

# GENERAL

## Ordinance Fact Sheet

Brief Title:

Approval  
DeadlineFood & Beverage Concessions services at the  
Convention and Entertainment Facilities

Reason:

These services are required food & beverage concessions for  
conventions, meetings, public shows and sporting events.

## Details

**Reason for Legislation**

Authorizing the Director of Convention and Entertainment Facilities to enter into a six (6) year agreement with Aramark Sports and Entertainment Services, LLC to provide Food & Beverage Concessions services at the Convention and Entertainment Facilities. This agreement may be extended for up to two (2) additional two (2) year terms at the City's option.

**Discussion** *(including relationship to other Council actions)*

The Department issued an RFP for these services on January 23, 2020. There were two (2) respondents, Aramark Sports and Entertainment Services, LLC and Brancato's Catering. Aramark Sports and Entertainment Services, LLC provided the best overall proposal. Listed below are the responses to the RFP from both companies:

**Aramark****Commission Rate/Food & Non-Alcoholic Beverages**

\$0-\$1,000,000 in Gross Receipts, 29% Commission Payment to the City.

\$1,000,000-\$2,000,000 in Gross Receipts, 31% Commission Payment to the City.

\$2,000,000 & Above in Gross Receipts, 33% Commission Payment to the City.

**Commission Rate/Alcoholic Beverages**

27% Commission Payment to the City.

**Capital Investment**

\$750,000

**Brancato's Catering****Commission Rate/Food & Non-Alcoholic Beverages**

18% Commission Payment to the City.

**Commission Rate/Alcoholic Beverages**

30% Commission Payment to the City.

**Capital Investment**

\$150,000

HRD approved the following goals for this project:

## Positions/Recommendations

**Sponsor****Programs, Departments, or Groups Affected**

Department of Convention & Entertainment Facilities

**Applicants / Proponents**

Applicant

City Department

**Opponents**

Other Groups or Individuals

Basis of opposition

**Staff Recommendation**

☐ For

☐ Against

Reason Against

**Board or Commission Recommendation**

By

☐ For ☐ Against ☐ No action taken

☐ For, with revisions or conditions (see details column for conditions)

**Council Committee Action**

☐ Do pass

☐ Do pass (as amended)

☐ Committee Sub.

☐ Without Recommendation

☐ Hold

☐ Do not pass

MBE 10%  
WBE 5%

Aramark manages Food & Beverage Concessions services at nineteen (19) other convention centers and thirty-five (35) stadiums and arenas throughout the country including Anaheim Convention Center, McCormick Place Convention Center (Oregon), Overland Park Convention Center, Pennsylvania Convention Center and Tampa Convention Center. They also have the Food & Beverage Concessions services contracts at Arrowhead Stadium and Kauffman Stadium.

Details
Empty space for details

Policy/Program Impact	
Policy or Program Change	<input type="checkbox"/> No <input type="checkbox"/> Yes
Operational Impact Assessment	
Finances	
Costs & Revenue Projections - Including Indirect Costs	
Financial Impact	
Fund Source(s) and Appropriation Account Codes	
Is this Ordinance or Resolution Good for the Children	Yes. Providing Food & Beverage Concessions services to the facilities is very important to revenue generation.

Applicable Dates: 8/26/2020

Prepared by: Mark Cunningham, Accounting Manager

Reviewed by: Oscar McGaskey, Jr., Executive Director

Reference Numbers