



## ST. JOHNS COUNTY CIVIC ASSOCIATION ROUNDTABLE

### **Management Contract Award for St. Augustine Amphitheater**

Whereas, St. Johns County has a duly authorized Request For Proposal (RFP) policy and procedure for the purpose of providing equal opportunity and fair contract awards;

Whereas, the County's independent evaluation team provided for by such RFP policy recommended that SMG be ranked the higher of two bidders;

Whereas, this evaluation was unanimous and the grading definitive;

Whereas, SMG with \$160 million in assets operates 200 venues nationally, 16 in Florida, and 6 in Jacksonville, including Alltel Stadium, the new Veterans Arena and Baseball Fields of Jacksonville, the Equestrian Center, the Prime Osborne Convention Center, and the Times-Union Center for the Performing Arts;

Whereas, the second-ranked firm has no operational history and apparently is being formed to pursue the management of this \$9 million County facility;

Whereas, SMG's management fees and staffing costs total nearly \$100,000 per year less than those of the second-ranked firm;

Whereas, the County's RFP policy and procedure could be materially weakened by an award disregarding the unanimous recommendation of the evaluation team;

Whereas, such an award to the second-ranked firm could lead to an unwanted perception of political favoritism;

It is the recommendation of the St. Johns County Civic Association Roundtable that the unanimous recommendation of the County's evaluation team be honored and the contract for the management and operation of the St. Augustine Amphitheater be awarded to the highest ranked firm, SMG.

Walter Rohrer, President