

City of San Antonio



AGENDA

City Council A Session

Municipal Plaza Building
114 W. Commerce Street
San Antonio, Texas 78205

Thursday, April 9, 2026

9:00 AM

Municipal Plaza Building

The City Council will hold its regular meeting in the Norma S. Rodriguez Council Chamber in the Municipal Plaza Building located at 114 W. Commerce Street beginning at the above referenced date and time for the following items. Once convened, the City Council will take up the following items in any order during the meeting but no sooner than the designated times.

9:00 AM: Call to Order

Members of the public can comment on items on the agenda. To sign up to speak visit www.saspeakup.com. Click on meetings and events and select the meeting you'd like to participate in. Sign up to speak or submit a written comment. **NOTE: Speaker registration closes 15 minutes before the start of the meeting.** Questions relating to these rules may be directed to the Office of the City Clerk at (210) 207-7253.

Individuals signing up for public comment may register for VIA bus fare or parking validation at www.saspeakup.com. VIA bus fare or parking at City Tower Garage (located at 100 Blk N. Main) will be provided to individuals who request the assistance. Staff will provide VIA bus fare passes and parking validation tickets in the lobby of City Council Chambers.

To view the Live meeting please view our [Live Stream](#)

During the meeting, the City Council may meet in executive session for consultation with the City Attorney's Office concerning attorney-client matters under Chapter 551 of the Texas Government Code.

ACCESS STATEMENT

The City of San Antonio ensures meaningful access to City meetings, programs and services by reasonably providing: translation and interpretation, materials in alternate formats, and other accommodations upon request. To request these services call (210) 207-7253 or Relay Texas 711 or by emailing the Office of the City Clerk at OCC@sanantonio.gov. Providing at least 72 hours' notice will help to ensure availability.

La Ciudad de San Antonio se compromete en ofrecer un acceso útil para reuniones, programas, y servicios de la ciudad, proporcionando de una manera razonable: servicios de traducción, interpretación, materiales en un formato modificado, y otras ayudas ó servicios auxiliares con pedido previo. Para solicitar estos servicios, llame ó envíe un correo a (210) 207-7253 ó OCC@sanantonio.gov, ó Relay Texas 711. Aviso de por lo menos 72 horas de anticipación ayuda a asegurar disponibilidad.

For additional information on any item on this agenda, please visit www.sanantonio.gov or call (210) 207-7080.

17. Ordinance amending the agreement with Rey Feo Consejo Educational Foundation for the Fiesta de los Reyes event at Market Square to establish hours for the event, ticketing during some event hours, setting an initial gate fee, and establishing a revenue share related to ticket revenue. Revenue collected by the City will be deposited into the Market Square Fund. [Shanon Miller, Chief Downtown Officer; John Jacks, Director, Center City Development and Operations]

THE CITY COUNCIL MAY RECESS FOR LUNCH AND RECONVENE TO CONSIDER ANY UNFINISHED COUNCIL BUSINESS

6:00 P.M. – If the Council has not yet adjourned, the presiding officer shall entertain a motion to continue the council meeting, postpone the remaining items to the next council meeting date, or recess and reconvene the meeting at a specified time on the following day.



City of San Antonio

Agenda Memorandum

File Number:

POSTING LANGUAGE: Ordinance amending the agreement with Rey Feo Consejo Educational Foundation for the Fiesta de los Reyes event at Market Square to establish hours for the event, ticketing during some event hours, setting an initial gate fee, and establishing a revenue share related to ticket revenue. Revenue collected by the City will be deposited into the Market Square Fund. [Shanon Miller, Chief Downtown Officer; John Jacks, Director, Center City Development and Operations]

Agenda Item Number: 17

Agenda Date: April 9, 2026

In Control: City Council A Session

DEPARTMENT: Center City Development & Operations

DEPARTMENT HEAD: John Jacks

COUNCIL DISTRICTS IMPACTED: Citywide

SUMMARY:

The Fiesta event at Market Square is the largest single Fiesta event, with more than 250,000 attendees over the 10-day event. On December 9, 2010, City Council awarded a contract to the Rey Feo Consejo Educational Foundation to conduct the ten-day event, known as Fiesta de los Reyes, for the years 2011-2015, with an option to extend for up to five years. The City Council later extended the agreement through Fiesta 2030.

Significant security enhancements were implemented for Fiesta de los Reyes 2025. These changes followed security incidents in prior years, along with the need to generally align the event security with changes to best practices related to crowd control and event safety for major events. Those enhancements included fencing the event perimeter, screening all attendees, addressing problematic stage locations, and reducing event hours, which previously extended until 1:00AM on multiple event days. These efforts by the City and the event organizer, the Rey Feo Consejo Educational Foundation (the “Consejos”), resulted in a safe and successful event. While the event was a success from a safety and security standpoint, the Consejos incurred a significant financial

loss during Fiesta 2025. CCDO staff have been working with the organization over the past year to develop these proposed contract amendments, with the goal of ensuring the event’s continued operation and success.

This amendment will establish the hours for the event, allow for a gate fee (or ticketing) during some event hours, set an initial gate fee, and establish a revenue share between the City and the Consejos related to ticket revenue. Any revenue collected by the City related to ticket revenue will be deposited into the Market Square Fund.

The event hours will be 10:00AM to 11:00PM daily, with the exception of the day when the night parade is held where event hours will extend until 12:00AM. A gate fee of \$5 for attendees over the age of 12 will apply during the times noted below. Any attendee that enters and remains in the event footprint before the gate fee applies may continue to attend the event without paying the gate fee.

Day	Event Hours	Start of Gate Fee
Friday, April 17 th	10:00AM – 11:00PM	6:00PM
Saturday, April 18 th – Sunday April 19 th	10:00AM – 11:00PM	1:00PM
Monday, April 20 th – Thursday, April 23 rd	10:00AM – 11:00PM	6:00PM
Friday, April 24 th	10:00AM – 11:00PM	1:00PM
Saturday, April 25 th	10:00AM – 12:00AM	1:00PM
Sunday, April 26 th	10:00AM – 11:00PM	1:00PM

Per the terms of the existing license agreement, the City is responsible for staffing security utilizing SAPD Officers while the Licensee is responsible for all event planning, set-up, and clean-up. The Licensee pays the City a minimum annual guarantee of \$135,000.00, plus fees for each beer and non-alcoholic beverage sold (\$0.75 and \$0.25, respectively). Last year, the Consejos were required to cover all costs related to fencing and screening of attendees using a qualified private security contractor, and these new costs contributed to their loss. To avoid a similar outcome in future years, a \$5 gate fee is proposed during some hours of the event.

Revenue from the gate fee beyond \$250,000 will be distributed between the Consejos and the City in the manner noted in the table below. The Consejos will be responsible for all costs related to implementing a ticketing system, staffing at entrances so that tickets can be sold and redeemed, and any additional security costs related to ticketing.

FY26-FY27	Consejos	City
> \$250,000	75%	25%

FY28-FY30	Consejos	City
\$250,000 - \$350,000	75%	25%
> \$350,000	50%	50%

The Center City Development and Operations Director will have the authority to approve future reasonable modifications to event hours, the gate fee, and the hours the gate fee will be applied.

FISCAL IMPACT:

The projected revenue from this item is expected to be \$37,500 in FY 2026. Revenue will be deposited into the Market Square Fund.

The Consejos project total ticket revenues of approximately \$400,000. They will retain the first \$250,000, with a significant percentage of that revenue being used to pay for the ticketing contractor and related security. The City will receive 25% of the revenue beyond \$250,000 in FY 2026. Based upon the projected total ticket revenues of \$400,000, the City would receive projected revenue of \$37,500 in FY2026.

**FIFTH AMENDMENT TO
LICENSE AGREEMENT
FIESTA EVENT AT MARKET SQUARE**

This Amendment No. 5 to the Fiesta Event and Market Square License Agreement (“Agreement”) is made and entered into by and between the **CITY OF SAN ANTONIO**, a Texas Municipal Corporation, acting herein through its City Manager pursuant to Ordinance No. _____ passed and approved on the _____ day of _____, 2026 (hereinafter referred to as “CITY”), and El Consejo Real de Reyes Feos Anteriores, DBA Rey Feo Consejo Educational Foundation, a Texas Non-Profit Corporation, (hereinafter referred to as “LICENSEE”), acting by and through its duly authorized officers, WITNESSETH.

AGREEMENT

NOW, THEREFORE, in consideration of the mutual covenants set forth herein, the Parties hereby agree to amend the Agreement as follows:

1. Section 6. Use of Premise 6.2, is amended to provide for implementation of a gate/ticket fee as follows:
 - a. Monday- Thursday and First Friday: \$5 per attendee after 6 p.m.
 - b. Saturday, Sunday, and the 2nd Friday: The \$5 gate fee will initiate at 1 p.m.
 - c. Ticket Packages:
 - i. Licensee may create multi-day ticket packages, family ticket packages, or establish similar lower cost ticketing options, as compared to that year’s established gate fee.
 - ii. Licensee will provide a list of all ticket packages to the CCDO Director or designee within five business days of the event start. Licensee will provide a report of all bundled tickets sold by type within 20 business days of the final day of the event.
 - d. All visitors that enter before the gate fee is active, will be able to remain within the event footprint.
 - e. The gate fee will not apply to children 12 years of age and under.

All costs of implementation to be the responsibility of the Consejos. The CCDO Director may administratively approve future reasonable adjustments to the gate fee and the hours it will apply.

2. Section 5. Consideration, is amended to provide for gate ticket revenue split as follows:
 - a. Year 1 and Year 2 (2026 and 2027): Consejos will retain the first \$250,000 in revenue from the ticket proceeds (not net revenue or profit after ticketing costs). Should ticket revenue exceed \$250,000, the revenue would be split 75% to the Consejos and 25% to the City.

- b. Future Years: Consejos will retain the first \$250,000 in revenue from the ticket proceeds (not net revenue or profit after ticketing costs).

Should ticket revenue exceed \$250,000, the revenue would be split:

- 75% to the Consejos and 25% to the City from \$250,000 – \$350,000.
 - 50% to the Consejos and 50% to the City for all ticket revenue exceeding \$350,000.
3. Section 3. Hours of Operation, is amended to establish the event hours as 10:00 a.m. to 11:00 p.m. on all event days, with an extension to Midnight the night of the Fiesta Flambeau Parade.
 4. Section 18.10 Rules and Regulations, is amended to allow for waiver of vendor permit fees for the duration of the contract term. This waiver applies to both Fire and Health permits.
 5. Section 5. Consideration, is amended to provide 30 parking spaces for the use of the security vendor working gate entry from 9 a.m.-1:00 a.m. through CCDO.
 6. Section 3. Hours of Operation and Street Closures, is amended to allow use of Milam Park for the event and the related closure of Commerce St. for the event duration. Commerce St. may be used for programming/activation as it was in 2025.
 7. Section. 19 Security, is amended to provide that the ticketing vendor and the concessionaire will provide an acceptable security plan and cash-handling policies, including effective third-party security to facilitate cash-runs. These policies must be reviewed and accepted by the City of San Antonio Police Department. The policy should ensure adequate coverage at all times. The cash handling third-party security cost is a responsibility of Consejos.
 8. All other terms and conditions of the Agreement shall remain in full force and effect.

THE REST OF THIS PAGE LEFT INTENTIONALLY BLANK

EXECUTED on the _____ day of _____, 2026.

CITY OF SAN ANTONIO

**EL CONSEJO REAL DE REYES FEOS
ANTERIORES, A Texas Non-profit
Corporation**

By: _____
Shanon Miller
Chief Downtown Officer

By: Thomas Aguillon
Thomas Aguillon
Board Regent

APPROVED AS TO FORM:

Krista Cover
Assistant City Attorney

EXHIBIT C.1

2021	2022	2023	2024	2025
Hours of Operation	Hours of Operation	Hours of Operation	Hours of Operation	Hours of Operation
Fri 4/16 – Fri 4/23- 10 am to 12 am	Fri 4/1 – Fri 4/8- 10 am to 12 am	Fri 4/21 – Fri 4/28- 10 am to 12 am	Fri 4/19 – Fri 4/26- 10 am to 12 am	Fri 4/25 – Fri 5/2- 10 am to 12 am
Saturday 4/17- 10 am to 1 am	Saturday 4/2- 10 am to 1 am	Saturday 4/22- 10 am to 1 am	Saturday 4/20- 10 am to 1 am	Saturday 4/26- 10 am to 1 am
Saturday 4/24- 10 am to 1 am	Saturday 4/9- 10 am to 1 am	Saturday 4/29- 10 am to 1 am	Saturday 4/27- 10 am to 1 am	Saturday 5/3- 10 am to 1 am
Sunday 4/25- 10 am to 12 am	Sunday 4/10- 10 am to 12 am	Sunday 4/30- 10 am to 12 am	Sunday 4/28- 10 am to 12 am	Sunday 5/4- 10 am to 12 am
Booth Set-Up	Booth Set-Up	Booth Set-Up	Booth Set-Up	Booth Set-Up
Mon 4/12 – Wed- 4/14 8 am to 5 pm	Mon 3/28 – Wed- 3/30 8 am to 5 pm	Mon 4/17 – Wed- 4/19 8 am to 5 pm	Mon 4/15 – Wed- 4/17 8 am to 5 pm	Mon 4/21 – Wed- 4/23 8 am to 5 pm
Booth Load in	Booth Load in	Booth Load in	Booth Load in	Booth Load in
Thursday 4/15- 8 am to 5 pm	Thursday 3/31- 8 am to 5 pm	Thursday 4/20- 8 am to 5 pm	Thursday 4/18- 8 am to 5 pm	Thursday 4/24- 8 am to 5 pm
Tear-Down	Tear-Down	Tear-Down	Tear-Down	Tear-Down
4/25 12am – 4/26- 5pm	4/10 12am – 4/11- 5pm	4/30 12am – 5/1- 5pm	4/28 12am – 4/29- 5pm	5/4 12am – 5/5 5pm
Mon 4/26 – Wed- 4/28 Power washing- midnight – 5 am each night	Mon 4/11 – Wed- 4/13 Power washing- midnight – 5 am each night	Mon 5/1 – Wed 5/3 Power washing- midnight – 5 am each night	Mon 4/29 – Wed 5/1 Power washing- midnight – 5 am each night	Mon 4/5 – Wed 5/7 Power washing- midnight – 5 am each night
NOTE: Stage nearest Sta. Rosa & Commerce shall end all music and/or performances no later than 11:00 pm every night, 2021-2025.				

**THIS IS A DRAFT AND WILL BE REPLACED BY THE FINAL, SIGNED
ORDINANCE OR RESOLUTION ADOPTED BY CITY COUNCIL**

AN ORDINANCE

**APPROVING THE FIFTH AMENDMENT TO THE
AGREEMENT WITH THE REY FEO CONSEJO
EDUCATIONAL FOUNDATION FOR THE FIESTA DE LOS
REYES EVENT AT MARKET SQUARE.**

WHEREAS, on December 9, 2010, City Council approved Ordinance 2010-12-09-1035 to award a contract to the Rey Feo Consejo Educational Foundation to conduct the ten-day Fiesta event at Market Square; and

WHEREAS, per the terms of the license agreement, the City is responsible for providing event security while the Licensee is responsible for all event planning, set-up, and clean-up; and

WHEREAS, City and Licensee have agreed for implementation of a gate/ticket fee as follows:

A gate fee of \$5 for attendees over the age of 12 will apply during the times noted below. Any attendee that enters and remains in the event footprint before the gate fee applies may continue to attend the event without paying the gate fee.

Day	Event Hours	Start of Gate Fee
Friday, April 17 th	10:00AM – 11:00PM	6:00PM
Saturday, April 18 th – Sunday April 19 th	10:00AM – 11:00PM	1:00PM
Monday, April 20 th – Thursday, April 23 rd	10:00AM – 11:00PM	6:00PM
Friday, April 24 th	10:00AM – 11:00PM	1:00PM
Saturday, April 25 th	10:00AM – 12:00AM	1:00PM
Sunday, April 26 th	10:00AM – 11:00PM	1:00PM

WHEREAS, City and Licensee have agreed to provide for gate ticket revenue split as follows:

FY26-FY27	Licensee	City
> \$250,000	75%	25%

FY28-FY30	Licensee	City
\$250,000 - \$350,000	75%	25%
> \$350,000	50%	50%

WHEREAS, City and Licensee agree to a waiver of vendor permit fees for the duration of the License Agreement to include Fire and Health permit fees; and

WHEREAS, City agrees to provide 30 parking spaces for the use of the security vendor working gate entry; and

WHEREAS, City will allow use of Milam Park for the event and the related closure of Commerce St. for the event duration. Commerce St. may be used for programming/activation; and

WHEREAS, City and Licensee agree that the ticketing vendor and the concessionaire will provide an acceptable security plan and cash-handling policies, including effective third-party security to facilitate cash-runs that must be approved by the City of San Antonio Police Department.

NOW THEREFORE:

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. The City Manager or designee, or the Director of the Center City Development & Operations Department or designee, is authorized to negotiate and execute this Fifth Amendment to the Fiesta de los Reyes License Agreement.

SECTION 2. Funds received for this ordinance will be deposited in Fund 29604001, Internal Order 219000000151 and General Ledger Account 4407700.

SECTION 3. The financial allocations in this Ordinance are subject to approval by the Chief Financial Officer, City of San Antonio. The Chief Financial Officer may, subject to concurrence by the City Manager or the City Manager's designee, correct allocations to specific Cost Centers, WBS Elements, Internal Orders, General Ledger Accounts, and Fund Numbers as necessary to carry out the purpose of this Ordinance.

SECTION 4. This Ordinance is effective immediately upon the receipt of eight affirmative

votes; otherwise, it is effective ten days after passage.

PASSED AND APPROVED this xx day of April, 2026.

MAYOR
Gina Ortiz Jones

ATTEST:

APPROVED AS TO FORM:

Debbie Racca-Sittre, City Clerk

Andrew Segovia, City Attorney

DRAFT