

Minneapolis Convention Center

Request to Amend the Kelber
Catering Inc. Contract

Contract Background

- Current Contract term is 1/1/2002 to 12/31/2011
- The City has the option to extend the initial term of the contract by 5 years
- The length of the initial contract recognized a significant capital investment made by Kelber Catering Inc. to increase the kitchen size during the 2001 expansion of the Convention Center

Relationship and Performance

- Kelber Catering Inc. locally owned and operated company with a focus on the Convention Center
- Documented high quality of food and customer service
- True partner that works with our Sales Staff to gain and retain customers
- Flexible and able to provide unique experiences that are memorable to our customers

Enhancements to Contract

- A branded Coffee Shop
- Point of Sales system that accepts credit cards
- \$150,000 of yearly Capital expenses approved by MCC Management
- Realignment of revenue percentages
- 1% of revenue paid as a fee for Utilities usage
- Clear language regarding the vendor's commitment to recycling
- Clear language regarding the vendor's responsibility for event cleaning labor and set-up.

Reasons to Amend

- Our customers are thrilled with Kelber Catering Inc.
- Early access to new revenue enhancements
- Capital improvements in our Concessions Stands are needed.
- Improvements will help our competitiveness and fit into our overall building enhancement plan.