

RESOLUTION 25-18 – AUTHORIZING AN AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND SODEXO, INC. D/B/A INREACH FOR VENDING SERVICES AT THE WILMINGTON AIRPORT (ILG)

WHEREAS, The Delaware River and Bay Authority (the “Authority”) is a bi-state Authority of the State of Delaware and the State of New Jersey that operates the Wilmington Airport (“ILG”) in New Castle, Delaware; and

WHEREAS, the Authority seeks to retain a firm to serve as its primary Concessionaire of snack and beverage vending services in the commercial passenger terminal; and

WHEREAS, the Authority publicly advertised a formal Request for Proposals (“RFP”) which allows for the use of competitive proposals to compare the services and contractual factors of the proposals submitted; and

WHEREAS, the Authority received five (5) proposals pursuant to the aforementioned public advertisement and evaluated each proposal against the advertised criteria; and

WHEREAS, following evaluation of each proposal received, Sodexo, Inc., d/b/a InReach (“InReach”) was selected as the most desirable proposal; and

WHEREAS, the Authority wishes to enter into a Concession Agreement (“Agreement”) with the selected proposer; and

WHEREAS, the Agreement will have a base term of three (3) consecutive years from the effective date of the Agreement, with the Authority having the option to extend the Agreement for up to two (2) additional periods of one (1) year each after the expiration of the base term; and

WHEREAS, the proposer will pay the Authority a commission on gross receipts for sales of snacks and beverages between 8 - 9%; and

WHEREAS, the Economic Development Committee has reviewed this recommendation and concurs; and

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of a Concession Agreement with InReach to provide concession vending services to the Authority at ILG, and, with the advice and consent of Counsel, to have such Agreement executed by the Chairman, Vice-Chairman and Executive Director.

Resolution 25-18 - Executive Summary Sheet

Resolution: Authorizes an Agreement between the Authority and InReach to serve as the primary vending concession at ILG.

Committee: Economic Development

**Committee/
Board Date:** April 15, 2025

Purpose of Resolution:

To authorize an Agreement between the Authority and InReach to serve as the primary vending concessionaire of snacks and beverages at ILG.

Background for Resolution:

The Authority received and evaluated proposals submitted by the following five (5) firms:

- Bevco Services, Inc.
- Compass Group USA, Inc., by and through its Canteen Division
- Nourish Markets, Inc.
- Purple Penguin Vending, LLC.
- Sodexo, Inc. d/b/a InReach

The Authority designated a Selection Committee to evaluate Proposals and recommend the Proposer who best met the needs of the Authority and its customers through product offering, service, pricing, quality and other contractual factors including commission on gross receipts.