



BOROUGH OF FAIR LAWN

Request for Proposals

Food and Beverage Concession Services

Evaluation Report – May 18, 2023

This Request for Proposals (RFP) was administered under New Jersey Local Public Contracts Law Competitive Contracting Rules and Regulations. The RFP was advertised in on April 17, 2023. The proposals were due and publicly opened on Wednesday, May 17, 2023, 2023 at 10:00 a.m.

Governing Body: Mayor Kurt Peluso, Deputy Mayor Kris Krause, Deputy Mayor Cristina Cutrone, Councilmember Gail Rottenstrich, Councilmember Josh Reinitz

Borough Evaluation Team: Jim Van Kruiningen, Wendy Alvarez, James Graff, Scott Homa

Two (2) proposals were submitted:

- 1) Dragan Vending & Concessions, LLC
- 2) D & D Dawgs

The purpose of this RFP was to solicit Proposals from Respondents that have expertise in the provision of Food and Beverage Concession Services. Respondents to this RFP and shall be able to demonstrate that they will have the continuing capabilities to provide the Services.

The evaluation and selection criteria for the evaluation of proposals has a highest possible score of 100 points and weighed by key success factors relevant to the operation of the food and beverage concession:

- 0-20 Points - Qualifications of the individuals who will perform the services.
- 0-20 Points - Ability to perform the services, including staffing and familiarity with food and beverage concession services.
- 0-35 Points - Cost competitiveness.
- 0-15 Points - Diversity of menu items.
- 0-10 Points - Any other items that the Borough deems necessary for evaluation of proposals and the award of a contract.

Based on the criteria and weighting used to evaluate the proposals, the evaluation team ranked them as follows:

1. Dragan Vending & Concessions, LLC

Criteria	Points
Qualifications of the individuals who will perform the services	20

Ability to perform the services, including staffing and familiarity with food and beverage concession services.	20
Cost competitiveness	30
Diversity of menu items	15
Any other items that the Borough deems necessary for evaluation of proposals and the award of a contract	10
TOTAL	95

2. D & D Dawgs

Criteria	Points
Qualifications of the individuals who will perform the services	20
Ability to perform the services, including staffing and familiarity with food and beverage concession services	20
Cost competitiveness	35
Diversity of menu items	5
Any other items that the Borough deems necessary for evaluation of proposals and the award of a contract	10
TOTAL	90

Given the criteria used to evaluate these proposals, the evaluation team recommends awarding a contract to **Dragan Vending & Concessions, LLC** at the proposal of **\$4,500** for the 2023 Season. The term of the contract awarded will commence on May 24, 2023 and terminate on September 4, 2023.

If the services are being performed in an effective and efficient manner, the Borough by Resolution of the Governing Body within 60 days prior to the start of each season may award a contract for one (1) additional season extension or one (1) additional two-season extension.