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An Agency of the State of Hawaii

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MANAGER

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DEPUTY MANAGER



TESTIMONY
OF
SCOTT L. CHAN,
STADIUM MANAGER,
STADIUM AUTHORITY
TO THE
SENATE COMMITTEES
ON
GOVERNMENT OPERATIONS
AND
ECONOMIC DEVELOPMENT, TOURISM, & TECHNOLOGY
February 2, 2018

S.B. 2147

RELATING TO CONCESSIONS ON PUBLIC PROPERTY

Chairs Kim and Wakai, Vice Chairs Ruderman and Taniguchi, and members of the respective Committees, thank you for the opportunity to submit testimony in support of S.B. 2147, as well as comments for consideration regarding proposed changes to §102-5 Bids, (a) and (b).

The Stadium Authority (Authority) appreciates the Legislature’s foresight and initiative in expanding the 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 the original language remain intact.

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 SB 2147.