



MEMORANDUM

TO: Board of Commissioners
FROM: Robin I. Gomez, City Manager
DATE: June 26, 2024
RE: Snack Shack Concession Agreement

Background

On July 23, 2019, the City of Madeira Beach executed a Concession Agreement with United Park Services, Inc. (United) for food, beverage, and sundry services for sale to the public visitors at Archibald Park for a period of two (2) years, with two (2) additional two (2) year renewals. On Oct 11, 2021, the City approved a three (3) year agreement (additional year due to the 2020 COVID period), expiring on July 31, 2024.

Discussion

The City and United Park Services have agreed to the enclosed two (2) year extension beginning August 1, 2024, and ending on July 31, 2026. The monthly rental payment will be increased by 5% in each year, increasing from \$6,556.36.00 per month to:

- i. \$6,884.18 for August 1, 2024 through July 31, 2025
- ii. \$7,228.39 for August 1, 2025 through July 31, 2026

All other financial and agreement obligations will remain in place for the two (2) 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

Additional annual revenue over the current 2024 revenue will be \$3,933.84 in the first year and \$4,130.52 in year 2.

Recommendation

Staff recommends approval of the 2nd amendment to the original Concession Agreement with United Park Services, Inc. for the concession services at Archibald Park.