

Jimmy Clay/Roy Kizer Golf Complex Food Concession Agreement



**PARKS & RECREATION DEPARTMENT
GOLF DIVISION MANAGER**

KEVIN GOMILLION

**CONCESSIONS AND CONTRACT COMMITTEE
MEETING**

JANUARY 12, 2016

Presentation Overview



Food & Beverage Concession Contract

- **Background**
- **Fiscal Impact**
- **Terms & Conditions**
- **Golf Community Survey Overview**
- **Proposed Timeline**

Concession Background



- **Current contractor, Players, has operated the Jimmy Clay/Roy Kizer food concession since 2003**
- **The current contract expires June 2016**
- **Players contractor also operates the food concession at both the Lions and Morris Williams Golf Courses**



Fiscal Impact



- **Net Sales & Revenue to the City:**

	Net Sales	COA Revenue
○ FY 2015	\$270,329.14	\$98,313.17
○ FY 2014	\$371,841.14	\$134,913.66
○ FY 2013	\$424,879.50	\$136,995.18
○ FY 2012	\$447,346.62	\$137,893.86
○ FY 2011	\$411,709.24	\$136,468.37

- **Golf courses and driving range have undergone renovations and flooding repairs over the past 3 years**

Terms & Conditions



- Facilities are limited and in need of updates and repairs
- Longer term agreement
 - Proposing a ten (10) year contract, with two five (5) year extensions
- Allow for capital investment
 - Renovations to the current facility are necessary
- Better relationship for long term revenue



Golf Community Survey



- To date, 93 people have completed the survey
- Survey has a total of 10 questions with space to provide additional comments, and include:
 - How often do they visit the facility?
 - Do they purchase food from the concession?
 - What kind of food would they like to see available?
- **Survey Comments**
 - Emphasis on possible outdoor eating area
 - Expanded breakfast menu & healthy food options
 - Focus on breakfast and lunch options

Proposed Timeline



- Golf community survey from December 10, 2015 thru January 10, 2016
 - RFP Posting: February 8, 2016
 - Pre-proposal Meeting: February 11, 2016
 - RFP Closes: March 8, 2016
 - Team Evaluations: March 18 – March 25, 2016
 - Present recommendation to Concession and Contracts Committee: May 10, 2016
 - Present recommendation to Parks Board: May 24, 2016
 - Present recommendation to City Council: Oct. 6, 2016
- Staff Recommendation:** Move forward with solicitation in February 2016