



**CITY COUNCIL
COMMUNICATION:**

ITEM _____

**OFFICE OF THE CITY MANAGER
CITY OF DES MOINES, IOWA**

99-227

SYNOPSIS -

AGENDA:

MAY 17, 1999

To approve Concessionaire Agreement with Midwest Concessions (Charles and Debra Shelabarger, 3226 University Avenue, Des Moines) for Gray's Lake Beach.

SUBJECT:

GRAY'S LAKE
CONCESSION
AGREEMENT

FISCAL IMPACT -

There is a projected revenue stream of \$500 for the season based on 5 percent of total gross sales. Additionally, there is a savings of \$6,000 in staffing.

TYPE:

RESOLUTION
ORDINANCE
RECEIVE/FILE

RECOMMENDATION -

Approval of Concessionaire Agreement with Midwest Concessions for Gray's Lake Beach Concession.

SUBMITTED BY:

DONALD M. TRIPP
PARK AND
RECREATION
DIRECTOR

BACKGROUND -

In 1993, the concessionaire for Gray's Lake Beach notified the City that they would not renew their concessionaire agreement. The City solicited bids for a new concessionaire and received no responses. In order to continue to provide services, the Park and Recreation Department took over the management of the Beach concession operations. Since 1993, the Park and Recreation Department has been operating the Beach at a loss of approximately \$6,000 per year.

In March of 1999, a new Request For Proposal (Bid No. G99-213) was issued to 11 different bidders with no response. Park and Recreation Department staff contacted current concession operators Charles and Debra Shelabarger, Midwest Concessions (operators of Northwest and Nahas Family Aquatic Centers) and George Davis, Davis Concessions (operator of Birdland, Teachout, and Savage Softball

Complex). Midwest Concessions agreed to manage the concessions at Gray's Lake Beach. Staff has negotiated an agreement for Midwest Concessions to manage Gray's Lake Beach for a period of two years, beginning in May of 1999 through December of 2000, at a rate of 5 percent of gross sales to the City. The contract has been reviewed by the City's Legal Department. On Tuesday, May 11, 1999, the Park and Recreation Board, by Resolution No. 99-147, recommended the contract be awarded to Midwest Concessions.

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