



City of Grand Island

Tuesday, January 22, 2019

Council Session

Item G-15

**#2019-38 - Approving Contract for Concession Stand Operations
for the Softball/Baseball Fields at the Veterans Athletic Field East
Complex**

Staff Contact: Todd McCoy, Parks & Recreation Director

Council Agenda Memo

From: Todd McCoy, Parks and Recreation Director

Meeting: January 22, 2019

Subject: Concession Stand Contract Award Veterans Athletic Field Complex

Presenter(s): Todd McCoy, Parks and Recreation Director

Background

On November 20, 2018 a request for proposals to operate the east concession stand at the Veterans Athletic Field Complex was advertised.

One proposal was received. The lone proposal came from Rathjen & Son Enterprises, Inc. dba The Snow.

Discussion

The Snow proposal meets all requirements as stated in the RFP and offers to pay the City 10% of the gross sales for the right to provide the concession services.

The Snow has successfully managed the Veterans Complex Concessions since 2012. The adult softball association and other tournament directors have given positive references for The Snow continuing to manage the concession operation. The proposed agreement would expire after three years.

Alternatives

It appears that the Council has the following alternatives concerning the issue at hand. The Council may:

1. Move to approve
2. Refer the issue to a Committee
3. Postpone the issue to future date
4. Take no action on the issue

Recommendation

City Administration recommends that the Council award the concession rights to Rathjen and Son Enterprises, Inc. dba The Snow.

Sample Motion

Move to contract with Rathjen and Son Enterprises Inc. dba The Snow for concession stand operation for a three year agreement at the Veterans Athletic Field Complex.



Stacy Nonhof, Purchasing Agent

*Working Together for a
Better Tomorrow, Today*

**REQUEST FOR PROPOSAL
FOR
CONCESSION STAND OPERATIONS FOR SOFTBALL/BASEBALL FIELDS AT
VETERANS ATHLETIC FIELD COMPLEX**

RFP DUE DATE: December 6, 2018 at 4:00 p.m.

DEPARTMENT: Parks & Recreation

PUBLICATION DATE: November 20, 2018

NO. POTENTIAL BIDDERS: 1

SUMMARY OF PROPOSALS RECEIVED

Rathjen & Son Enterprises, Inc. (DBA: The Snow)
Grand Island, NE

cc: Todd McCoy, Parks & Recreation Director
Marlan Ferguson, City Administrator
Stacy Nonhof, Purchasing Agent

Patti Buettner, Parks & Rec. Admin. Assist.
Patrick Brown, Finance Director

P2088



Rathjen & Son Enterprises, Inc.

DBA: The Snow

1504 W 4th St
Grand Island, Ne 68801
(308) 390-0072

To: RaNae Edwards, City Clerk
City Clerks Office
PO BOX 1968
Grand Island, Ne 68802

Subject: RFP – Providing Concession Stand Operations for the four softball/baseball fields located in the Veterans Athletic Field Complex

Date: December 1, 2018



My name is Henry Rathjen, I am Owner and President of Rathjen & Son Enterprises, Inc., DBA The Snow. Our company is interested in providing concession services for the Veterans Athletic Field Complex for the 2019 – 2021 seasons.

Currently we operate 2 shaved ice trailers in Grand Island. One that is parked in the Conestoga Mall parking lot during the summer months and the other is a mobile unit for events. This upcoming season will be our 12th season and growing every year. The Snow sells shaved ice and has over 50 single flavors, and more than you can count flavor combinations. Our current site has 2 picnic tables with umbrellas and outside lighting and signage. The Snow is open every day with extended hours on the weekends. There are four employees that work at this location on a rotating basis. In June of 2015 we purchased another mobile shaved ice trailer and used it many times at the Veteran's Athletic Field Complex in conjunction with the concession stand to give patrons more options and a great treat. We will be able to do this again for many of the tournaments in the upcoming years. It was very well liked during the previous seasons at the fields. In previous years, we have also operated concession stands at Ashley Park and the VFW fields for the Grand Island Youth Baseball Association. We also operate a business inside the Conestoga Mall called The Concession Stand that has a ballpark type menu.

I have many years of Owner experience with our other business, Rathjen Power Washing, and numerous years before that in management positions in companies like Blockbuster Video, Sears, Foot Locker, and Domino's. Rathjen Power Washing and The Snow are also members of the Grand Island Chamber of Commerce. We were also the chosen concessionaire for the Veterans Athletic Field Complex for the 2012- 2018 seasons.

As always, we enjoyed the experience of operating the Veteran's Athletic Field Complex. We have formed many lasting relationships with the organizations that rent the complex and feel that we work great with all of them. We enjoy the people and we take pride in the complex and do believe we go above and beyond in making sure the organizations renting the complex are made aware of score board controls, to let us know if they have any concerns we can pass along to the Parks and Recreation department, letting them know that we have a first aid kit on site in the concession stand and plenty of injury ice if needed. As in previous years, we had no complaints about our concession service or our responsibilities to take care of the restrooms during play.

I believe that the menu and price structure that we are proposing will meet the needs of all the players, spectators, parents, kids, coaches, and umpire staff. In seasons past we added a “healthy menu” and it included more fruit than we previously carried, and other options like string cheese, granola bars, and a healthy alternative to popcorn. The healthy menu was a huge success, especially during tournaments. In this packet you will find a proposed menu board that will consist of many items including drinks, candies, shaved ice, hot dogs, nachos, fruits, and other items. We get current pricing from many of the surrounding town’s concession stands from the parents, players, and coaches that we have come to know of the last 7 years. We try to keep our prices competitive with these stands.

Again during the 2019 – 2021 seasons, Arctic Glacier of Grand Island will provide us with an ice freezer for us to use to store ice onsite and during the last 3 seasons we have been renting a commercial ice maker for the new fountain pop machine that we obtained. We will have plenty of ice for our operational use, to sell by the bag, and to provide free ice for injuries. All injury ice is free and was a big request by teams and very appreciated. We will provide a first aid kit for the concession stand that will be available to anyone at the complex.

I will staff this concession stand with one manager, one fulltime employee, and two part-time employees, that will work on a rotating schedule. There will also be a few emergency backups for tournaments. All employees will be trained and properly hired.

We have our insurance with a local Broker, Insur, and the policy is with Columbia. We will provide the city with the required amounts of insurance and have the proper loss payees listed on our policy.

I will be proposing to offer the City of Grand Island 10% of gross sales.

This is a list of the items that we voluntarily did to upgrade the Veterans Athletic Field Complex in the years past.

1. We paid for and installed a new glass concession window instead of the old all screen one. This has greatly helped in keeping the insects and dust issues in check and adds a bit of security.
2. We purchased and applied a gritty epoxy flooring that helped in being able to clean the floor easier and make it less slippery. We will be redoing that before the 2019 season if approved.
3. We had the current HVAC unit removed, cleaned, and recharged numerous times by TAB Refrigeration of Grand Island, as we proposed in 2013. The parks department has installed a new unit and that has helped tremendously with climate control inside the concession stand
4. Lastly we proposed and completed the purchase of 2’x8’ Plastic Composite Siding Panels and installed them around the back counter to make sure we had a surface other than bare concrete to clean, per health code.
5. Numerous electrical and plumbing upgrades to the interior of the concession stand and one electrical upgrade on the exterior to handle 220 service.
6. We also purchased and installed stainless steel soap dispensers in both bathrooms and maintain the soap in those at our cost
7. We do regular maintenance on all the locks on the building as they routinely get gummed up and are unusable if not done.
8. We purchased paint and supplies and painted the interior walls of the concession stand so that it would meet health code requirements.
9. Purchased and installed battery operated air fresheners from Aramark for the restroom facilities to keep them smelling fresh.

In this proposal, The Snow will also be willing to provide and pay for some light upgrades to the current concession facility in the upcoming seasons as listed below. We take pride in the Veteran's Athletic Field Complex and have no problem doing our small part in helping to make it a better experience for the people that utilize the facilities.

1. The counter tops over the years have deteriorated and will need replaced soon. We will replace those at our cost at the end of the 2019 season. Color, material, and installation will all go through Todd McCoy for approval before done.
2. We will put another coat of floor paint down again before the 2019 season.
3. We will repaint the interior of the north wall under the concession window and any touchups.

All of these improvements will become permanent fixtures and upgrades and belong to the Grand Island Parks and Recreation for further use in the following years.

We are anticipating a very large decline in the gross sales for at least the 2019 season as most of the girls fast pitch tournaments, boys baseball tournaments, and most of the high school softball games will be moved to the new fields. Those events are where a majority of the sales are made. That being said, we feel once the new complex has been open for a year we are hoping larger tournaments will choose Grand Island and this side of the complex will get back to its normal sales volume.

We have also been in contact with the ABCDD league that will be running the concession stand at the new complex and will cooperate with them on coming together on menu items and prices. We are already very close on items and prices so will not take much for either of us to come close to having a price matching menu. This will help when having larger tournaments that utilizes both east and west sides of the complex.

I have read the requirements and guidelines and agree with them. We will check bathrooms numerous times during game play and refill bathroom items as needed. During tournaments we will make sure that we have enough staff to accommodate the extra usage of the restroom facilities.

Thank you for the opportunity to again present our company for the consideration of providing concession services. We are looking forward to providing great customer service to the patrons of the Veterans Athletic Field Complex.

Sincerely,



Henry Rathjen
Rathjen & Son Enterprises, inc.

DBA: The Snow

(308) 390-0072 GISnowShack@charter.net

THE SNOW

SHAVED ICE &
CONCESSION SERVICES



MENU

Fountain Pop	\$2/\$3	Candy Bars	\$1.50
Pepsi	Mtn Dew	M&Ms	
Diet Pepsi	Diet Mtn Dew	Peanut M&Ms	
Sierra Mist	Ice Tea	Snickers	Twix
Lemonade		Reeses	Kit Kat
Hot Chocolate	\$1.50	Candy	
Coffee	\$1.50	Famous Amos	\$1.25
Water 24oz	\$2.00	Skittles	\$1.50
		Ring Pops	\$0.75
Gatorade	\$2.00	Blow Pops	\$0.50
Red Yellow		Licorice Rope	\$1.50
Orange Blue		Laffy Taffy	\$0.50
White		Fruit Snacks	\$1.00
G2 Gatorade	\$2.00	Cup of Ice	\$0.50
Red Grape			

SHAVED ICE

SNOWBALL

\$2.00

SNOW FLAVORS: Orange, Cherry, Blue Raspberry

THE SNOW

SHAVED ICE &
CONCESSION SERVICES



MENU

Chips	\$1.00	Walking Tacos	\$3.00
Doritos	Cheetos	Loaded	\$3.75
BBQ	Lays	w/Jalapano & Sour Cream	
Pickles	\$1.00	Nachos	\$3.00
BIGS Seeds	\$2.50	w/Chilli	\$3.50
Slim Jim	\$1.50	Loaded	\$4.25
		w/Jalapano & Sour Cream	
Healthy Menu			
String Cheese	\$1.00	HotDog ALL BEEF	\$3.00
Granola Bars	\$1.00	w/Chilli	\$3.50
Skinny Pop	\$1.50		
Yogurts	\$1.00	Pretzel	\$3.00
		w/cheese	
Fruit	\$1.00		
Banana, Orange, Apple		Popcorn	\$1.00

COMBOS

#1 Nacho, Drink	\$4.50
#2 HotDog, Chips, Drink	\$5.50
#3 Pretzel, Drink	\$4.50

RESOLUTION 2019-38

WHEREAS, the Parks and Recreation Department of the City of Grand Island invited sealed proposals for Concession Stand Operations at the Veteran's Athletic Field East Complex; and

WHEREAS, on December 6, 2018, one (1) proposal was received and reviewed;
and

WHEREAS, Rathjen & Son Enterprises, Inc., DBA: The Snow of Grand Island, Nebraska submitted a proposal in accordance with the terms of the advertisement for proposals.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the proposal of Rathjen & Son Enterprises, Inc., DBA: The Snow of Grand Island, Nebraska, is hereby accepted and approved as the lowest responsive proposal submitted, and that the contract by and between the City and the Vendor be and hereby is approved, and the Mayor is authorized to sign such contract on behalf of the City.

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Adopted by the City Council of the City of Grand Island, Nebraska, January 22, 2019.

Roger G. Steele, Mayor

Attest:

RaNae Edwards, City Clerk

Approved as to Form	☐ _____
December 12, 2019	☐ City Attorney