

GENERAL

Ordinance Fact Sheet

Brief Title:

Approval
Deadline

Reason:

Food & Beverage Concessions services at the Convention and Entertainment Facilities

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

\$250,000 & Less, 27% Commission Payment to the City.
 \$250,000 & Above, 35% 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

Positions/Recommendations

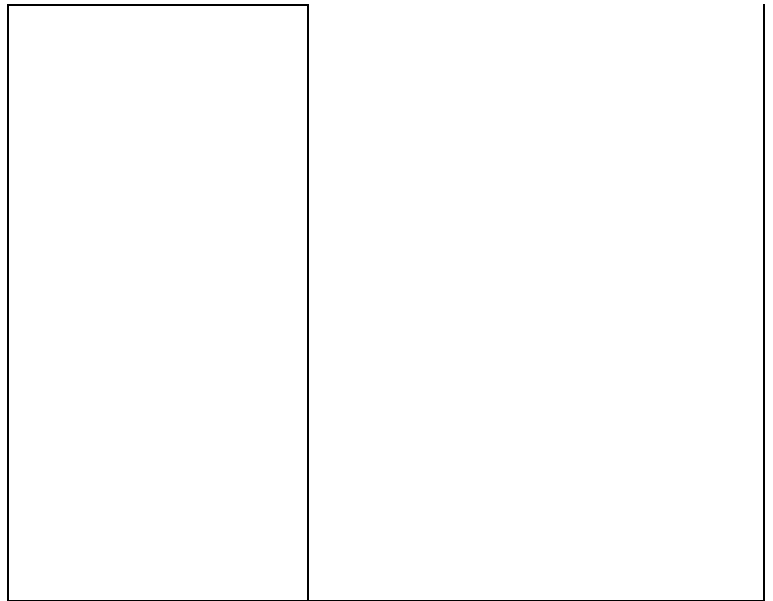
<p>Sponsor</p> <p>Programs, Departments, or Groups Affected</p> <p>Applicants / Proponents</p> <p>Opponents</p> <p>Staff Recommendation</p> <p>Board or Commission Recommendation</p> <p>Council Committee Action</p>	<p>Department of Convention & Entertainment Facilities</p> <p>Applicant City Department</p> <p>Other Groups or Individuals</p> <p>Basis of opposition</p> <p><input type="checkbox"/> For <input type="checkbox"/> Against</p> <p>Reason Against</p> <p>By</p> <p><input type="checkbox"/> For <input type="checkbox"/> Against <input type="checkbox"/> No action taken</p> <p><input type="checkbox"/> For, with revisions or conditions (see details column for conditions)</p> <p><input type="checkbox"/> Do pass <input type="checkbox"/> Do pass (as amended) <input type="checkbox"/> Committee Sub. <input type="checkbox"/> Without Recommendation <input type="checkbox"/> Hold <input type="checkbox"/> Do not pass</p>
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HRD approved the following goals for this project:

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

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