
CITY OF KELOWNA

MEMORANDUM

Date: April 3, 2001
File No.: 2380-20

To: City Manager

From: Facilities and Stadiums Supervisor

Subject: **Concession Operations Lease at the Kinsmen Softball Quadplex.**

RECOMMENDATION

THAT City Council authorize the Director of Parks and Leisure Services to execute a negotiated agreement with the Kelowna Adult Softball Association (KASA) for the concession operation at the Kinsmen Softball Quadplex.

BACKGROUND

In a report to City Council on July 26, 1999, Council approved the eligibility criteria for concession operations as follows:

- Non-profit organizations
- Organizations that are regular users of the facilities
- Organizations that have a youth serving focus or provide a direct benefit back to youth programs.

In all the City's sportsfield or recreation facilities, the concession operations are managed by the major tenant following the criteria above. Major tenants are as follows:

- Elks Stadium - Kelowna Falcons
- Apple Bowl - User Group Consortium
- Lombardy - Kelowna Minor Baseball
- Edith Gay Park - Rutland Minor Baseball
- High Noon Park - Rutland Minor Fastball
- Kings Stadium - Major Men's Fastball Association

KASA is the major user of the Kinsmen Softball Quadplex, as it is comprised of the Central Okanagan Seniors Softball League, Kelowna ½ Century Slo-Pitch, Kelowna Major Men's Slo-Pitch, Kinsmen of Kelowna Softball League, Ogopogo 60's, Okanagan Ladies Slo-Pitch and the Okanagan Ladies Fastball Association. All of these groups and leagues are regular users of the complex for both league and tournament play.

Discussions have occurred with other regular users of the sportsfield with only Kelowna Minor Fastball expressing interest in the concession contract. However, they have indicated that with a new executive and focusing their efforts on increasing registration numbers, that taking on the concession at this time was not a 'good fit'. In viewing this as a partnership venture, KASA is prepared to commit 10% of the net profit to the Kelowna Minor Fastball Association in support of their operation and development. Taking this one step further, KASA will commit all remaining profit from the concession to the continued development of the Mission Softball Quadplex and/or the development of additional ball fields at the Mission District Park.

The only other interest expressed in the concession site is from Rutland Minor Fastball, however they are not regular users of the softball quadplex and currently manage the concession at the High Noon Park with funds supporting their operation including management of the High Noon Park.

Through initial discussions with KASA, the terms and conditions would be consistent with standard concession agreements with key points as follows:

- 5-year agreement term commencing April 1, 2001 to March 31, 2006
- Base rent of \$2,500 for the lease of the concession operation.
- All net profit from the concession operation to be directed as follows:
 - 10% to be donated to Kelowna Minor Fastball.
 - 90% will be directed toward the continued development of the Mission Softball Quadplex and Mission District Park.
- Annual financial statements are to be provided to the City within 30 days of the end of each season.
- Responsible for all routine maintenance and related costs of the cooking equipment and fixtures.
- To work in harmony and provide a schedule that best suits the needs of the park and its users through regular and special events.
- All conditions to be consistent with standard lease agreements as relates to concession operations.

Following this direction remains consistent with other sportsfield concession operations and also provides support to organizations that are not only regular users, but also have a vested interest in that facilities maintenance and ongoing development. The commitment from KASA towards improvement of softball sites has been demonstrated through partnerships at both the Mission site and East Kelowna Sportsfield.

Jim Gabriel
Facilities and Stadiums Supervisor

cc: Director of Parks and Leisure Services

Attach.