



CITY OF WILTON, IOWA CONCESSION OPERATIONS PROPOSAL

Proposals are now being accepted for individual(s) interested in obtaining the concession agreement for Cherrydale Park and/or City Park and/or West View Park.

Proposals must be received in the City Clerk's office by 3:00 pm on Friday, March 1, 2024.

Individual(s) submitting proposals should be aware of the following:

Proposals are for Cherrydale Park and/or City Park and/or West View Park.

The successful proposer could be awarded up to a five (5) year contract with the understanding as per item #9 of the concession agreement that the City reserves the right to terminate this agreement if the terms and conditions of the concession agreement are not performed.

Exclusive concession sales rights in Cherrydale Park, City Park and West View Park except as provided for in the agreement.

Must obtain all necessary licenses and permits.

May need to provide some concession equipment.

A minimum of \$1,000,000 general liability and \$2,000,000 aggregate insurance is required.

The financial arrangements will be based on gross sales net the sales tax or a flat fee paid to the City.

Must demonstrate a business plan that efficiently and effectively serves the public with minimal service lines.

Must have experience in concession operations or food service.

Expected to provide acceptable credit references.

For a proposal form and additional information contact: Wilton Parks and Recreation Department, 104 E. 4th St., Wilton, IA 52778 at (563) 732-3181.



CONCESSION OPERATIONS PROPOSAL

2024 Cherrydale Park and/or City Park and/or
West View Park
Concession Proposal Form

Name

Address

Telephone

_____ (h)

_____ (b)

Proposer Qualifications

A. Concession or food service experience: _____

B. Concession equipment that you will or could provide: _____

C. Can you obtain a minimum of \$1,000,000 general liability and \$2,000,000 aggregate insurance with the City named as additional insured: ____ Yes ____ No

D. Can you provide the following specialty equipment:

1. Concession trailer or unit? ____ Yes ____ No

2. Beverage/snack carts? ____ Yes ____ No

3. A grill? ____ Yes ____ No

4. Do you understand that grills, carts and trailers may be needed?
____ Yes ____ No

E. Are you interested in one, two or all three locations, please specify.

F. What percentage (%) of your gross sales net the sales tax or a flat dollar amount would you pay to the City:

Cherrydale Park _____ City Park _____ West View Park _____



G. Have you reviewed the sample contract: _____Yes _____No
(Please contact the Parks and Recreation Department to go over the contract.)

Are there any provisions that you feel you cannot comply with or that you have questions on? _____

H. Please list sample menu items, services, proposed prices, etc. (attach additional page as needed):

I. Can you provide additional staff for large or multiple events and tournaments? Please explain your business plan that will efficiently and effectively serve the public with minimal service lines.

J. Please list all partners and/or sub-contractors completely by name, business name, phone number and address.

K. What term or length of contract are you interested in? _____

L. Please provide three (3) business references that the City of Wilton may contact:

