



Agenda Item: Presentation of Concessionaire Partner Program 2023 Request for Proposals

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 tourists who visit Galveston Island. There are currently 25 concessionaire partners with 49 active or pending agreements.

Oversight of the Concessionaire Partner program is lead by the Guest Experience Manager with staff support from the Parks Coordinator. The Parks and Amenities Committee provides program guidance and approves new types of concessionaire businesses.

In November 2021, the Board of Trustees approved several new financial and procedural policies for the concessionaire partner program, including a proposal process in lieu of a bid process.

To prepare for the 2023 Season, including the pending addition of more operators, the Board of Trustees approved a timeline to administer a Request for Proposals. The Request for Proposals opened on August 1 and was shared publicly via social media and the Park Board website. The Request for Proposals was sent directly to local and regional chambers of commerce including the Galveston Regional Chamber of Commerce, the Tri-County Regional Black Chamber of Commerce, the Hispanic Chamber of Commerce and the Greater Houston Disability Chamber of Commerce.

Proposals were due no later than August 31, 2022. No proposals were received.

The Guest Experience Manager is actively seeking an operator for The Islander Gift Shop at Stewart Beach as the priority for 2023 operations. Other non-existing concessionaire operations will continue to be sought.

Staff Recommendation:

Funding Source (if applicable): N/A