

**VILLAGE OF DOWNERS GROVE**  
**REPORT FOR THE VILLAGE COUNCIL WORKSHOP**  
**JANUARY 22, 2008 AGENDA**

SUBJECT:	TYPE:	SUBMITTED BY:
Heritage Festival Amusement Ride Contract	✓ Resolution Ordinance Motion Discussion Only	Mary Scalzetti Director of Community Events

**SYNOPSIS**

A resolution has been prepared to authorize the execution of the 2008 Amusement Ride Vendor Agreement, with Astro Amusement Company, Inc., to operate the amusement midway at the 2008 Heritage Festival.

**STRATEGIC PLAN ALIGNMENT**

Downers Grove Vision 2022 identified the principles of an *Authentic Downtown and Hometown Feeling* with the supporting means of: *Vibrant Community Focal Point for Bringing Residents and Guests together; Destination for Eating and Entertainment Both Indoor and Outdoor and Strong Community Events Bringing Residents and Generations Together.*

**FISCAL IMPACT**

The FY08 General Fund budget provides \$451,750 in expenses with \$425,900 expected revenues. The proposed Amusement Ride vendor is projected to generate \$145,200 in revenue for the Village of Downers Grove.

**RECOMMENDATION**

Approval on the February 5, 2008 consent agenda.

**BACKGROUND**

Through a Request for Proposal process, two amusement companies submitted proposals: North American Midway Entertainment d/b/a Astro Amusements Co., Inc. and All Around Amusement Company. The Community Events Commission at its December 13, 2007 meeting recommended utilizing Astro Amusement Company as the 2008 Heritage Festival Amusement Ride Vendor.

Astro Amusement Company has provided quality service and has proven its capability to handle an event of Heritage Festival's magnitude. One reference was negative for All Around Amusement Company.

The terms of the contract include the following:

- The Village will receive \$600 per concession (game) at the event and \$1,000 per food concession, along with ride revenue receipts of 40 percent up to \$100,000; 43 percent up to \$150,000; 45 percent up to \$225,000; and 50 percent over \$225,000 of the gross receipts.
- Astro employees having contact with children will be placed through a fingerprint/ background check; the cost will be split between the Village and Astro. At the Village's discretion, Astro employees may only be checked through the National Sex Offender database.
- Astro will support Heritage Festival event by donating \$500 in sponsorship for ten portable toilets and 550 special tickets for sponsorship.
- Astro will provide the following: the Bear Show with seating area, the Misting Tents and the Pipe Organ, all of which add to the attractiveness of the midway area.

Prices for tickets in 2008 will be as follows:

- Pre-sale Sheet of Tickets (30) – \$23.00
- Thursday Night Pay-On-Price – \$17.00
- Friday Morning Kiddie Pay-One-Price – \$12.00
- Day-of Sheet of Tickets (22) – \$22.00
- Single Ticket – \$1.00

#### **ATTACHMENTS**

Resolution

2008 Astro amusement contract

2008 amusement ride comparisons

All Around Amusement reference check

<b>1. Astro Amusements</b>		<b>2. All Around Amusements</b>	
<b>Ride Revenue (Per RFP)</b>		<b>Ride Revenue</b>	
40% - \$25,000 - \$100,000		Changed specifications of RFP	
43% - 100,000 - \$150,000		50% from \$0-\$250,000	unknown
45% - \$150,000 - \$225,000		55% over \$250,000	
50% - \$225,000 and above			
Estimate revenue			
	\$140,000.00		
<b>Food Concessions Revenue</b>		<b>Food Concessions Revenue</b>	
2 @ \$1,000 each	\$2,000.00	2 @ \$1,000 each	\$2,000.00
<b>Games Revenue</b>		<b>Games Revenue</b>	not included in
\$600.00 per game		\$600.00 per game	RFP response
12 games	\$7,200.00		
14 games	\$8,400.00		
<b>Sponsorship</b>		<b>Sponsorship</b>	
portable toilets (10 @ \$50 ea)	\$500.00	Five \$1,000 scholarships to students	\$5,000.00
<b>Extras:</b>		<b>Extras:</b>	
Provided rides for HF since 1985		Misting tents, rest area w/ picnic tables	
Provided 550 sponsor rides specials		Donation of 500 ride tickets to sponsors	
One animated bear show w/seating area			
One bubble machine			
One Mist Rain Room			
One ATM Machine			
One lighted bench seating area within the Midway			

**RESOLUTION NO. \_\_\_\_\_**

**A RESOLUTION AUTHORIZING EXECUTION OF A CONTRACT BETWEEN  
ASTRO AMUSEMENT CO. AND THE VILLAGE OF DOWNERS GROVE**

BE IT RESOLVED by the Village Council of the Village of Downers Grove, DuPage County, Illinois,  
as follows:

1. That the form and substance of a certain Agreement (the "Agreement") between the Village of Downers Grove (the "Village") and Astro Amusement Co. ("Astro") for the operation of the 2008 Heritage Festival amusement rides, as set forth in the form of the Agreement submitted to this meeting with the recommendation of the Village Manager, is hereby approved.

2. That the Village Manager and Village Clerk are hereby respectively authorized and directed for and on behalf of the Village to execute, attest, seal and deliver the Agreement, substantially in the form approved in the foregoing paragraph of this Resolution, together with such changes as the Manager shall deem necessary.

3. That the proper officials, agents and employees of the Village are hereby authorized and directed to take such further action as they may deem necessary or appropriate to perform all obligations and commitments of the Village in accordance with the provisions of the Agreement.

4. That all resolutions or parts of resolutions in conflict with the provisions of this Resolution are hereby repealed.

5. That this Resolution shall be in full force and effect from and after its passage as provided by law.

\_\_\_\_\_  
Mayor

Passed:

Attest: \_\_\_\_\_  
Village Clerk

**ALL AROUND AMUSEMENTS  
REFERENCE CHECK**

**VILLAGE OF NORTHLAKE**

**Festival: Northlake Days**

**Ms. Liz Bibble, Exec. Assistant to Mayor**

**708-343-8700**

**Event: 3 days**

**Total Rides: 10**

**Gross Revenue: \$12,000**

**Comments: Would never hire again.**

**VILLAGE OF ROMEOVILLE**

**Festival: RomeoFest**

**Kelly - Romeoville Recreation Dept.**

**815-886-6222**

**Event: 5 days**

**Total Rides: 10-18**

**Gross Revenues: \$72,000**

**Comments: Have used them for the past 15 years**

**Last year the best year.**

**Asked ride workers to be in uniform & no smoking on duty.**

**One year game prizes in the ride area were pocket knives**