



Agenda Item: Update about the new Concessionaire Partners who launch in 2021 (Ann Hobing, 5 minutes)

Background: To undertake the promotion and management of competitive bidding of eligible concessions as approved in the 2021 business plan, the request for proposals (RFPs) for the 2021 season were opened in October 2020 and closed on November 9, 2020. Additionally, applications received during the 2020 operating year for 2021 operations were included for review.

The proposals were evaluated by a review group of five: Parks & Amenities Committee Chair, Parks & Amenities Committee Vice Chair, Chief Operations Officer, Parks General Manager and Guest Experience Manager.

After examination and evaluation of the proposals, with consideration given to the pre determined evaluation criteria, the review group suggested the three following concessionaire agreements be awarded:

- 1) A Shady Deal Umbrella Rental at Dellanera RV Park for a fee of \$10,850.00. The proposal includes brand new equipment to be acquired by a new small business entrepreneur who is familiar with the Park Board and beachfront operations working as an employee of a current concessionaire partner operating umbrella and chair rentals.
- 2) Shorecrest Sno Frozen Novelties in Area 7(25th-29th Streets) for a fee \$5850.00. The proposal includes brand new mobile carts to be acquired by a new small business entrepreneur who is familiar with the Park Board and beachfront operations having worked as a Beach Patrol lifeguard.
- 3) Banks Brothers Jet Ski Rental in Area 5 (19th-21st Streets) for a fee of \$3250.00. The proposal was submitted by a current small business owner and minority owned business; it includes 3 brand new jet skis for rental and one brand new jet ski for emergency recovery. Beach Patrol has confirmed the location as a designated multi-use area and will examine equipment and procedures for safety standards.

The Trustees approved awarding these three small businesses a concessionaire agreement pursuant to standard terms and review by counsel.

Staff Recommendation: N/A

Funding Source (if applicable): N/A