

**RESOLUTION AWARDING A THREE-YEAR EXTENSION TO THE CONTRACT  
WITH INNOVATION HOSPITALITY, LLC FOR FOOD AND BEVERAGE SERVICES  
AT BOWMAN GRAY STADIUM**

**WHEREAS**, in March 2018, the Mayor and City Council awarded a one-year contract to Innovation Hospitality, LLC to provide food and beverage services for the 2018 NASCAR racing and Winston-Salem State University football seasons at Bowman Gray Stadium; and

**WHEREAS**, the contract expires on December 31, 2018; and

**WHEREAS**, Innovation Hospitality, LLC provided reports in a timely manner, met MWBE contract requirements, and made a total of \$130,788 in payments to the City in 2018; and

**WHEREAS**, sales generated by MWBE vendors totaled \$81,758 or 14.5% of total sales; the goal was 10%; and

**WHEREAS**, based on Innovation Hospitality, LLC's performance during the year and the announcement that the City will retain ownership of the stadium, City staff recommended a three-year extension to their contract, from January 1, 2019 through December 31, 2021; and

**WHEREAS**, the Public Assembly Facilities Commission recommended approval of the extension at their November meeting.

**NOW, THEREFORE, BE IT RESOLVED** by the Mayor and City Council of the City of Winston-Salem that a three-year extension to the contract for food and beverage services at Bowman Gray Stadium be awarded to Innovation Hospitality, LLC for the period from January 1, 2019 through December 31, 2021, according to the following terms:

1. Thirty percent (30%) of post sales tax gross amount on food and beverage sales on the first \$400,000 and forty percent (40%) of post sales tax gross amount on food and beverage sales over \$400,001 at Bowman Gray Stadium to be paid to the City of Winston-Salem. The City would receive

fifty percent (50%) of any fees charged to third-party vendors by Innovation Hospitality, LLC.

2. Option of one three-year extension, if applicable, with satisfactory performance.

**BE IT FURTHER RESOLVED** that the City Manager and City Secretary are hereby authorized to execute the contract on behalf of the City with contract forms to be approved by the City Attorney.