



MEMORANDUM

TO: Board of Commissioners
FROM: Robin I. Gomez, City Manager
DATE: September 30, 2024
RE: Saltwater Destination Beach Equipment Concession Agreement

Background

On October 22, 2019, the City of Madeira Beach executed a Beach Equipment Concession Agreement with Saltwater Destinations, LLC, (Saltwater) to provide beach chairs and umbrella rentals to visitors at Archibald Park for a period of five (5) years, with one additional five (5) year renewal. Saltwater has requested to extend the agreement with no changes for the additional five year period that will end on October 2029.

Discussion

The City and Saltwater have agreed to the enclosed five (5) year extension beginning October 22, 2024, and ending on October 21, 2029. The agreement provides for an annual \$12,000.00, payment for the use of the Archibald Park identified area to provide the equipment rentals, the same payment as in the first five years. All other agreement obligations will remain in place for the five (5) year extension.

The City has reached out to the National Parks Service for approval (upon BOC approval) of the 2nd Amendment to the Concessionaire Agreement.

Fiscal Impact

Continue annual recurring revenue of \$12,000.00.

Recommendation

Staff recommends approval of the 2nd amendment to the original Concession Agreement with Saltwater Destination, LLC,. for the equipment concession services at Archibald Park.