

DAVID Y. IGE
GOVERNOR

RODERICK K. BECKER
COMPTROLLER



An Agency of the State of Hawaii

ROSS I. YAMASAKI
CHAIRMAN, STADIUM AUTHORITY

SCOTT L. CHAN
MANAGER

RYAN G. ANDREWS
DEPUTY MANAGER

TESTIMONY
OF
SCOTT L. CHAN,
STADIUM MANAGER,
STADIUM AUTHORITY
TO THE
HOUSE COMMITTEE
ON
FINANCE

March 1, 2018

H.B. 1669

RELATING TO CONCESSIONS ON PUBLIC PROPERTY

Chair Luke, Vice Chair Cullen, and members of the Committee, thank you for the opportunity to submit comments for your consideration, specifically as it relates to §102-5 Bids, (a) and (b).

The Stadium Authority (Authority) appreciates the Legislature’s foresight and initiative in expanding options for government’s procurement of concession services.

By expanding the procurement option to include competitive sealed proposals, the Authority will also be able to consider and evaluate other equally important variables in the solicitation process towards achieving one of its major goals of “enhancing guests’ experience”. By expanding the option to include a proposal process, these variables could now factor into the final outcome and ensure that a concession award extends beyond solely “best value” and comprehensively considers

more difficult to measure variables such as level of professionalism and courtesy in the provision of customer service as well as efficiency and effectiveness in a concessionaire's overall operation.

Proposed Changes to §102-5 Bids, (a) and (b). We respectfully offer comments from an agency's operational perspective regarding the proposed changes to the timelines under §102-5 "(a) For a call for bids,..)" and "(b) For a call for proposals,..)". By expanding the date range for these two sections, it will essentially draw out the solicitation process and restrict the agency's ability to conduct business in a timely, responsive, and efficient manner. At times, due to issues beyond an agency's control (e.g. protests), an agency is left with a shorter solicitation timeline than originally planned. The proposed language to extend the date ranges will make it difficult for the program to effectuate a contract and ensure continuity of operations, where operations are required and expected. While the Authority understands the Legislature's intent of the proposed language, we respectfully ask for greater flexibility in the solicitation process and in doing so, ask that Section (a) remain at "five" days for acceptance of bids and Section (b) reflect the same five day period for acceptance of proposals.

The Stadium Authority appreciates opportunity to support as well as respectfully provide comments on this measure. We hope that our comments are considered towards ensuring the best outcome that meets the needs of both the general public as well as the agencies affected by the proposed change.

Thank you for the opportunity to provide comments on HB 1669.