



## **AGENDA ITEM ANALYSIS**

Project/Issue Name: 24-R-12 A Resolution of the City Council Authorizing the City Administrator to Enter into an Agreement with Performance Food Group, Inc. (d/b/a Performance Foodservice-Missouri) to Provide Professional Food Service Delivery for the Parks and Recreation Department's Concession Operations.

Submitted By: Garrett Cline, Recreation Superintendent (Athletics)

Date: March 19, 2024

### **Issue Statement**

A resolution authorizing an agreement with "Performance Foodservice Inc" for Professional Food-Service Delivery for the Republic Parks & Recreation Department's concession operations.

### **Discussion and/or Analysis**

The Republic Parks & Recreation Department has experienced steady growth in overall concession sales over the past several years as we continue to grow and evolve. In 2024, with The Rush – Republic Aquatic Park set to open in May, a conservative \$275,000 in overall concession sales has been budgeted across the parks system.

The current method of Parks & Recreation employees driving to Springfield to procure and deliver concession items for resale is no longer practical. In addition, the menu items the department currently offers are kept to a very basic level due to limited and unpredictable inventory.

"Performance Foodservice Inc" and Republic Parks & Recreation have agreed to the food-service delivery for Parks & Recreation concession operations. "Performance Foodservice Inc" will provide food-service delivery twice weekly, to the agreed upon prices.

"Performance Foodservice Inc" will create a Republic Parks & Recreation purchasing account, allowing us to order goods directly from the Springfield based warehouse. The products offered by "Performance Foodservice Inc" are similar in pricing with bulk retail grocers, but provides a significantly more expansive menu and more restaurant quality foods.

Included below, you will find 2023 actual expenditure of concession goods (excluding Coca Cola Beverages), as well as projected expenditures for 2024 (also excluding Coca Cola Beverages).



**2023 Actual Expenditures (Excluding Coca Cola Beverages)**

- \$29,776.34 – General Parks & Rec & Athletics
- \$31,014.67 – Aquatics
- \$60,791.01 Total

**2024 Projected Expenditures (Excluding Coca Cola Beverages)**

- \$65,000 - \$85,000 Total

The opportunity for Republic Parks & Recreation to order concession food-service through the delivery services of “Performance Foodservice Inc” provides premium concession items and will prevent staff from making many trips to bulk retail grocers. Additionally, the expenditures of concession items will not be a significant increase in pricing, while providing a significant increase in the quality of goods offered.

**Recommended Action**

Staff recommends approval.