



Green Lake Boat and Food Service Concession Agreement



**CITY COUNCIL PARKS, SEATTLE CENTER,
LIBRARIES AND GENDER EQUITY
COMMITTEE**

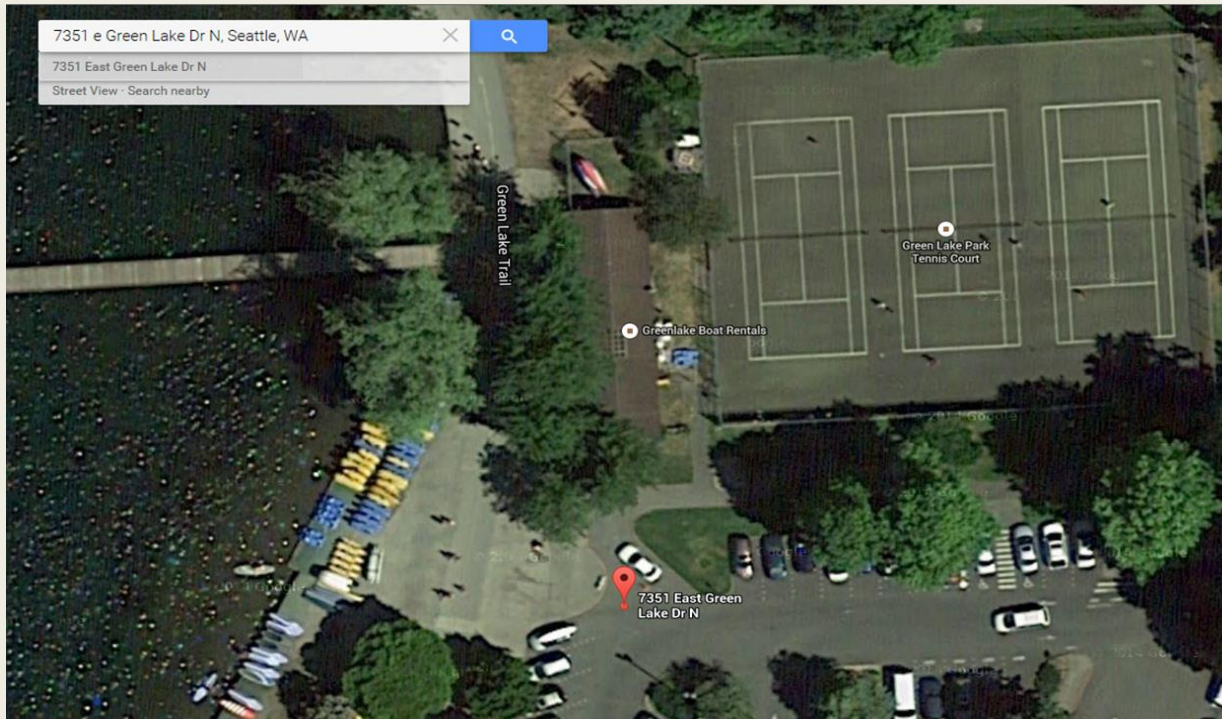
TUESDAY, AUGUST 18, 2015



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An ordinance authorizing Parks and Recreation to enter into a concession agreement with Fifth Ave. Sports, (Green Lake Boathouse) for the operation of a boat rental, food concession and retail concession at Green Lake Park.





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Background:

- Parks and Recreation has been providing boat rentals and food service to the public at Green Lake Park for over 30 years.
- The last concession agreement for food service and boat rentals expired in December 2014.
- Parks and Recreation issued a publicly advertised Request for Proposals (RFP) process and completed this process in late 2014.
- Fifth Avenue Sports, LLC d/b/a Green Lake Boathouse was the successful proposer and best met the requirements set forth in the RFP.



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Key Terms and conditions of Concession Agreement:

- **Term:** 5 years with an option for 2 additional 5- year terms at the mutual consent of the parties.
- **Financial Payment:** Concessionaire pays 12% of net gross sales or a minimum base rent of \$45,000, whichever is greater.
- **Tenant and on-site improvements:** Concessionaire will make annual improvements valued at \$7,500, or 2% of gross sales, whichever is greater.
- **Insurance:** Concessionaire provides Commercial General Liability Insurance of \$2 million per occurrence naming the City of Seattle additionally insured.
- **Maintenance:** Concessionaire maintains interior of building, all boat rental equipment, and fenced portion behind the building.



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Value of Concession Agreement with Green Lake Boathouse:

- Access to popular water recreation facility at reasonable cost to public.
- A Concessionaire with 40 plus years experience, excellent safety record, high standard customer service, and quality and reliable equipment for park patrons.
- Successful track record of community engagement and support for volunteer projects at the park.
- Positive cost recovery ratio: 2014 costs to Parks and Recreation to support the facility about \$10,000. 2014 revenues to Parks are \$69,677.