



# City Council Report

**Date:** July 5, 2016  
**To:** City Council  
**Through:** Alex Deshuk, Chief Innovation Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** One-Year Renewal of the Term Contract for Concession Services for the Mesa Arts Center **(District 4)**

## Purpose and Recommendation

Council is requested to approve the Renewal of the Term Contract for Concession Services for the Mesa Arts Center as recommended.

The Arts & Culture Department and Purchasing recommend authorizing the final, one-year renewal with Atlasta Catering Service, Inc., for the management of concessions at Mesa Arts Center. The vendor pays the City a commission percentage of the gross receipts for food, beverage and liquor sales for concession services; and for catering services.

## Background / Discussion

This contract provides for the provision of food and beverages (alcoholic and non-alcoholic) for concessions. The company has catering and concessions operations at the Mesa Arts Center, has dedicated onsite staff to manage the food and beverage operations, and maintains strong customer service, image and perception.

Through this contract, the City receives a commission on the percentage of the gross receipts for food, beverage and liquor sales for concession services; and for catering services. The vendor is willing to maintain the same commission structure for this renewal. The City has been satisfied with vendor's performance. This contract is in the City's best interest and it is advantageous to renew the contract.

Management approved the initial three-year term contract with renewal options on July 10, 2012, and the first, one-year renewal on July 8, 2015. This is the final, one-year renewal option.

## Alternatives

Council may choose not to authorize the purchase and new bids will be obtained.

## Fiscal Impact

The City provides the vendor the exclusive right to provide concession services and non-exclusive right for catering services. The vendor pays commission of all gross receipts for food, beverage and liquor sales (30% of gross receipts for food, beverage and liquor sales for concession services; and 8% for food and beverage (non-alcoholic) and 30% for liquor sales for catering services).

### **Coordinated With**

Arts & Culture Department – Mesa Arts Center and Purchasing

### **PURCHASING INFORMATION**

Action: Renewal

Procurement Type: Request for Proposals

Solicitation Number: 2012128

Initial Contract Term: Three Years

Renewal Term: Two, One-Year renewal options

Renewal Terms Remaining: None

### **RENEWAL RECOMMENDATION**

***Atlasta Catering Service, Inc.***  
**Phoenix, AZ**

Description
<p>City to provide vendor the exclusive right to provide concession services, and non-exclusive right for catering services. Vendor to pay the City the following commissions of all gross receipts for food, beverage and liquor sales.</p> <p><u>Concession Service</u> Food and Beverage (non-Alcoholic) <b>30% to the City</b> Liquor sales <b>30% to the City</b></p> <p><u>Catering Service</u> Food and Beverage (non-Alcoholic) <b>8% to the City</b> Liquor sales <b>30% to the City</b></p>