

Village of Orland Park
Recreation Department Concessions Revenues

Village Accruals	2008	2009	2010
John Humphry Complex	\$7,320.00	\$7,976.00	\$4,125.00
Centennial Park	\$7,905.00	\$5,614.00	\$3,355.00
Centennial Pool	\$12,090.00	\$14,861.00	\$15,455.00
**Total	\$27,315.00	\$28,451.00	\$22,935.00
**Based upon 11% Commission			
Big Jim's Estimated Earnings	\$249,000.00	\$258,500.00	\$209,000.00

Using the proposal amounts, the following examples are provided to illustrate the revenue that would have been generated by these vendors during those same years. **The figures represented below DO NOT include the Capital Investment proposed by Jay Vending.**

Vendor	Revenue Structure	2008	2009	2010
Aksten Corporation	11% Commission	\$27,390.00	\$28,435.00	\$22,990.00
Bennet Curtis House	6% + \$500/mth. May - Oct.	\$17,940.00	\$18,510.00	\$15,540.00
Big Jims (new owner)	\$22,000 or 15% + \$1500 June thru August	\$41,850.00	\$43,275.00	\$35,850.00
C & W Concessions	15% Commission + \$1600 OR \$14,000/yr.	\$38,950.00	\$40,375.00	\$32,950.00
Jashees	18% Commission	\$44,820.00	\$46,530.00	\$37,620.00
Jay Vending	\$25,000 + 15% for sales exceeding \$200k PLUS Capital Investment	\$32,350.00	\$33,775.00	\$26,350.00
My Concessions (previous concessionaire formerly known as Big Jim's)	11% Commission or 14% for sales exceeding \$300k	\$27,390.00	\$28,435.00	\$22,990.00
Old Town Pizza	12% Commission	\$29,880.00	\$31,020.00	\$25,080.00

Given that the concessionaire agreement is a goods and service contract, many factors go into choosing the most qualified vendor. Although Jay Vending's financial proposal is not the highest in revenue, staff believes that the high quality service and the expanded menu items will markedly increase sales in future years. In addition, the capital investment in the concessionaire facility is valued at approximately \$75,000 contributing to the notion that these improvements will increase revenues to both the concessionaire and the Village.

**Estimated Gross Revenues Earned by Big Jims	2008	2009	*2010
John Humphry Complex	\$67,000	\$72,500	\$37,500
Centennial Park	\$72,000	\$51,000	\$30,500
Centennial Pool	\$110,000	\$135,000	\$140,500
**Total	\$249,000	\$258,500	\$208,500
**Based upon 11% Commission Received from Big Jims			