



CITY COUNCIL MEMORANDUM

FROM: The Office of the City Manager **DATE:** April 11, 2022

SUBJECT: Award Bid No. 22-010 to Dippin Dots, LLC, and Mini Melts of America Inc., as secondary vendor, for a three-year agreement to provide beaded ice cream for resale at NRH₂O Family Water Park in the collective amount not to exceed \$85,000 annually.

PRESENTER: Frank Perez, NRH₂O General Manager

SUMMARY:

City Council is being asked to approve funding for a three-year agreement with Dippin Dots, LLC, and Mini Melts of America Inc., as secondary vendor, to provide beaded ice cream resale products for NRH₂O Family Water Park.

GENERAL DESCRIPTION:

Staff solicited requests for bids (RFP 22-010) for a beaded ice cream vendor for NRH₂O Family Water Park.

Dippin' Dots LLC, is the market leading vendor of beaded ice cream and has a long standing history of providing reliable service to NRH₂O.

Some of the highlights of the Dippin' Dots proposal are:

- Dippin' Dots will provide \$3,000 per year (\$9,000 total) in sponsorship in the form of product credit for NRH₂O. These funds may be allocated for special events or other purposes.
- Dippin' Dots will provide all equipment necessary to vend contracted products and they will provide all maintenance for vending equipment.
- Dippin' Dots will provide an 8x12 kiosk to be used inside the park to sell products.
- Dippin' Dots will supply "point of purchase" equipment to NRH₂O. Such items are "point of sale" signs, menu boards, clocks, umbrellas and Dippin' Dots promotional banners. The estimated value of this signage package is \$2,000.

Payments for utilization of this multi-year contract may be authorized annually during the budget process for the corresponding renewal terms provided funds have been budgeted for each remaining year of the contract, and the terms and conditions of the contract have not changed. Those payments will not require additional City Council approval.



Staff is recommending Mini Melts of America Inc., (Mini Melts) as a secondary vendor. Mini Melts will only be resold at off-site revenue generating opportunities and will also execute a three-year beaded ice cream agreement with NRH₂O Family Water Park.

While NRH₂O Family Water Park is owned and operated by the city, it is not funded by city property taxes. It is an enterprise fund that is supported by the revenues the park generates. Funding for this item was included as part of the FY22 Adopted Budget for the Aquatic Park Fund.

RECOMMENDATION:

Award Bid No. 22-010 to Dippin Dots, LLC, and Mini Melts of America Inc. as secondary vendor, for a three-year agreement to provide beaded ice cream for resale at NRH₂O Family Water Park in the collective amount not to exceed \$85,000 annually.