

Ralph Walker Ice Rink
RFP Review: Terms Sheet

Number of respondents: 1

Number of complete responses: 1

Respondent Profile:

Wonderland of Ice has over 30 years of experience in the industry, manages both the Wonderland of Ice in Bridgeport (two sheets + curling) and the Norwich Ice Arena
Demonstrated knowledge of the industry and operations of ice rink
Comprehensive and thoughtful programming and scheduling plan
Thorough training Program

Terms:

Ice Operations: October 1 – April 30

Concessions: Year Round

Period: 5 years with 5 year renewal option

Rent/Revenue:

Ice Operations: 5,000 a month rent plus 10% of net revenue above 100K (original was 7,500 a month but advisory board was interested in the revenue share concept)

Concessions: 10% of revenue

Maintenance: Exhibit is the daily maintenance checklist

Hiring: Vendor has agreed to make every effort to hire locally and appreciates referrals from the community

- The vendor shall forward all job postings to:

The City of New Haven Recreation Division

The City of New Haven Chief Administrator's Office

The New Haven Board of Education Athletics

The New Haven Housing Authority

New Haven Works

Minimum Open Skate: Per ordinance

Prior Reviews:

City Staff: Parks/DPW, Youth, CAO

Ice Rink Advisory Board

Parks Commission – move to contract, Approved on 7/21/2021 – Aye: Belowsky, Walton, Babb

Absent: Santiago, Torres

Next:

BOA – review/approve contract

Plan to submit suspension for Aug 2nd meeting

Looking to have approved for Sep 20th meeting so we can start the season with the operator on October 1st.