

Golden Gardens Bathhouse Food Concession

THE KITE CAFE LLC

Long-Term Concessions Agreement

August 13, 2025

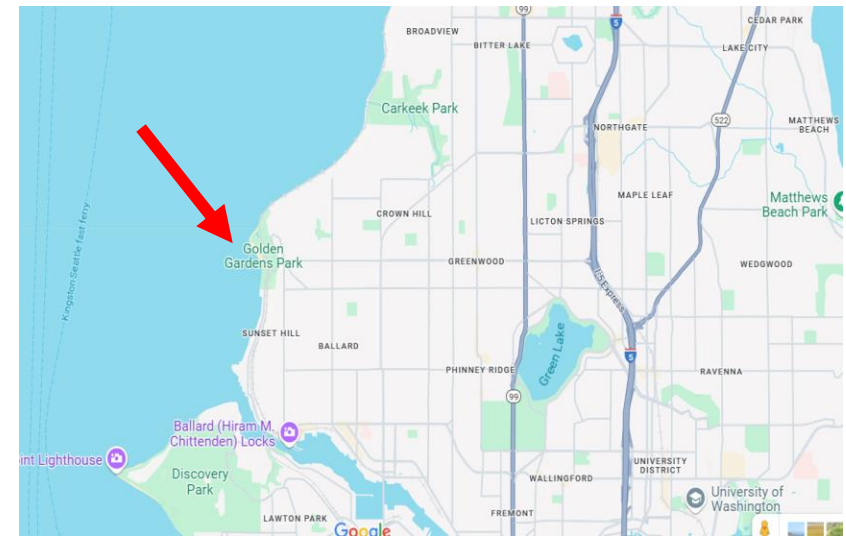


Briefing Overview

Purpose: Consideration of an ordinance authorizing the Superintendent of Parks and Recreation to execute a concession agreement granting The Kite Cafe LLC the right to exclusive use and occupancy of the Golden Gardens Bathhouse Concession Premises for the purpose of providing food and concessions for park patrons at Golden Gardens Park.

Agenda:

- Background Information
- Timeline
- Key Terms
- Questions / Discussion



Golden Gardens Bathhouse: Long-Term Agreement Goals

- Activate and maintain the historic bathhouse building
- Enhance the Golden Gardens visitor experience
- Provide park visitors with affordable, healthy snack options
- Enable a small, seasonal business to succeed as a valued part of its community
- Provide “eyes on the park” to enhance a safe and welcoming feeling in the park



Golden Gardens Concession: Timeline



Fall 2023: RFP Process

- Four proposals received were reviewed / scored by 3 SPR staff and 3 community members

January 2024: RFP Awarded

- Kite Cafe selected

Spring 2024: Kite Cafe opens under 1 year agreement

- Negotiations underway for longer term agreement
- Tenant improvements including new paint and electrical upgrades
- Net Revenue to SPR in 2024: \$38,300

Summer 2025: Council considers longer term agreement

- Key terms on next slide

Proposed Agreement: Key Terms

Key Term	Description
Premises	Cafe area (500 SF)
Vehicles	Ice cream truck must remain on premises and under awning
Initial Term / Extension	5 years / One 5-year extension with mutual agreement
Annual Concession Fee	\$16,300 (inflated by no more than 4%) + utility costs
Total Concession Fee	Initial Term: \$81,500 + CPI (5-year extension same)
Additional Percentage Fee	1% fee applies to gross receipts above \$1 million/year (level not yet reached)



Owners, Matt Kelly and Tony Meyer



Young Matt playing at Golden Gardens



Young Tony at the Golden Gardens concession food truck

Questions?

