



City of Grand Island

Tuesday, October 13, 2015

Council Session

Item G-10

**#2015-278 - Approving Contract for Concession Stand Operations
for Softball/Baseball Fields Veterans Athletic Field Complex**

Staff Contact: Todd McCoy

Council Agenda Memo

From: Todd McCoy, Parks and Recreation Director

Meeting: October 13, 2015

Subject: Concession Stand Contract Award Veterans Athletic Field Complex

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

Background

On September 11, 2015 a request for proposals to operate the 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
VETERANS ATHLETIC FIELD COMPLEX**

RFP DUE DATE: September 29, 2015 at 4:00 p.m.
DEPARTMENT: Parks & Recreation
PUBLICATION DATE: September 11, 2015
NO. POTENTIAL BIDDERS: 1

SUMMARY OF PROPOSALS RECEIVED

The Snow
Grand Island, NE

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

Patti Buettner, Parks Admin. Assist.
William Clingman, Interim Finance Director

P1839



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: September 28, 2015



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 2016 – 2018 seasons.

Currently we operate a shaved ice concession stand in Grand Island that is parked in the Super Saver parking lot on the corner of 2nd and Broadwell. This upcoming season will be our 8th season and growing every year. The Snow sells shaved ice and has over 50 single flavors, 10 sugar free 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 2015 season at the fields. During the last two years, we have also operated concession stands at Ashley Park and the VFW fields for the Grand Island Youth Baseball Association.

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 2013- 2015 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. Last season 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. If approved we have a new pretzel warmer that we will pay to wire in and install and be able to provide another food option. We get current pricing from many of the area town’s concession stands from the parents, players, and coaches that we have come to know of the last 4 years. We try to keep our prices competitive with these stands.

Again during the 2016 – 2018 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 Allied. 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 along with the required 7% city/state sales tax and the additional 1.5% Occupation Food and Beverage Tax on any prepared food items. I will also propose to offer the leagues that are playing the fields that day a 2% of gross sales as well. I believe this will encourage concession purchases, which will increase the amounts paid out to the City of Grand Island, and give some money back to the organizations that use the Veterans Athletic Field Complex.

Last time we submitted a proposal for this contract we had listed 4 things that we were willing to provide and do to better the complex.

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. It has lasted about 3 years with a lot of foot traffic.
3. We had the current HVAC unit removed, cleaned, and recharged twice in the last three years by TAB Refrigeration of Grand Island, as we proposed in 2013.
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.

In this proposal, The Snow will also be willing to provide and pay for needed upgrades to the current concession facility in the upcoming season. 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.

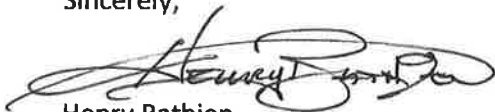
1. Purchase and install tamper proof hand soap dispensers in the restroom facilities at Veteran's Athletic Field Complex. This will be a huge addition to the complex as it currently has no hand soap dispensers. We will provide information to and get approval of style from Todd McCoy before purchasing.
2. We would propose to purchase and provide labor to finish the painting in the concession stand all the way up to the ceiling. This will provide a brighter working condition, a better cleaning surface, and a better looking appearance.
3. Apply another coat of epoxy floor paint to the concession stand to repair wear from last 3 years.
4. Purchase and install battery operated air fresheners from Aramark for the restroom facilities to keep them smelling fresh.
5. We will also be installing shelves on the wall in the concession stand for more storage and cleaner look.

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

I have read the requirements and guidelines and agree with them. We will check bathrooms numerous times a night 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	\$1.25
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	\$1.50	Skittles	\$1.25
Gatorade	\$2.00	Ring Pops	\$0.75
Red Yellow		Blow Pops	\$0.50
Orange Blue		Licorice Rope	\$1.25
White		Laffy Taffy	\$0.50
G2 Gatorade	\$2.00	Fruit Snacks	\$1.00
Red Grape		Cup of Ice	\$0.50

SHAVED ICE

SNOWBALL \$2.00

SNOW FLAVORS: Orange, Cherry, Blue Raspberry
Watermelon, Grape, Rootbeer, Lemon, Lime, Passion Fruit, Mango

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	\$2.00	w/Chilli	\$3.50
Slim Jim	\$1.25	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 2015-278

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 Complex; and

WHEREAS, on September 29, 2015, 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, October 13, 2015.

Jeremy L. Jensen, Mayor

Attest:

RaNae Edwards, City Clerk

Approved as to Form	☒ _____
October 9, 2015	☒ City Attorney