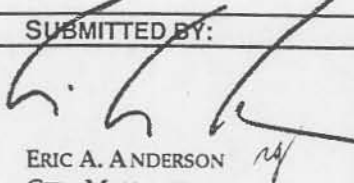


OFFICE OF THE CITY MANAGER
DES MOINES, IOWACITY COUNCIL COMMUNICATION 96-097
MARCH 4, 1996 AGENDA

SUBJECT:	TYPE:	PREPARED BY:	SUBMITTED BY:
AMPHITHEATER MAINTENANCE BIDS	◆ RESOLUTION ORDINANCE RECEIVE/FILE	DON TRIPP PARK & RECREATION DIRECTOR	 ERIC A. ANDERSON CITY MANAGER

SYNOPSIS —

On January 2, 1996, Council granted staff authority to seek bids for maintenance and management of the new Riverfront Amphitheater. The bid program was structured to allow bidders to seek free use of the Amphitheater for a specified number of days per year in exchange for maintenance services. Bidders were asked to present the number of free days of use and a minimum percentage of gross food and beverage sales as part of the rent.

No bids were received from the offering, and Park and Recreation staff would like permission to enter into negotiations with the Embassy Suites Hotel, or any other interested party, to develop a management agreement.

FISCAL IMPACT —

The City will receive rental fees and possibly a percentage of concession sales. Specific terms need to be negotiated.

RECOMMENDATION —

Approval of the resolution authorizing staff to enter into one-on-one negotiations for a maintenance and management agreement.

BACKGROUND —

The Park and Recreation Department and Legal Department developed a request for proposals (RFP) for a maintenance agreement for the Amphitheater. Entering into a maintenance agreement with a private entity would be mutually beneficial to the City and the private entity. In exchange for providing routine maintenance to the Amphitheater, the bidder would have the right to use the facility free of charge—to offer events and activities that could generate revenue through concessions. Initially, several groups had indicated interest in submitting a proposal. RFPs were developed, sent out, and advertised. No bids were received by the deadline. The Embassy Suites continues to be interested in working on an Amphitheater management agreement with the City. Staff would like to begin negotiations with Embassy Suites and/or any other interested party for the year-round maintenance of the facility on mutually agreeable terms. Staff from the Embassy Suites is interested in entering into negotiations.