOR GRANTING AGENCY USE ONLY³

☐ N/A

Approved by: _____

Date: _____

¹ DBE Programs apply to specific federal or state grant requirements.

² The dollar figure here should match the approved Bid/Proposal recommendation or amendment preparation checklist on file with the requesting department.

³ Federal and state grant agreements may require granting agency approval of contract goals.

CONTRACT SUMMARY⁴

Approved Project Goal:

 10 % BE
 14 % WBE
 % DBE

Original Contract Maximum

Obligation: \$REVENUE \$2,500,000

Amendment No. 1:

Amendment No. 2:

Amendment No. 3:

Amendment No. 4:

Amendment No. 5:

Current Maximum Obligation:

\$REVENUE \$2,500,000

Proposed Amendment No. _____

\$ _____

Proposed Revised

Contract Maximum Obligation

\$ _____

MBE/WBE/DBE UTILIZATION TO DATE⁵

MBE	\$ _____	_____ %
WBE	\$ _____	_____ %
DBE	\$ _____	_____ %

⁴ The CONTRACT SUMMARY information should match information and calculations gathered and computed on the Contract Amendment Preparation Checklist. The Checklist form is found on Contract Central.

⁵ Participation to date is provided by the Contractor by means of a copy of the most recent 00485.01 Monthly Utilization Report submitted to the Director of Human Relations. HRD staff will review and verify the information provided.

HRD FORM 08 – CONTRACTOR UTILIZATION PLAN/REQUEST FOR WAIVER

Project Number: RFP NO. EV2761

Project Title: IN-HOUSE FOOD AND BEVERAGE CONCESSIONAIRE

Convention and Entertainment Facilities (CEF)

Department of Convention and Entertainment Facilities

(Department Project)

(Department)

Aramark Sports and Entertainment Services, LLC

(Bidder/Proposer)

STATE OF Commonwealth of Pennsylvania)

COUNTY OF Philadelphia) ss

I, Jerry O'Connor, of lawful age and upon my oath state as follows:

1. This Affidavit is made for the purpose of complying with the provisions of the MBE/WBE submittal requirements on the above project and the MBE/WBE Program and is given on behalf of the Bidder/Proposer listed below. It sets out the Bidder/Proposer's plan to utilize MBE and/or WBE contractors on the project.
2. The project goals are:

<u>10</u>	% MBE	<u>5</u>	%WBE
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assures that it will utilize a minimum of the following percentages of MBE/WBE participation in the above project:

BIDDER PARTICIPATION	<u>10</u>	% MBE	<u>14</u>	%WBE
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3. The following are the M/WBE subcontractors whose utilization Bidder/Proposer warrants will meet or exceed the above-listed Bidder/Proposer Participation. Bidder/Proposer warrants that it will utilize the M/WBE subcontractors to provide the goods/services described in the applicable Letter(s) of Intent to Subcontract, copies of which shall collectively be deemed incorporated herein (*All firms must currently be certified by Kansas City, Missouri*).

a.	Name of M/WBE Firm	Scavuzzo's Inc.
	Address	6560 Kansas Avenue, Kansas City, KS 66111
	Telephone Number	816-231-1517
	I.R.S. No.	43-1743261

b.	Name of M/WBE Firm	CTS Enterprises, Inc. DBA All Team Staffing
	Address	4049 Pennsylvania Avenue, Suite 303, Kansas City, MO 64114
	Telephone Number	816-758-3233
	I.R.S. No.	43-1683292
c.	Name of M/WBE Firm	
	Address	
	Telephone Number	
	I.R.S. No.	
d.	Name of M/WBE Firm	
	Address	
	Telephone Number	
	I.R.S. No.	
e.	Name of M/WBE Firm	
	Address	
	Telephone Number	
	I.R.S. No.	

List additional M/WBEs, if any, on additional page and attach to this form)

4. The following is a breakdown of the percentage of the total contract amount that Bidder/Proposer agrees to pay to each listed M/WBE

MBE/WBE BREAKDOWN SHEET

MBE FIRMS:

Name of MBE Firm	Supplier/Broker/Contractor	Subcontracted Amount*	Weighted Value**	% of Total Contract
CTS Enterprises, Inc. DBA All Team Staffing	Subcontractor (Staffing Services)	\$250,000.00/year	\$250,000.00/year	10%

6. Bidder/Proposer acknowledges that it is responsible for considering the effect that any change orders and/or amendments changing the total contract amount may have on its ability to meet or exceed the Bidder/Proposer participation. Bidder/Proposer further acknowledges that it is responsible for submitting a Request for Modification or Substitution if it will be unable to meet or exceed the Bidder/Proposer participation set forth herein.
7. If Bidder/Proposer has not achieved both the M/WBE goal(s) set for this Project, Bidder/Proposer hereby requests a waiver of the MBE and/or WBE goal(s) that Bidder/Proposer has failed to achieve
8. Bidder/Proposer will present documentation of its good faith efforts, a narrative summary detailing its efforts and the reasons its efforts were unsuccessful when requested by the City.
9. I hereby certify that I am authorized to make this Affidavit on behalf of the Bidder/Proposer named below and who shall abide by the terms set forth herein:

Bidder/Proposer primary contact:

Aramark Sports and Entertainment Services, LLC

Address:

2400 Market Street, Philadelphia, PA 19103

Phone Number:

215-238-3000

Facsimile number:

N/A

E-mail Address:

oconnor-jerry@aramark.com

By: Jerry O'Connor



Title: Vice President, Growth

Date: July 30, 2020

(Attach corporate seal if applicable)

Subscribed and sworn to before me this _____, day of _____, 20____

My Commission Expires:

Note: Based on COVID-19 enforced shutdowns, Notary cannot be provided at this time. However, Aramark will provide notary execution when headquarters location is reopened.

Notary Public



LETTER OF INTENT TO SUBCONTRACT

Project Number: RFP No. EV2761

Project Title: In-House Food and Beverage Concessionaire at Kansas City Convention Center

Aramark Sports and Entertainment Services, LLC ("Prime Contractor") agrees to enter into contractual agreement with Scavuzzo's Inc. ("M/W/DBE Subcontractor"), who will

provide the following goods/services in connection with the above-referenced contract:

(Insert a brief narrative describing the goods/services to be provided. Broad categorizations (e.g., "electrical," "plumbing," etc.) or the listing of the NAICS Codes in which M/W/DBE Subcontractor is certified are insufficient and may result in this Letter of Intent to Subcontract not being accepted.)

Food and Beverage Related Products and Supplies

for an estimated amount of \$ 600,000/year or _____ % of the total estimated contract value.

M/W/DBE Subcontractor is, to the best of Prime Contractor's knowledge, currently certified with the City of Kansas City's Human Relations Department to perform in the capacities indicated herein. Prime Contractor agrees to utilize M/W/DBE Subcontractor in the capacities indicated herein, and M/W/DBE Subcontractor agrees to work on the above-referenced contract in the capacities indicated herein, contingent upon award of the contract to Prime Contractor.

Signature: Prime Contractor

Signature: M/W/DBE Subcontractor

Print Name

Print Name

Title

Date

Title

Date



LETTER OF INTENT TO SUBCONTRACT

Project Number: RFP No. EV2761

Project Title: In-House Food and Beverage Concessionaire at Kansas City Convention Center

Aramark Sports and Entertainment Services, LLC ("Prime Contractor") agrees to enter into contractual

agreement with CTS Enterprises, Inc. d/b/a All Team Staffing ("M/W/DBE Subcontractor"), who will

provide the following goods/services in connection with the above-referenced contract:

(Insert a brief narrative describing the goods/services to be provided. Broad categorizations (e.g., "electrical," "plumbing," etc.) or the listing of the NAICS Codes in which M/W/DBE Subcontractor is certified are insufficient and may result in this Letter of Intent to Subcontract not being accepted.)

Staffing Services (NAICS Code 561320)

for an estimated amount of \$ 250,000/year or 10 % of the total estimated contract value.

M/W/DBE Subcontractor is, to the best of Prime Contractor's knowledge, currently certified with the City of Kansas City's Human Relations Department to perform in the capacities indicated herein. Prime Contractor agrees to utilize M/W/DBE Subcontractor in the capacities indicated herein, and M/W/DBE Subcontractor agrees to work on the above-referenced contract in the capacities indicated herein, contingent upon award of the contract to Prime Contractor.


Signature: Prime Contractor
Jerry O'Connor

Print Name

Vice President, Growth 7/30/20

Title

Date


Signature: M/W/DBE Subcontractor

Print Name

V POF OPS

Title

Date

7/29/20

HRD FORM 13 – AFFIDAVIT OF INTENDED UTILIZATION

Department Project: RFP NO. EV2761

Bidder/Proposer: Aramark Sports and Entertainment Services, LLC

STATE OF Commonwealth of Pennsylvania)

COUNTY OF Philadelphia) ss

I, Jerry O'Connor, of lawful age and upon my oath state as follows:

1. This Affidavit is made for the purpose of complying with the provisions of the MBE/WBE submittal requirements in the bid/proposal specifications on the above project and is given on behalf of the Bidder/Proposer listed below.
2. Bidder/Proposer assures that it presently intends to utilize the following MBE/WBE participation in the above project if awarded the Contract:

PROJECT GOALS	10	% MBE	5	%WBE
BIDDER PARTICIPATION	10	% MBE	14	%WBE

3. To the best of Bidder's/Proposer's knowledge, the following are the names of certified MBEs or WBEs with whom Bidder/Proposer, or Bidder's/Proposer's subcontractors, presently intend to contract if awarded the Contract on the above project: *(All firms must currently be certified by Kansas City, Missouri Dept. Of Human Relations)*


a.	Name of M/WBE Firm	Scavuzzo's Inc.
	Address	6550 Kansas Avenue, Kansas City, KC 66111
	Telephone Number	816 231-1517
	I.R.S. No.	43-1743281
	Area/Scope of Work	Meat products, vegetable wholesaler
	Subcontract Amount	\$800,000/year*
b.	Name of M/WBE Firm	CTS Enterprises, Inc. DBA All Team Staffing
	Address	4049 Pennsylvania Avenue, Suite 303, Kansas City, MO 64114
	Telephone Number	816-756-3233
	I.R.S. No.	43-1683292
	Area/Scope of Work	Contract staffing services

(*Note: Amount adjusted based on Procurement Services reminder that credit for suppliers is 60%, not 25% as originally calculated)

Subcontract Amount	\$250,000/Year
c. Name of M/WBE Firm	
Address	
Telephone Number	
I.R.S. No.	
Area/Scope of Work	
Subcontract Amount	

(List additional MBE/WBEs, if any, on additional pages and attach to this form)

4. Bidder/Proposer will identify before contract award, those MBE/WBE subcontractors with dollar amounts and scopes of work which apply to or exceed the MBE/WBE goals for the Project on the Contractor Utilization Plan/Request for Waiver (HRD 08).
5. Bidder/Proposer agrees that failure to meet or exceed the MBE/WBE Goals for the above project will automatically render this bid/proposal non-responsive if Bidder/Proposer fails to establish good faith efforts towards meeting the goals as set forth in the HRD Forms and Instructions.
6. If applicable, Bidder/Proposer assures that it will meet or exceed the minimum employment goals of 10% minority and 2% women during the term of its contract with City, or request a waiver of the goals. NOTE: This paragraph is applicable ONLY if you are submitting a bid/proposal on a construction contract that was estimated by the City, prior to solicitation, as requiring more than 800 construction labor hours and costing in excess of \$324,000.00.
7. I am authorized to make this Affidavit on behalf of the Bidder/Proposer named below as:

<u>Jerry O'Connor</u> <u>Vice President, Growth</u> (Title)	of	
 <u>July 30, 2020</u> (Dated)	(Name of Bidder/Proposer)	
	(Affiant)	of

Subscribed and sworn to before me this _____ day of _____, 20____.

Note: Based on COVID-19 enforced shutdowns, Notary cannot be provided at this time. However, Aramark will provide notary execution when headquarters location is reopened.

Notary Public

AUTHORIZED SIGNATURE FORM