



**To:**           Darin Crawford  
                  Assistant Superintendent for Support Services

**From:**       James Briscoe  
                  Director of Procurement Services

**Date:**        February 27, 2025

**Re:**           Alcohol Beverage Services (Berry Center)  
                  Annual Contract #25-04-8295R-RFP

The following proposals were received and opened at 10:00 a.m., Wednesday, February 5, 2025, as advertised and specified in documents concerning **Annual Contract #25-04-8295R-RFP Alcohol Beverage Services (Berry Center)**. The proposals received and the final evaluation summary are located on page 2.

- a Primary vendor award.
- b Secondary vendor award.

**Recommendation:**

- a The Backyard Grill (Backyard Investments, LTD)
- b EskimoHut (CableTow logistics LLC)

**Contract Term:**                   April 14 , 2025 - March 31, 2026

**Renewal:**                         4 Years

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**25-04-8295R-RFP Alcohol Beverage Services (Berry Center)**

**TEAM SCORE SUMMARY**

<b>Company/Vendor Name</b>	<b>Evaluator 1</b>	<b>Evaluator 2</b>	<b>Evaluator 3</b>	<b>Average Score</b>	<b>Ranking</b>
EskimoHut	72.00	73.00	66.00	70.33	2.00
Stretch Zone Cypress	0.00	0.00	0.00	0.00	3.00
The Backyard Grill	86.00	92.00	68.00	82.00	1.00

\*Stretch Zone Cypress does not meet bid requirements

*Devon Perry, Director Berry Center*

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## **Memo:**

**To:** James Biscoe, *Director of Procurement Services*

**From:** Devon Perry, *Director Berry Center*

**Subject:** *Contract 25-04-8295R-RFP Award Recommendation – Alcohol Beverages Services (Berry Center)*

**Date:** 03/6/2025

Upon careful review and evaluation of the proposals submitted for Contract 25-04-8295R-RFP, we recommend that Backyard Grill be granted the contract as the primary vendor due to their ability to offer the widest range of options and flexibility to accommodate the most type of events and that Eskimo Hunt be granted the contract as the secondary vendor due to their ability offer a specialized option for customers.

The contract will be valid for one (1) year until March 31, 2026, and will renew automatically for four (4) additional one-year terms until March 31, 2030, unless either party provides a written notice of non-renewal at least thirty (30) days in advance. Upon mutual agreement, proposed prices can be extended beyond the firm price offer date on a month-to-month basis for up to 6 months.

The alcohol beverages services provided by Backyard Grill and Eskimo Hut will be utilized by the Berry Center to offer alcohol beverage services for non-district catered events and alcohol beverages at designated concession stands for non-district public events.

Backyard Grill and Eskimo both submitted bids for the request for proposal, with each meeting or surpassing product criteria and offering the best percentage of revenue sharing.

Should you have any inquiries or require additional information regarding this recommendation, please do not hesitate to reach out.

Sincerely,

Devon Perry

Director Berry Center Cypress-Fairbanks ISD