



CITY OF MANITOWOC

WISCONSIN, USA

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To: Public Infrastructure Committee

From: Curt Hall, Operations Park Planner

Re: 19-0965 Request to explore sub-contracting concession operations.

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.

Attached is a copy of the Konops Companies and Scotts Vending concession operations proposal.

I recommend the City seriously consider accepting this proposal for following reasons:

1. Guaranteed revenue while minimizing overhead.
2. Contracting concessions could simplify operations for management by minimizing staffing, hiring, training, equipment purchasing and maintenance oversight.
3. Improved quality and service throughout dept. through long-term relationship with professional vendor.

Challenges/concerns to consider:

1. Logistics of cash handling, coordinating schedules, and staffing models could present an initial challenge. Can be overcome with some planning.
2. Possible loss of quality control and internal staff supervision.