



Legislation Text

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File #: 22-1564, Version: 1

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**STRATEGIC PRIORITY:** Government Performance & Financial Management  
**AGENDA DATE:** August 10, 2022  
**COUNCIL DISTRICT(S):** 14  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Jack Ireland

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**SUBJECT**

Authorize Supplemental Agreement No. 1 to exercise the first of five one-year renewal options with Ed Campbell Concessions Company, for the operation of food and beverage concessions, catering, and miscellaneous services at the Majestic Theatre for the Office of Arts and Culture - Estimated Annual Revenue: General Fund \$300,000.00

**BACKGROUND**

This Supplemental Agreement provides for the operation of food and beverage concessions, catering, and miscellaneous services at the Majestic Theater. The Majestic Theatre is a historic theater operated by the Office of Arts and Culture as a multi-user performing arts center. The Majestic Theater will lease its space to various artistic, business, social, and community activities. Continuous efforts are made to expand the use of the building for a broad range of events.

This Supplemental Agreement includes a revenue share of 17.5 percent of gross food sales, less sales tax; 28.0 percent of gross non-alcoholic beverage sales, less sales tax; 28.0 percent of gross alcoholic beverage sales, less sales tax; 15.5 percent of gross catering sales, less sales tax; and 18.0 percent of all gross merchandise sales, less sales tax to the City.

During each of the renewal terms, the concessionaire is obligated to make an annual capital investment of \$5,000.00 during each renewal term year. All capital improvements and enhancements to the Facility shall become the property of the City upon installation.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On August 14, 2019, City Council authorized a three-year concession contract, with five one-year renewal options, for operation of food and beverage concessions, catering, and miscellaneous services at the Majestic Theatre with Ed Campbell Concessions Company by Resolution No. 19-1123.

**FISCAL INFORMATION**

Estimated Annual Revenue: General Fund \$300,000.00

**M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

<b>Contract Amount</b>	<b>Procurement Category</b>	<b>M/WBE Goal</b>	<b>M/WBE %</b>	<b>M/WBE \$</b>
\$300,000.00	Revenue	N/A	N/A	N/A
• The Business Inclusion and Development Policy does not apply to Revenue contracts.				
• Ed Campbell Concessions Company - Local; Workforce - 100.00% Local				

**OWNER**

**Ed Campbell Concessions Company**

Edward J. Campbell, President  
Eddie Campbell, Vice President  
George Fazakerly, Secretary