



Pima County Stadium District ■ 2500 E Ajo Way, Tucson, AZ 85713  
P. (520) 546-KINO ■ F. (520) 434-1159 ■ [www.kinosportscomplex.com](http://www.kinosportscomplex.com)

**To:** C.H. Huckelberry, County Administrator

**From:** Monica Banuelos, Contracts Specialist for Stadium District

**Date:** January 8, 2015

**RE:** Concessions Service Agreement 1507-C-V-V001-186  
for approval at Board of Supervisors meeting on January 20, 2015

The Stadium District is submitting this Concessions Service Agreement between Pinnacle Concessions LLC and Pima County Stadium District and respectfully requests board approval of this agreement at the above noted BOS meeting.

**Department:** Pima County Stadium District/Kino Sports Complex

**AMS ID:** 15\*085

**Term:** January 25, 2015 to January 25, 2016

**Agreement No.:** 15\*085

**Purpose:**

The purpose of this agreement is to secure the services of Pinnacle Concessions to perform the sale of alcohol and food/beverage concessions during scheduled events at Kino Sports Complex. When approved by the board, this vendor shall be permitted to perform said services under the Alcoholic Beverage License held by the Pima County Stadium District for a period of one year.

**Predicted Outcomes:**

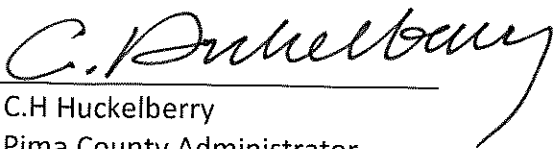
If approved, this vendor will represent one of three vendors that shall operate under the Stadium District Alcoholic Beverage License. The benefit of this partnership reduces operating overhead for the District yet continues to provide a revenue stream of approximately \$50,000 per vendor annually from concessions sales.

**Public Benefit:**

This partnership, which has been developed between Pima County Stadium District and local companies within Pima County, provides unique opportunities for small business owners. During fiscal year 2013-2014, \$800,000 of concessions business was conducted during scheduled events. The District's share was \$142,300.

**Metrics available to Measure Performance:**

A price menu is approved by the Stadium District prior to each event. Upon conclusion of the event, the vendor and Stadium District perform a full accounting of concessions sales. Vendor pays District a percentage of total sales upon conclusion of each event.

 1/8/15  
C.H. Huckelberry  
Pima County Administrator