

**Memorandum No. M17-047**

**To:** Recreation Committee  
**From:** Dean R. Bostrom, Executive Director  
Craig Talsma, Deputy Director/Director of A&F  
Michael R. Kies, Director of Recreation & Facilities  
**Date:** April 5, 2017  
**RE:** Concession Agreement with the Flores Rosales Family Corp.

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**Background**

Currently the District has been utilizing the Flores Rosales Family Corp (Flores) for the past six years to provide our District concessions. They are currently paying the district \$600 per month in operating fees and 10% of gross sales over \$50,000 annually, which has equated to about an additional \$1,000/year.

As the current contract with Flores expires at the end of April, staff sent out requests for proposals (RFP) for the operations of a food and beverage concessions at the District. This would provide concession services at the Community Center & Ice Arena (TC), Seascope Family Aquatic Center (SFAC), Prairie Stone Sports and Wellness Center (PSSWC), and Cannon Crossings Park (CC). The proposed license agreement would run from May 1, 2017 through April 30, 2018. It would be renewable for two additional one year periods under the same terms.

Staff received two responses from the following vendors: Garibaldi's Italian Eatery and Flores.

**Implications**

The results are as follows as it relates to their proposals:

<b><u>Provider</u></b>	<b><u>Monthly Operating Fee</u></b>
Garibaldi's Italian Eatery	\$700 or 10% of gross revenue/whichever is higher
Flores Rosales Family Corp.	\$1,000 and 10% of gross sales over \$60,000 annually in district wide concession sales.

Over the last six years, Flores has provided concession operations for the District including special events. Their food and service has met or exceeded customer and staff expectations. Over the past years Flores has been easy to work with and has been receptive to suggestions and requests provided by the Hoffman Estates Park District.

The Flores proposal offers considerable more income for the District than Garibaldis and they have provided good service in the past and staff feels confident in recommending them to return for the new contract. They are licensed to do business in Illinois and are in good standing with HEPD.

**Recommendation**

Staff recommends that the Recreation Committee recommend to the full Board entering into a one-year licensing agreement with the option of two one-year renewals with the Flores Rosales Family Corp. (FRFC) for concession services as outlined above.