

## OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

### Resolution Authorizing Agreement with J.L. Hilton Co., LLC for Video Arcade Operations at the Mahoning Valley and Glacier Hills Service Plazas

WHEREAS, on April 5, 2022, in conformance with the requirements of Ohio Revised Code Section 5537.13, the Ohio Turnpike and Infrastructure Commission (“Commission”) published notice of its Request for Proposals (“RFP”) for Video Arcade Operations at the Mahoning Valley and Glacier Hills Service Plazas; and

WHEREAS, on May 20, 2022, the Commission received one (1) Proposal for the operation of Video Arcade Operations from J.L. Hilton Co., LLC, of Akron, Ohio; and

WHEREAS, an Evaluation Team consisting of staff from the Service Plaza Operations Department reviewed the technical proposal submitted and concluded that the best proposal in terms of branding, financial and operational capabilities was submitted by J.L. Hilton Co., LLC and further indicated in the evaluation summary that J.L. Hilton Co., LLC has significant experience, expertise and resources in operating Video Arcade Operations; and

WHEREAS, the Revenue Sharing Proposal was then unsealed; and

WHEREAS, J.L. Hilton Co., LLC submitted the best proposal in terms of service and price, with the overall Proposal summarized as follows:

							NON-BENEFICIAL	TRPI
<u>Bidder</u>	(A) Weighted Tech Score	Pro-forma Sales in \$1,000's	(B) Pro-forma Score	(C) % Revenue Score	(B) + (C) Pro-forma + Rev Score	(A)+(B)+('C) Combined Beneficial Scores	(D) CAM - OpEx Coverage Ratio	Final Score (A+B+C)*D
J. L. Hilton	53.80	50.00	20.00	20.00	40.0	93.8	100%	93.8

The J.L. Hilton, LLC. proposal provides for 50% revenue sharing for video arcade operations and 40% for redemption games; and

WHEREAS, the Commission’s Director of Contracts Administration has determined that the J.L. Hilton’s proposal conforms to the requirements of Ohio Revised Code Sections 5537.07 and 5537.13, proposals were solicited on the basis of the same terms and conditions with respect to the respondents and potential respondents, and the Commission may legally accept said company’s proposal; and

WHEREAS, the Executive Director has reviewed the recommendation of the Evaluation Team and, predicated upon their analysis, has made his recommendation to the Commission that J.L. Hilton Co., LLC be awarded the contract for Video Arcade Operations at the Mahoning Valley and Glacier Hills Service Plazas; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED, that the Proposal submitted by J.L. Hilton Co., LLC, of Akron, Ohio, for the performance of Video Arcade Operations at Mahoning Valley and Glacier Hills Service Plazas is hereby accepted as the best proposal in terms of service and price, and that the Executive Director and/or General Counsel are directed to: 1) execute an Agreement with J.L. Hilton Co., LLC for an initial term of three (3) years, 2) renew said Agreement for up to three (3) additional, two-year periods if determined by the Executive Director to be in the best interest of the Commission, and 3) take any and all action necessary to properly carry out the terms of said Agreement.

**(Resolution No. 50-2022 adopted June 21, 2022)**