



Telescope Concession Agreement



**CITY COUNCIL PARKS, SEATTLE CENTER,
LIBRARIES AND WATERFRONT COMMITTEE**

THURSDAY JUNE 16, 2016

Telescope Concession Agreement



Background

- Parks and Recreation (SPR) has been providing coin-operated telescopes for over 30 years. Telescopes provide park patrons with incredible views of our city.



- The concession agreement for telescopes expired in December 2015.
- SPR issued a publicly advertised Request for Proposals (RFP) process in late 2015.
- Point of View Telescopes (the current provider) was selected as the successful respondent to the RFP.

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Benefits of Concession Agreement with Point of View:

- Telescopes provide an amenity for park patrons to enjoy views of the city from telescopes placed at parks with beautiful vantage points.
- While total revenues are nominal to SPR, telescopes are a low-cost, effective way to activate a park.
- Point of View Telescopes has 40-plus years of experience, a high standard for customer service, and high-quality, reliable equipment.





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Key Terms of the Telescope Agreement

- **Term**: 5 years with an option for 2 additional 5-year terms at the mutual consent of the parties.
- **Revenue to SPR**: Estimated at \$2,300 per year.
- **Maintenance**: Concessionaire is responsible for all installation and maintenance of telescopes. The telescopes are battery operated and do not require SPR support for utilities.

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APPROVED PARK SITES FOR TELESCOPES (no new locations; all sites already have telescopes)

- Admiral Viewpoint
- Alki Beach
- Green Lake Park
- Hamilton Park
- Harbor Avenue SW
- Kerry Park
- Pier 61/62
- Seattle Aquarium
- Waterfront Park

