



Agenda Item: Discuss and Consider Approval to Award Concessionaire Agreements to begin in the 2023 Season

Background: Concessionaire agreements fully executed during the 2020 or 2021 seasons contain terms to permit concessionaires to apply for a one term renewal, subject to compliance with all conditions throughout the initial term and subject to approval by the Park Board.

Staff reviewed the files of each partner for consideration of eligibility to enter into another agreement, and eligible concessionaire partners received a terms sheet indicating the fee schedule, approved financial policies and standards of operations as applicable to their operation, previous terms and location.

The following businesses indicated a desire to continue concessionaire operations:

<u>Name</u>	<u>Expires</u>	<u>Annual Administrative Fee</u>	<u>Type of Operation</u>	<u>Park</u>
East Beach Cantina	2025	\$3,750.00	Beach Equipment Rental	R.A. Apffel Beach Park
East Beach Cantina	2025	\$8,735.00	Food & Beverage	R.A. Apffel Beach Park
East Beach Cantina	2025*	\$6,865.00	Retail	R.A. Apffel Beach Park
Shorecrest Sno – Area 7	2024	\$1,950.00	Frozen Treats	Seawall Urban Park
Shorecrest Sno – Area 8	2024	\$3,900.00	Frozen Treats	Seawall Urban Park
Allwise Entertainment – Area 12	2024	\$1,000.00	Frozen Treats	Seawall Urban Park
Kona Ice	2024	\$10,000.00	Frozen Treats	R.A. Apffel Beach Park
SUP Gulf Coast (provisional) – Area 7	2023	\$500.00	Yoga	Seawall Urban Park
A Shady Deal	2024	\$5,000.00	Beach Equipment Rental	Dellanera RV Park

*NOTE: The original term of East Beach Cantina retail was for two years. This agreement is recommended to extend to a three year term to align with the business’s other operations.

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 2023 season.

Funding Source (if applicable):