



Annual Concessions Report 2023

Introduction

The Forest Preserve District of Cook County identifies Concessions Opportunities aimed at enhancing visitor engagement through access to recreational activities, amenities, and services. These opportunities also serve to generate non-tax revenue supporting the district's mission. In accordance with Title 6 - Business, License, and Permit Provisions, Chapter 2 – Concessions Permits and Contracts of the Forest Preserve District Code of Ordinances, this policy, alongside the Ordinance, outlines the criteria for awarding contracts or permits to concessionaires. The ordinance mandates an annual report submission to the Board of Commissioners detailing these permits and contracts.

This report provides an overview of all Concessions Permits and contracts granted by the district for 2023.

Definitions:

Applicant. Any person who seeks the issuance or renewal of a Concessions Permit or Contract under this Ordinance.

Classes / Tours Contract. A contract with the district, no greater than five (5) years in length, for the provision of classes or tours conducted on district property for groups of more than five people, that will not generate more than \$25,000 in revenue to the district on an annual basis, and that otherwise meet the requirements of the district's Concessions Policy and this Ordinance.

Concessions Contract. Includes Pilot Concessions Contracts, Small Concessions Contracts, Large Concessions Contracts, and/or Classes/Tours Contracts.

Concession(s) Opportunity. The display or offer for sale of any articles, food, or tangible things; the collection of fees, admissions, or cover charges for a service; or conducting or soliciting any business, trade, occupation, or profession on district Property subject to the terms of a Concessions Permit or Contract.

Concessions Permit. A non-transferable permit, for a Concession Opportunity, issued by the General Superintendent or their designee, that authorizes the named holder to undertake a Concession Opportunity at a specified location on district property through non-permanent apparatuses including but not limited to push carts and food trucks subject to specific terms and conditions.

Concessionaire. Any Person issued a Concessions Permit or Contract by the district.

Food Truck. A motorized vehicle such as a truck, van, or mobile home licensed and insured to be legally operated on public roadways which is also equipped for preparing and vending foods, or for vending approved items or services.

Large Concessions Contracts. A contract for any Concession Opportunity that generates more than \$25,000 in revenue to the district on an annual basis. Large Concessions Contract availabilities must be posted on the district's website, competitively bid, and approved by the Board, per 1-8-2

(Contracts and Purchases) of the Code and otherwise meet the requirements of this district's Concessions Policy, the Code, and this Ordinance.

Non-Motorized Mobile Vending: A Concessionaire or their employee that personally transports and carries concession items for sale by hand without a pushcart.

Pushcart(s). A wheeled cart that transports concession items subject to the requirements and regulations of a Concessions Permit or Contract, this Ordinance, and the district's Concessions Policy.

Pilot Concessions Contract. A contract for a Concession Opportunity that is no longer than two (2) years in length, which will generate no more than \$25,000 in revenue to the district on an annual basis and otherwise meets the requirements of the district's Concessions Policy and this Ordinance. All available Pilot Concessions Contract opportunities may be posted on the district's website as available.

Small Concessions Contracts. A contract for a Concession Opportunity which is no longer than three years in duration, generates no more than \$25,000 in revenue to the district on an annual basis and otherwise meets the requirements of the district's Concessions Policy and this Ordinance. A Small Concessions Contract must be selected via the district's Request for Qualifications ("RFQ") or Request for Proposals ("RFP") process in compliance with Section 1-8-2(N) of the Code.

Types of Concession Opportunities:

Type	Revenue To the District	Term	Competitive Bid	Publicly Posted	Board Approval
Concession Permits	Per 6-2-4	1 year or less	NO	YES	NO
Pilot Concession Contracts	\$25,000 or less	2 years or less	NO	NO	NO
Small Concession Contracts	\$25,000 or less	3 years or less	YES	YES	NO
Large Concession Contracts	Over \$25,000	Varies	YES	YES	YES
Classes/Tours Contracts	\$25,000 or less	5 years or less	NO	YES	NO

Classes/Tours

Non-Traditional/Innovative Outdoor Activity Vendors

<u>Vendor Name</u>	<u>Service Provided</u>	<u>Contract Expiration Year</u>	<u>Revenue Received</u>
Trailbound Trips (Multiple Locations)	Recreational Hiking	2023	\$60
Recreational Equipment Inc. (REI) (Multiple Locations)	Fitness & Recreational Classes	2024 (Option YR 2)	\$11,068
Northwest Passage (Skokie Lagoons)	Recreational Fitness	OPEN	\$355
Total Outdoor Activity Revenue			\$11,483

Concession Permits

<u>Vendor Name</u>	<u>Service Provided</u>	<u>Location(s)</u>	<u>FPCC Revenue Received</u>
*Alsome Honeywell	Organic Honey	Swallow Cliff	\$550
All Things Ice Cream	Ice Cream Truck	Dan Ryan	\$500
Anis Bsiso Ice Cream Truck	Ice Cream Truck	Schiller Woods	\$500
Avocado Theory	Healthy Food and Smoothies Truck	Swallow Cliff – Until June 2023 Tinley Woods	\$500
*I Love Grill and Lemonade	Food Truck	Schiller Woods, Busse Woods	\$800
Kona Ice	Shaved Ice Cart or Truck	Bunker Hill, Cummings Square	\$1,000
Loop Foods, LLC DBA Loop Juice DBA Pierogi Rig	Food Truck	Busse Woods	\$500
On The Fly Bike Repair	Bike Repair Services	Linne Woods	\$500
Rojo Verde Food Truck	Taco Truck	Dan Ryan Woods	\$500
Puebla Ice Cream	Ice Cream Truck	Dam 4 -East Woods	\$500

Scream Inc – Ice Cream	Ice Cream Truck	Bemis Woods, Carl Hansen Woods, National Woods, Swallow Cliff Woods, Thatcher Woods	\$2,500
Sunny Ice Cream	Ice Cream Truck	Busse Woods, Catherine Chevalier Woods, Labagh Woods, Miami Woods, Pulaski Woods	\$2,500
Total Concessions Permit Revenue			\$10,850

*Non-Cook County resident surcharge of 10%

Small/Large Concession Contracts

Current Recreation Concession Portfolio

<u>Vendor Name</u>	<u>Contract Type</u>	<u>Service Provided</u>	<u>Contract Expiration Year</u>	<u>Revenue Received</u>
Indigo Golf (Various Locations)	Large Contract	Golf Course Management	2024 (extended)	\$1,601,223
Oak Park Tennis Club (River Forest)	Large Contract	Tennis Court Management	2024	\$6,624
Chicago River Canoe and Kayak – Tampier Boat House (Orland Park)	Large Contract	Boat Rental	2026	\$16,902
Chicago River Canoe and Kayak – Busse Woods (Elk Grove Village)	Large Contract	Kayak and Canoe Rental	2026	\$32,080
Chicago River Canoe and Kayak – Skokie Lagoons (Winnetka)	Large Contract	Kayak and Canoe Rental	2026	\$30,496
*Chicago River Canoe and Kayak – Maple Lake (Willow Springs)	Large Contract	Kayak and Canoe Rental	2025	\$12,790

Aerial Adventure Course and Zipline (Western Springs)	Large Contract	Aerial Adventure Course and Zipline	2026	\$95,003
PepsiCo	Large	Vending Machine	2026	\$2,395
Juiced by Shic (Palos Park)	Small Contract	Food and Beverage	2027	\$4,321
Recreation Concessions Total Revenue				\$1,801,834

*Vendor's revenue impacted by infrastructure issue at the Maple Lake Boathouse- Location closed for the 2023 Season.

The Forest Preserve is expanding its concession portfolio to promote diversity by including minority-owned and women-owned business enterprises (MBE/WBE) in its procurement and contracting processes throughout Cook County for concession permits and requests for proposals.

Concession opportunities have been an integral part of the Forest Preserve District of Cook County (FPDCC) for over 36 years. In 2023, the program contributed approximately \$1,824,192 in concession Revenue to the FPDCC with two contracts (i.e., golf and ziplining) generating over 90 percent of the total concession benefits. There are currently five different types of contractual legal arrangements governing concessions within FPDCC, including Concessions Permits, Classes/Tours Contracts, Large & Small Contracts.

In 2023, the Forest Preserve successfully engaged with 151 business owners of mobile food carts/trucks, recreational fitness groups, and advisors at small business development centers to discuss various Concession Programs. This outreach included attending small business/diversity expos, delivering small business presentations, distributing informational flyers, engaging in face-to-face or virtual meetings, featuring articles in local newspapers, and conducting social media campaigns on platforms such as Facebook, Forest Way, and LinkedIn. This strategy helped build relationships with diverse business chambers, associations, and organizations to promote the Concessions Program within Cook County.

Additionally, the Forest Preserve created pre-application checklists and business planning tools in 2023 to assist applicants in quickly gathering necessary documentation and business certificates (e.g., State/City Business Licenses, Certificate of Insurance, Health Inspection) for concession permit applications and contracts.

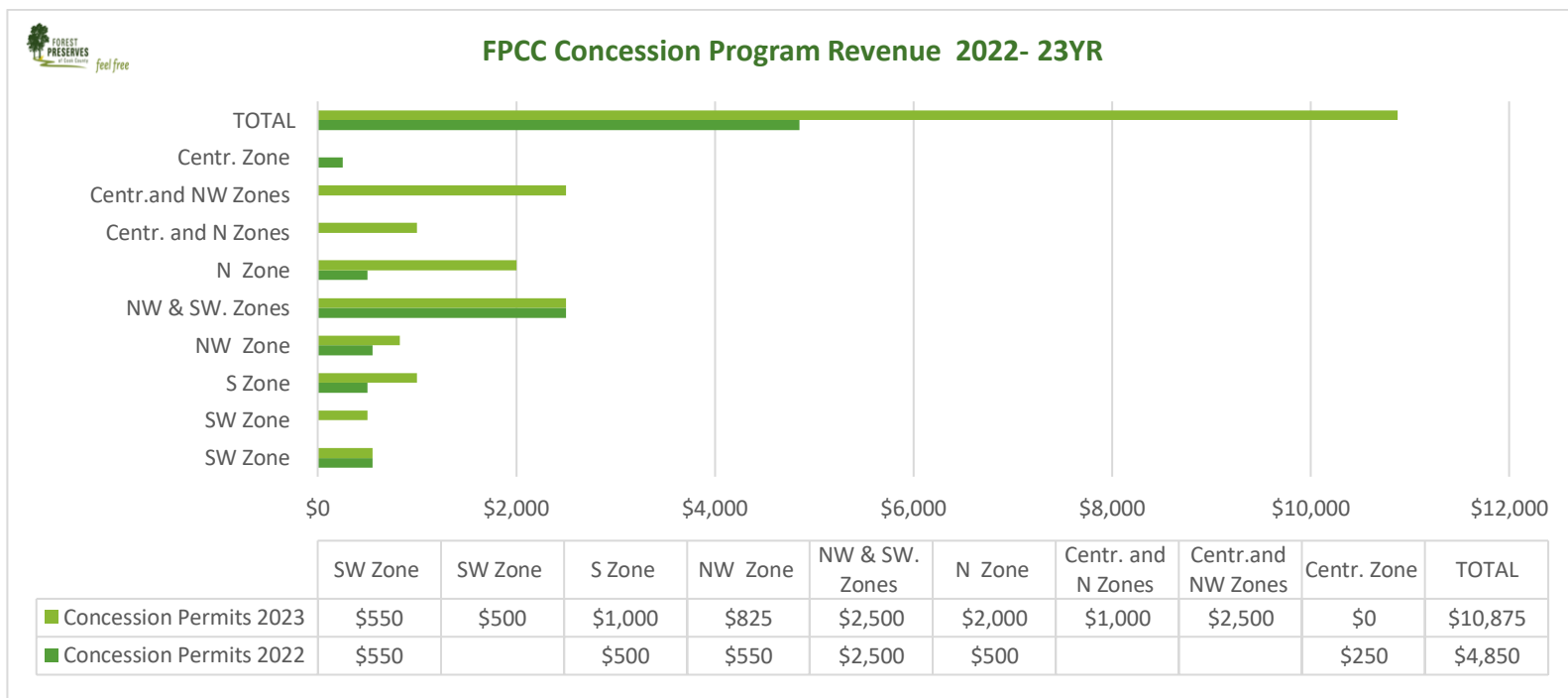
The Concessions Permit Opening Day for 2023 occurred on November 15, 2022, allowing more time to market the Concessions Permit Programs to the community, small businesses, and vendors. As a result, the Forest Preserve processed 36 concession permit applications and approved 23 concession permits, generating a net revenue of \$10,850 in 2023.

While the program attracted a variety of new food trucks concessionaires at various locations, it faces competition from neighboring cities, counties, and municipalities for attracting new food carts/trucks and non-traditional recreational vendors due to established food festival events.

To address this challenge, the Forest Preserve rescheduled the Opening Day for Concessions Permits 2024 to January 16th. This strategy allowed the Preserve to create newsworthy stories about the Concession Program through platforms such as Block Club Chicago, Facebook, LinkedIn, and Forest Way, develop concession permits materials and flyers, and offer webinars translated into diverse languages (English, Chinese, Polish, and Spanish) to associations, business chambers, organizations, and food/service vendors in 2024.

The Forest Preserve of Cook County has processed 47 concession permit applications, approved 33 annual and 2 one-day concession permits, and generated a total of \$15,625 in revenue to date.

CONCESSIONS PERMIT REVENUE COMPARSION FY 2022-23



This segment presents statistical comparisons of concession program activities throughout Fiscal Year 2022-23. The count of concession operations, as indicated below, encompasses contracts that ended or expired within the reporting period and represents solely the active contracts as of December 30, 2023. Nevertheless, the revenue figures encompass all concessions that were operational during the reporting period.

