

REQUEST FOR PROPOSAL (RFP)
Event Space



VOLLEYBALL & CHEER/DANCE EVENTS

JBJ Events L.L.C.

PO Box 600246

Saint Johns, Florida 32260

Phone: 941-718-9185 | Email: jbjones@jbj-events.com

REQUEST FOR PROPOSAL

VOLLEYBALL & CHEER/DANCE EVENTS

Multiple Cities – United States



SUBMISSION DEADLINE: June 1st, 2019
QUESTION SUBMISSION DEADLINE: June 1st, 2019

Questions may be submitted in written form to:

RFP Contact Name: Jason B. Jones
Contact Address: PO Box 600246
Saint Johns, Florida 32260
Telephone Number: 941-708-9185
Email Address: jbjones@jbj-events.com

INTRODUCTION

JBJ Events invites and welcomes proposals for their Volleyball, Cheer and Dance Events projects. Based on your previous work experience, your firm has been selected to receive this RFP and is invited to submit a proposal. Please take the time to carefully read and become familiar with the proposal requirements. All proposals submitted for consideration must be received by the time as specified above under the "SUBMISSION DEADLINE."

BIDDERS SHOULD NOTE THAT ANY AND ALL WORK INTENDED TO BE SUBCONTRACTED AS PART OF THE BID SUBMITTAL MUST BE ACCOMPANIED BY BACKGROUND MATERIALS AND REFERENCES FOR PROPOSED SUBCONTRACTOR(S) - NO EXCEPTIONS.

PROJECT AND LOCATION

The bid proposal is being requested for Volleyball, Cheer and Dance which is or shall be in multiples cities throughout the East and West Coast.

PROJECT MANAGER CONTACT INFORMATION

The following individual(s) are the assigned contacts for the following:
For questions or information regarding, contact:

Name: Jason B. Jones
Title: Creator of Experiences
Phone: 941-718-9185
Email: jbjones@jbj-events.com

PROJECT OBJECTIVE

The objective and ultimate goal for this project is to provide the most comfortable and exhilarating event experience to all athletes, coaches, and spectators. We've successfully hosted 24 events in the last 3 years with our 25,000 athletes in 7 cities and we are looking to triple those numbers in 2020.

PROJECT SCOPE AND SPECIFICATIONS

The Project Scope and Specification are:

- A 50,000 - 150,000 SF, unobstructed, non-union event space with 25 FT ceilings or higher.
- Preferably connected to a hotel or casino for convenience and entertainment.
- All events will be held on Friday thru Sunday between November and May.
- Our load ins will be on Thursday or Friday, but we would love to have a day prior option as well.
- There is no food and beverage minimum.
- Regarding hotels, we will need approximately 400-800 rooms per night at a \$99-\$150 rate with
- a 10% commission and \$10 rebate coming back. A 30:1 comp ratio is favored.
- For our event staff, we request:



- **PROJECT SCOPE AND SPECIFICATIONS Cont.**

- A discounted staff rate that is non-commissionable
- 3 staff suites complimentary outside a block
- 5 complimentary picks up and drop offs from airport
- Meeting planner point for rooms booked.

PROPOSAL BIDDING REQUIREMENTS

PROJECT PROPOSAL EXPECTATIONS

JBJ Events shall award the contract to the proposal that best accommodates the various project requirements. JBJ Events reserves the right to award any contract prior to the proposal deadline stated within the "Scheduled Timeline" or prior to the receipt of all proposals, award the contract to more than one Bidder, and refuse any proposal or contract without obligation to either JBJ Events or to any Bidder offering or submitting a proposal.

DEADLINE TO SUBMIT PROPOSAL

All proposals must be received by JBJ Events no later than March 1, 2019 for consideration in the project proposal selection process.

PROPOSAL SELECTION CRITERIA

Only those proposals received by the stated deadline will be considered. All proposals, submitted by the deadline, will be reviewed and evaluated based upon information provided in the submitted proposal. In addition, consideration will be given to cost and performance projections. Furthermore, the following criteria will be given considerable weight in the proposal selection process:

- Proposals received by the stipulated deadline must be in the correct format.
- Bidder's alleged performance effectiveness of their proposal's solution regarding the Project Objective of JBJ Events.
- Bidder's performance history and alleged ability to timely deliver proposed services.
- Bidder's ability to provide and deliver qualified personnel having the knowledge and skills required to effectively and efficiently execute proposed services.
- Overall cost effectiveness of the proposal.

JBJ Events shall reserve the right to cancel, suspend, and/or discontinue any proposal at any time they deem necessary or fit without obligation or notice to the proposing bidder/contractor.

PROPOSAL SUBMISSION FORMAT

The following is a list of information that the Bidder should include in their proposal submission:

Summary of Bidder Background

- Bidder's Name(s)
- Bidder's Address
- Bidder's Contact Information (and preferred method of communication)
- Legal Form of Bidder (e.g. sole proprietor, partnership, corporation)
- Date Bidder's Company Formed
- Description of Bidder's company in terms of size, range and types of services offered and clientele.
- Bidder's principal officers (e.g. President, Chairman, Vice President(s), Secretary, Chief Operating Officer, Chief Financial Officer, General Managers) and length of time each officer has performed in his/her field of expertise.
- Bidder's Federal Employee Identification Number (FEIN)
- Evidence of legal authority to conduct business in (e.g. business license number).
- Evidence of established track record for providing services and/or deliverables that are the subject of this proposal.
- Organization chart showing key personnel that would provide services to JBJ Events

Financial Information

- State whether the Bidder or its parent company (if any) has ever filed for bankruptcy or any form of Reorganization under the Bankruptcy Code.
- State whether the Bidder or its parent company (if any) has ever received any sanctions or is currently under investigation by any regulatory or governmental body.

Proposed Outcome

- Summary of timeline and work to be completed.

Equipment or Service

- List any and all equipment or services required for this proposed project and the number of each.
- Detailed estimated cost for each piece of equipment or service.
- List any or equipment or services required of a subcontractor, along with a brief explanation.

Cost Proposal Summary and Breakdown

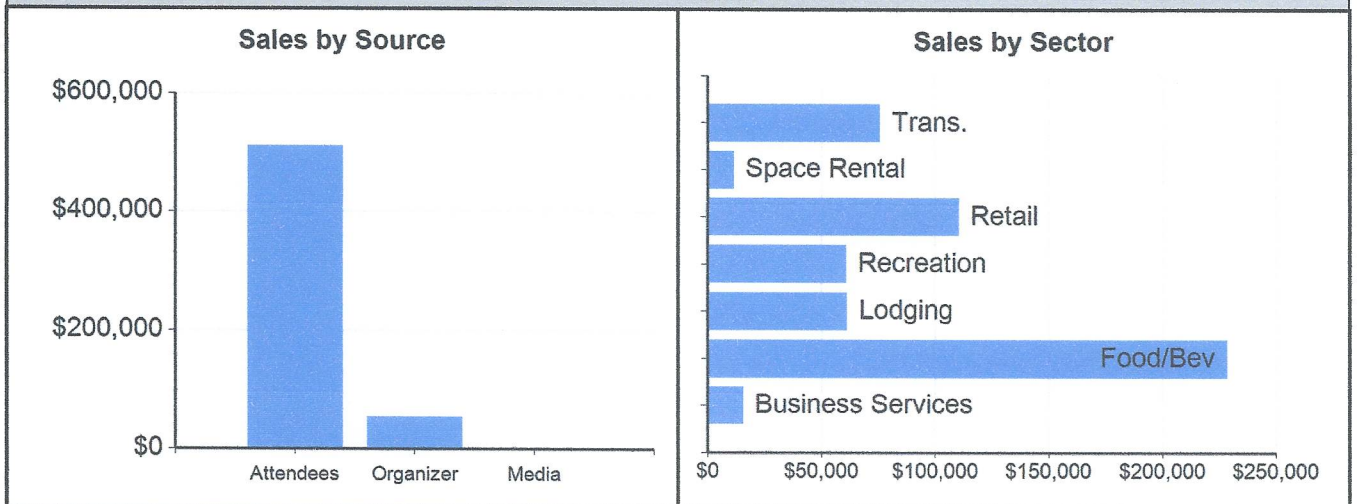
- A detailed list of any and all expected costs or expenses related to the proposed project.
- Summary and explanation of any other contributing expenses to the total cost.
- Brief summary of the total cost of the proposal.

Event Impact Summary

Destination: Meet AC

Event Parameters		Key Results	
Event Name:	Atlantic City Challenge - Volleyball Tournament w/overflow	Business Sales (Direct):	\$564,349
Organization:	JBJ Events	Business Sales (Total):	\$912,359
Event Type:	Youth Amateur	Jobs Supported (Direct):	329
Start Date:	1/5/2019	Jobs Supported (Total):	374
End Date:	1/7/2019	Local Taxes (Total):	\$6,763
Overnight Attendees:	307	Net Direct Tax ROI:	\$6,525
Day Attendees:	3478	Estimated Room Demand:	614

Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$61,400	\$0	\$0	\$61,400
Transportation	\$73,971	\$1,660	\$90	\$75,721
Food & Beverage	\$203,764	\$24,856	\$0	\$228,620
Retail	\$110,659	\$0	\$0	\$110,659
Recreation	\$60,911	\$0	\$0	\$60,911
Space Rental	\$0	\$11,431	\$0	\$11,431
Business Services	\$0	\$15,557	\$51	\$15,607
TOTAL	\$510,705	\$53,503	\$141	\$564,349

Event Impact Details

Destination: Meet AC

Event Name: Atlantic City Challenge - Volleyball Tournament w/overflow 2019
Organization: JBJ Events

Economic Impact Details

	Direct	Indirect/Induced	Total
Business Sales	\$564,349	\$348,010	\$912,359
Personal Income	\$211,244	\$94,361	\$305,605
Jobs Supported			
Persons	329	45	374
Annual FTEs	7	1	8
Taxes and Assessments			
<u>Federal Total</u>	<u>\$53,597</u>	<u>\$28,958</u>	<u>\$82,555</u>
<u>State Total</u>	<u>\$37,883</u>	<u>\$8,142</u>	<u>\$46,025</u>
sales	\$33,834	\$5,977	\$39,811
income	\$1,950	\$871	\$2,821
bed	\$0	-	\$0
other	\$2,099	\$1,294	\$3,393
<u>Local Total (excl. property)</u>	<u>\$6,525</u>	<u>\$238</u>	<u>\$6,763</u>
sales	\$0	\$0	\$0
income	\$0	\$0	\$0
bed	\$5,526	-	\$5,526
per room charge	\$614	-	\$614
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$385	\$238	\$623
property tax	\$14,368	\$6,279	\$20,647

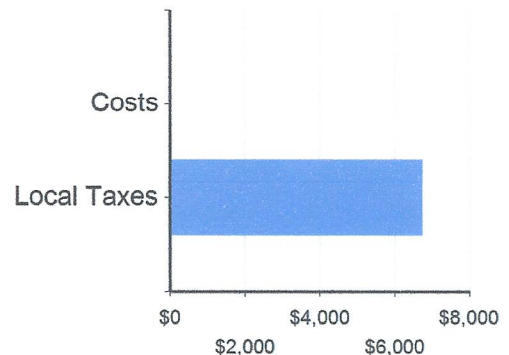
Event Return on Investment (ROI)

Direct local tax ROI (net property taxes)

Direct Tax Receipts	\$6,525
DMO Hosting Costs	\$0
Direct ROI	\$6,525
Net Present Value	\$6,525
Direct ROI (%)	-

Total local tax ROI (net property taxes)

Total Local Tax Receipts	\$6,763
Total ROI	\$6,763
Net Present Value	\$6,763
Total ROI (%)	-



Estimated Room Demand Metrics

Room Nights (total)	614
Room Pickup (block only)	614
Peak Rooms	114
Total Visitor Days	4,266