



City of Galveston

DEPARTMENT OF PARKS AND RECREATION

2222 28TH Street Galveston Texas 77550
409-797-3700

March 19, 2019

To: Brian Maxwell, City Manager
Hon. Mayor and City Council Members

From: Mario Rabago, Director of Parks and Recreation

RE: Consider for approval an amendment to the Parks Concession Operations agreement with Fermina Salinas to also include concession stand operations at the **West-Isle** baseball complex. Authorizing the City Manager to execute all necessary documents upon final approval by the City Attorney.

I. Background

- A. On December 17, 2018 the City solicited proposals (RFP#19-10) for Parks Concession Operations. The proposal included concession stands located at the Crockett Park, Lassie League and West-Isle baseball complexes.
- B. On January 23, 2019 the City received proposals for Parks Concession Operations at the Crockett Park and Lassie League baseball complexes. The City did not receive a proposal for the West-Isle baseball complex.
- C. RFP#19-10 states that the City has the option to offer locations that did not receive bids to a current or contracted vendor from another baseball complex location.
- D. On March 14, 2019 the City solicited bids for West-Isle concession stand operations from the contracted vendors at Crockett Park and Lassie League.
- E. On March 15, 2019 the Lassie League vendor officially denied the City's offer.
- F. On March 19, 2019 the Parks Concession Operator for Crockett Park, Fermina Salinas made an offer to pay the City \$1,000 annually for rights to operate the concession stand at the West-Isle baseball complex.

II. Current Situation

- A. Staff is recommending approval to amend the Parks Concession Operations agreement with Fermina Salinas.
- B. The amendment will state that Fermina Salinas is authorized to operate food and beverage concessions at the West-Isle baseball complex for a period of three (3) years with two (2) one (1) year options upon the approval of the City. Fermina Salinas will pay the City \$1,000 annually. Health permitting and other requirements will be consistent with the Crockett Park concession agreement.
- C. The use of revenue the City receives from vendors operating at the ballparks will be limited to maintenance, repairs and capital sustainability projects exclusively at the ballparks.





City of Galveston

DEPARTMENT OF PARKS AND RECREATION

2222 28TH Street Galveston Texas 77550
409-797-3700

III. Alternatives in order of priority

- A. Approval of amending the Parks Concession Operations agreement with Fermina Salinas to include authorization to operate the concession stand at the West-isle Baseball Complex.
- B. Do not approve the proposed amendment.

IV. Recommendation

Concur with alternative A and approve the proposed amendment authorizing Fermina Salinas to also operate the concession stand at the West-isle baseball complex.

V. Fiscal Impact Report

Requested by:

Mario Rabago Director of Parks and Recreation

Funding Source:

Vending Revenue to City

Total Cost

No Cost/Vending Revenue

Respectfully Submitted,

Mario Rabago Director of Parks and Recreation

Approved,

Brian Maxwell City Manager

