

1  
2  
3 (ITEM ) From the Director, Milwaukee County Zoo, requesting authorization to  
4 execute a Concession Agreement with Ropes Courses, Inc., doing business as Sky  
5 Trail Wisconsin, LLC, for the operation of a CTS Zip Line and Sky Trail Ropes course at  
6 the Milwaukee County Zoo for a period of three years, effective December 16, 2015,  
7 through December 18, 2018, with the option to renew for two additional years, by  
8 recommending adoption of the following:

9  
10 **A RESOLUTION**

11  
12 WHEREAS, Section 56.30 of the Milwaukee County Code of General Ordinances  
13 requires that all revenue share agreements for multiple years be reviewed by the  
14 appropriate standing committee and approved by the Milwaukee County Board of  
15 Supervisors; and

16  
17 WHEREAS, in searching for entrepreneurial opportunities to increase revenue,  
18 the Milwaukee County Zoo (the Zoo) solicited proposals for providing a zip line and  
19 ropes course at the Zoo; and

20  
21 WHEREAS, the chosen vendor, Ropes Courses, Inc., has been manufacturing,  
22 installing, and servicing adventure ropes courses and zip lines since 1989 and has  
23 developed courses that meet the customer's needs by addressing safety, high volumes  
24 of participants, scalability, easy training of operators, ability to theme, and changeability;  
25 and

26  
27 WHEREAS, Ropes Courses, Inc., has installed and operated a two-tower zip line  
28 structure with two lines at the Zoo since 2010, and the capacity is 60 participants per  
29 hour and will be in operation daily from Memorial Day through Labor Day and weekends  
30 in October as well as the balance of weekends in May and September; and

31  
32 WHEREAS, Ropes Courses, Inc., will pay the Zoo at least 20 percent of gross  
33 receipts for a period of three years (2016-2018) which is estimated at \$50,000 for the  
34 County's share of the revenues; and

35  
36 WHEREAS, the Committee on Finance, Personnel, and Audit, at its meeting of  
37 January 28, 2016, recommended adoption of the Director's request (vote 8-0); now,  
38 therefore,

39  
40 BE IT RESOLVED, the Director, Milwaukee County Zoo (the Zoo), is authorized  
41 to execute an agreement with Ropes Courses, Inc., for the operation of a CTS Zip Line  
42 and Sky Trail Ropes course on Zoo grounds for a three-year period (2016 through  
43 2018) with the option to renew the agreement for two more years (2019-2020), or end  
44 its relationship with Ropes Courses, Inc.

45  
46  
47 jmj

48 01/28/16  
49 S:\Committees\2016\Jan\FPA\Resolutions\16-52.docx