

**BOARD OF BIDS AND CONTRACTS, DECEMBER 7, 2006**

**MANAGEMENT SERVICES FOR THE NEW SEDGWICK COUNTY ARENA-COUNTY MANAGER'S OFFICE**

(Request for Proposal sent to nine vendors)

06-0127

	Kansas Coliseum/Compass Facility Management	AEG	Centerplate	IFG*
Management Services for the New Arena	Received	No Bid	No Bid	Received
Addendums Acknowledged	Yes			Yes
	<b>SMG</b>	Global Spectrum		
Management Services for the New Arena	<b>Received</b>	Received		
Addendums Acknowledged	<b>Yes</b>	Yes		

On the recommendation of Iris Baker, on behalf of the County Manager's Office, Anne Smarsh moved to **recommend the proposal from SMG to negotiate a contract and reserve the right to re-evaluate proposals if a mutual agreement is not reached.**\*\* Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The selection committee comprised of William Buchanan, County Manager; Ron Holt, Assistant County Manager; Charlene Stevens, Assistant County Manager; Chris Chronis, Chief Financial Officer; Troy Bruun, Deputy Chief Financial Officer; Stephanie Knebel, Facility Projects Manager; Chad VonAhnen, Community Relations Director; Iris Baker, Purchasing Director; Clay Bastian, President of Fidelity Bank; Michael Monteferrante, CEO of Occidental Management, Inc.; and Russ Simons, Principal with HOK Architects & operations management consultant; evaluated proposals, interviewed Global Spectrum; Kansas Coliseum and their partner, Compass Facility Management (a private management company); and SMG, and performed reference checks on the 3 proposers interviewed. Selection criteria used in evaluating proposals included experience in providing similar services; references; quality of responses to the requested qualifications and scope of services items; methodology and approach to provide the services; and overall quality of the proposal.

Whether managed by Sedgwick County employees or a private management company, this modern first class arena (15,000 seats for basketball games) in downtown Wichita changes the expectations for usage of this new facility. As compared with the Kansas Coliseum, the arena will face greater pressures to offer a product that induces the community to buy tickets; to work cooperatively with area arts, tourism and sports promotion organizations; and to minimize public subsidies and make more predictable any subsidies that may be required.

While all three of the finalists, including the team made up of the present Coliseum staff and Compass Facility Management offered operating models that could be successful, SMG offered the most convincing proposal that the new paradigm could be accomplished. SMG placed the greatest emphasis on the importance of market development-regionally as well as in the community-to future success; indicated the best recognitions of the challenges to be faced in addressing the needs and desires of community organizations; and made the strongest commitment to accept financial risk.

\* The proposal from IFG was an incomplete proposal; they offered to partner with the Kansas Coliseum and provide consulting services. (The Kansas Coliseum chose to partner with Compass Facility Management.)

\*\* The final contract will be presented to the board of county commission for approval, once all terms and conditions have been negotiated.