



Agenda Item: Discuss and Consider Awarding Concessionaire Agreements to begin in the 2022 Season

Background: Per ByLaw Article XVIII and the financial policies for the concessionaire program, staff executed a Right of First Refusal process for any concessionaire partner with an agreement expiring in 2021.

Staff reviewed the files of each partner for consideration of eligibility to continue with a business agreement, and eligible concessionaire partners received a terms sheet indicating the fee schedule, approved financial policies and standards of operations.

The following businesses indicated a desire to continue concessionaire operations according to the terms below:

<u>Name</u>	<u>Expires</u>	<u>Annual Administrative Fee</u>	<u>Type of Operation</u>	<u>Park</u>
Artist Boat		Provisional	nonmotorized watercraft rental	East End Lagoon
Beach Bums	2024	\$3,000.00	umbrella and chair rental	Seawall Urban Park
Beach Service	2023	\$3,000.00	umbrella and chair rental	Seawall Urban Park
Beach Service	2023	\$3,000.00	motorized watercraft rental	Seawall Urban Park
Bennett's Beach Service (4 areas)	2023	\$8,000.00	umbrella and chair rental	Seawall Urban Park
Bennett's Beach Service (1 area)	2024	\$2,000.00	umbrella and chair rental	Seawall Urban Park
Celebrity Jet Ski	2024	\$2,000.00	motorized watercraft rental	Seawall Urban Park
Charlie's Beach Service (2 areas)	2024	\$8,000.00	umbrella and chair rental	Seawall Urban Park
Galveston Island Horse & Pony Rides	2022	\$10,000.00	experience/attraction	R.A. Apffel Beach Park
Good Vibes	2023	\$2,000.00	surf lessons	Seawall Urban Park
Island Ice	2024	\$10,000.00	frozen treats	Stewart Beach Park
John's Beach Service	2026	\$10,000.00	umbrella and chair rental	Stewart Beach Park
Kona Ice		Provisional	frozen treats	R.A. Apffel Beach Park
Safari Beach Service (2 areas)	2023	\$5,500.00	umbrella and chair rental	Seawall Urban Park
Sendejas Beach Service (2 areas)	2023	\$6,000.00	umbrella and chair rental	Seawall Urban Park
SUP Gulf Coast		Provisional	experience/attraction	Seawall Urban Park
Waterworks (2 areas)	2024	\$5,000.00	umbrella and chair rental	Seawall Urban Park

If Trustees approve to award agreements to these businesses, then staff will work with partners for timely submittal of payments and all required applicable documentation. Any partner who does not remit payment by the due date or does not submit required documentation within 30 days of award may be subject to a delay of operation or revocation of the offer of an agreement.

Staff Recommendation: Staff recommends the Board approve awarding concessionaire agreements to the businesses listed above to begin in the 2022 season.

Funding Source (if applicable):