

## MEMORANDUM

**To:** City of Seguin Mayor and Council  
Steve Parker, City Manager

**From:** Jack Jones, Director of Parks & Recreation

**Through:** Rick Cortes, Deputy City Manager

**Subject:** Resolution of the City Council of the City of Seguin, Texas approving a final extension of the existing Agreement for the Operation of the Concession Services with RRL Concessions and proposed menu changes at the Seguin Events Complex through December 31, 2023; and declaring an effective date.

**Date:** July 5, 2022

The City of Seguin currently contracts for concession services at the Seguin Events Complex with RRL Concessions, which is owned and operated by Robert Stange. Mr. Stange has been providing concession services for the City for more than 30 years. The agreement with RRL Concessions officially expired on September 30, 2020. Given the ramifications of COVID-19 that year and beyond, City Council has approved extensions of Mr. Stange's Agreement through September 30, 2022. Those extensions have included a fee waiver given that Mr. Stange had lost significant revenue that he was anticipating going back to when the pandemic started in March of 2020.

In discussions with Mr. Stange, he would like to continue providing concession services through the end of 2023. In addition, Mr. Stange has agreed that a fee waiver is no longer needed given that concession business is returning to normal. This proposed extension gives City staff the time needed to move away from the concessionaire model at the Seguin Events Complex and allow facility renters to provide their own concessions, including alcohol, under City guidelines starting in January of 2024. As such, it is reasonable to extend the existing Agreement one final time under the same terms, covenants, and conditions through December 31, 2023, along with approving the proposed menu. Please note that some menu prices have increased from the approved 2020 menu due to inflation. It would be difficult to competitively rebid the concessions given the current situation with rentals still being impacted due to the lingering effects of the pandemic. In addition, it's been difficult to find bidders interested in providing concession services at the Seguin Events Complex in the past, especially now since it is anticipated that the City will be moving away from the concessionaire model in January of 2024.

City staff recommends approval of a Resolution of the City Council of the City of Seguin, Texas approving a final extension of the existing Agreement for the Operation of the Concession Services with RRL Concessions and proposed menu changes at the Seguin Events Complex through December 31, 2023; and declaring an effective date.