



Agenda Item:

046

## **COUNCIL COMMUNICATION**

### **City Manager's Office**

#### **GENERAL INFORMATION**

Agenda Date: May 3, 2004

Communication

No.: 04-201

Agenda Item Type: Resolution

Roll Call No.:

Submitted by: Donald M. Tripp, Park and Recreation Director

#### **SUBJECT—**

Greater Des Moines Softball Park Concession Agreement

#### **SYNOPSIS—**

Approval of the Concession Agreement by and between Davis Concessions, George Davis, Owner (3124 SW 29<sup>th</sup> Street, Des Moines, Iowa 50321) and the City of Des Moines

#### **FISCAL IMPACT—**

\$13,000 estimated for term of Agreement. \$3,000 in FY 2005 and \$5,000 in FY 2006 and 2007. The City is to receive 15 percent of gross sales in year one and 25 percent each year thereafter.

#### **RECOMMENDATION—**

Approval

#### **BACKGROUND—**

On February 6, 2004, the City of Des Moines' Purchasing Division issued Bid No. V04-96 to vendors interested in operating the concession stand at the near completed Greater Des Moines Softball Park. The concession operation includes food, beverages and alcohol sales (beer) with the appropriate licenses and insurance coverage. Of the three RFP's mailed, only Davis Concession responded to the request. Mr. Davis currently has concession agreements with the

City for the right to sell concessions at Birdland Pool, Teachout Aquatic Center and Savage Softball Complex.

The Agreement is for three years with an additional three-year renewal option at the discretion of the City. Davis Concessions shall pay the City 15 percent of gross sales in the first calendar year (July 1 through December 31, 2004) and 25 percent for each year thereafter during the term of the Agreement. The City will provide the facility and pay for the associated utility costs, while the Concessionaire shall provide and furnish all needed equipment to manage his operation.

Mr. Davis has proven to be an excellent concessionaire and the Park and Recreation Department recommend approval of the Concession Agreement, which is on file in the City Clerks office.