

# Executive Summary



**To:** James Scholl, City Manager

**From:** Greg Veliz, Assistant City Manager

**Date:** 4/3/2019

**RE:** Approving ranking of responses to Request for Proposal 006-19; ANNUAL POWER BOAT CHAMPIONSHIP RACE

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## **Action:**

Respectfully request the City Commission approve the staff rating and ranking of those Race Promoters submitting responses to RFP 006-19; Annual Power Boat Championship, authorizing the City Manager to execute all documents consistent therewith with the consent and advice of the City Attorney.

## **Background:**

On February 2<sup>nd</sup>, 2014, the City Commission adopted Resolution No. 14-187 authorizing the execution of an agreement with Super Boat International Productions, Inc., for the City of Key West World Championship Race from 2014 through 2018. Upon conclusion of the agreement the City issued RFP 006-19; Annual Power Boat Championship Race, on February 4<sup>th</sup>, 2019, seeking a new contract for the event for the next five years.

A pre-proposal meeting was held in the City Manager's conference room on February 22<sup>nd</sup>, 2019, in which 3 firms were present; Super Boat International Productions, Inc.; Race World Offshore; and Powerboat P1 submitting a joint venture proposal with Offshore Powerboat Association (OPA). Each of these firms submitted proposals that were evaluated on March 25<sup>th</sup>, 2019, at a publicly noticed meeting. Detailed scoring can be found on the Evaluation Scoring Panel sheet, however final scores are as follows: Super Boat International Productions, Inc.- 82.4 points: Race World Offshore - 87 points: Powerboat P1 and Offshore Powerboat Association (OPA): 82.4 points.

## **Financial Impact:**

In the previous agreement, expenses such as recycling, contracted clean-up, security, etc., were capped at \$35,000.00 with a gradual increase of the cap each year of the contract. The City picked up additional costs above the cap, and in several years those costs exceeded \$20,000. RFP 006-19 clearly stated that there will be no financial cap, or any subsidy from the City.

Race World Offshore was the only proposal that offered direct revenue sharing in the amount of \$3.00 per gate admission ticket, \$3.00 per paid car in Truman Waterfront remote parking lot, and \$3.00 per VIP ticket sold, as well as requiring no City financial support.

**Recommendation:**

Request the City Commission approve staff recommendation of proposal responses of RFP 006-19; Annual Power Boat Championship Race, and authorize the City Manager to negotiate and, pursuant to legal review, enter into contract with Race World Offshore.