



December 15, 2020:

Agenda 24:

**Discussion and action on the
award of solicitation 2020-680R
Civic, Convention Center &
Tourism Services to SMG**

Strategic Goal 4:

Enhance El Paso's Quality of life through Recreations, Cultural and Educational Environments

Background on Services Covered

- Full-service, Convention & Visitors Bureau
- Judson F. Williams Convention Center
- Abraham Chavez Theatre
- Plaza Theatre*
- McKelligon Canyon Amphitheatre*
- Arts Festival Plaza*
- Food & Beverage Service*
- Oasis Water Park*
- Chapoteo Water Park*
- Lost Kingdom Water Park*
- Camp Cohen Water Park*

*Facilities and services added since 1998 original award

Procurement Summary

Solicitation was advertised on September 1, 2020 and September 8, 2020.

The solicitation was posted on the City website on September 1, 2020. The email (Purmail) notification was sent out on September 3, 2020.

There were a total of fifty (50) viewers online; One (1) proposal was received; none being local.

An Inadequate Competition Survey was conducted.

Response Consideration

- Procurement took place during COVID-19 Pandemic because of when current contract ending
- Nationally, typical tourism service providers hesitant to consider expansion into new markets given impact of COVID-19 on their existing operations and uncertainty of when pandemic will end

Award Recommendation & Term

Recommendation of approval for solicitation 2020-680R Civic, Convention Center & Tourism Services to SMG, for an initial term of three (3) years for an estimated amount of \$2,250,000.00.

- The award is to include a two (2), two (2) year optional terms for an estimated amount of \$3,600,000.00 for a seven (7) year estimated award of \$5,850,000.00.
- The difference in cost, based on the comparison from previous contract, is as follows: Annual base and incentive fees for the services under this contract increased by 15%, primarily due to additional facilities

Previous Successes



Expanding Normal Holiday Activation to Winterfest

Previous Successes



Sun City Crit

Previous Successes



National Bowling Conferences Twice in last 10 years

Previous Successes



Sun City Craft Beer Fest

Previous Successes



Ice Cream Festival

QUESTIONS?