

Bartlett Concessions

CITY COUNCIL-MAY 4, 2026

STAFF CONTACT: JEN BASHAM, DIRECTOR OF PARKS AND RECREATION

Existing Management

Concessions currently managed by BISA through May 2026

Transition provides opportunity to align operations with broader complex management



Third-Party Management Partnership

City proposes entering into an agreement with **Sports Facilities Food & Beverage Texas, LLC**

Services include:

- Procurement and sale of **food and non-alcoholic beverages**
- Event-based concession operations
- Management of concession stands at **Bartlett Park Sports Complex**
- Seasonal concession operations for the **City outdoor pool**



Leveraging Existing Operations

Sports Facilities Management will:

- Utilize the existing food & beverage management team at Chisenhall
- Provide operational oversight for Bartlett Park concessions
- Expand part-time and seasonal staffing
- Integrate purchasing, POS systems, and inventory management

Benefit: Operational consistency across City sports complexes.



Terms



Key Agreement Terms

Term: May 5, 2026-May 5, 2029

Exclusive concession services provider at the facility

Operator responsible for:

- Staffing
- Training
- Inventory management
- Accounting and sales reporting

City provides utilities and facility infrastructure

Revenue Model

Revenue Sharing Structure

City receives 50% of EBITDA from concession operations

Revenue tied directly to:

- Tournament activity
- League play
- Community events
- Outdoor Pool Season

Operator manages day-to-day operations and staffing



Concession Improvements

Estimated start up

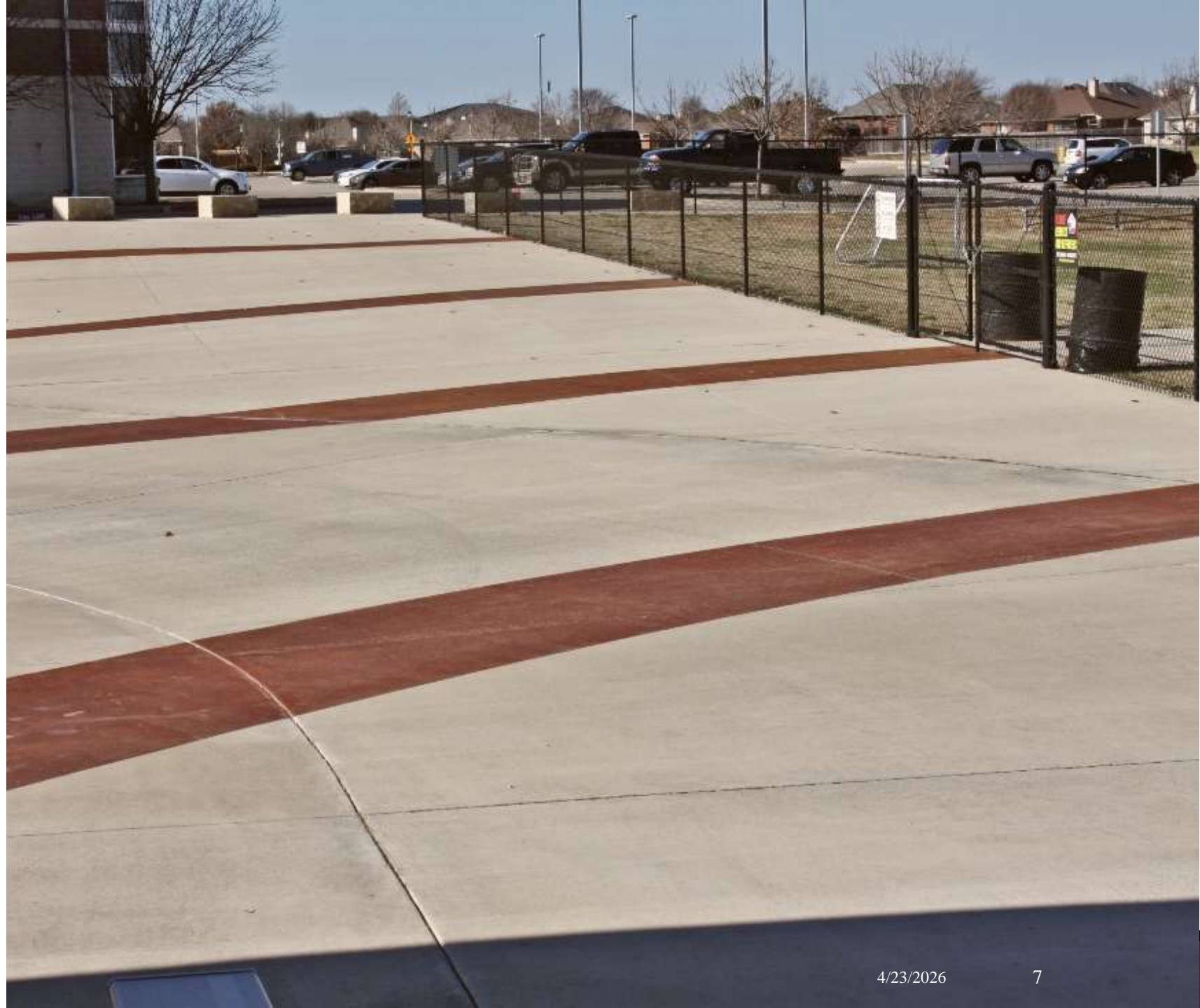
~\$92,610

Includes:

Remodeling concessions

Equipment upgrades

Integration with POS and
inventory systems



Recommended Action:

Approve as presented