



**CITY OF MANITOWOC**  
WISCONSIN, USA  
*www.manitowoc.org*

20-0271



To: Public Infrastructure Committee

From: Curtis Hall, Park and Recreation Division Manager

Re: Review of draft agreement for Concession Contractor

Public Infrastructure Committee requested that staff explore sub-contracting concession operations. Staff developed an RFP for professional services detailing all of the operational specs, locations and objectives. In summary, the RFP requests professional concession operators to submit proposals to operate the concession stands at the Aquatic Center and Lincoln Park Zoo during operating hours and Red Arrow Park and Silver Creek Park as needed based on a "TBD" event schedule. Staff sent the RFP to multiple local professional concession vendors, 7 in total.

Staff provided operational information including revenue and expenses reports, product info, staffing models, etc. upon request and conducted site visits with interested parties. The City received two official proposals from Konop Companies and Scotts Vending.

DPI staff recommends PI Committee approval of final operating agreement with Konops Companies for the following reasons:

1. Konops Proposes to revenue share: 7% of net sales.
2. Konops will stock and staff all concessions operations at the Manitowoc Family Aquatic Center for duration of 2020 season.