



**Agenda Item:** Discuss and Consider Awarding Concessionaire Agreements to begin June 2022

**Background:** To capture new concessionaire business opportunities, the Park Board accepts proposals and applications from prospective partners.

A review team, made up of the Chief Operations Officer, General Manager of Parks, Chief Financial Officer, Chief Tourism Officer and Guest Experience Manager, reviewed the submittals and evaluated on the following criteria:

- Meets minimum qualifications and followed all submittal instructions
- Quality of business operations, including, but not limited to, inventory, equipment, employee training, maintenance plan, safety record
- Previous attractions, business, sales or operations experience
- Promotional or capital improvement incentives offered
- Ability to obtain startup capital, if needed
- Uniqueness of goods, products and/or services
- Consideration of eco-friendly practices and supplies
- Anticipated annual gross sales figures
- Any other factors in the proposals deemed relevant

The following businesses are recommended for agreements:

<b>Name</b>	<b>Annual Administrative Fee</b>	<b>Type of Operation</b>	<b>Park</b>
Sugar, Spice, Everything Ice	\$6,000.00	frozen treats	Seawall Urban Park
Southern Spears Surf Shop	\$2,000.00	Retail – beach gear	Seawall Urban Park
Southern Spears Surf Shop	\$2,000.00	Watercraft Rental	Seawall Urban Park

If Trustees approve to award these agreements, 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 as early as June 2022.

**Funding Source (if applicable):**