



Agenda Item: Overview of Current Concessionaire Partner Program

Background: The Park Board of Trustees contracts with local and regional small business owners, entrepreneurs and minority owned businesses to provide goods and services to island residents and more than 7 million annual tourists who visit Galveston Island.

We currently have 24 concessionaire partners offerings divided into 5 main categories: Recreation, Specialty Retail, Programs & Activities, Rentals and Food & Beverage.

Prospective partners submit applications and proposals throughout the year, but most are acquired through the annual open bid process. Partners who have satisfactory performance during the life of their contract may be eligible for a one-time renewal. Partners whose operations are not eligible for a renewal go to public bid each year; a process delineated in the Park Board By-laws.

In future years, we are considering expanding our concessionaire program in two ways:

- 1) exploring the feasibility of bringing in new types of good and services which can be delivered to our guests, including educational programs, amusement rides, mobile food units and specialty arts/products
- 2) exploring the feasibility of spreading some of our current offerings to more Beach Areas and Parks, which broadens the number of opportunities for both new and current partners

Oversight of the Concessionaire Partner program is lead by the Parks and Amenities Committee of the Park Board of Trustees, with staff support lead by the Guest Experience Manager.

Staff Recommendation: N/A

Funding Source (if applicable): N/A