

Sail Sand Point Concession Agreement

City Council Public Assets and Homelessness Committee

July 7, 2023

Seattle Parks and Recreation



City of Seattle

Seattle Parks and Recreation and Sail Sand Point propose establishing a new Concession Agreement



Sail Sand Point

- Operating in north shore area of Magnuson Park since the late 1990s
- Sail Sand Point's mission is to "bring joy and life-enhancing benefits of sailing and small boats to people of all ages, abilities, and backgrounds."



Sail Sand Point

- SPR and Sail Sand Point (SSP): 25-year relationship at Magnuson Park
- Current agreement final holdover from the Building 11 LLC
- SSP will serve more than 15,000 people through 2023 programs
- Partnerships: Mercy Housing NW, Solid Ground, Seattle Children's Hospital, Washington Autism Alliance, Children's Home Society, Outdoors for All, Boys and Girls Clubs, YWCA and YMCA
- Over \$300,000 in public benefit value since 2018



Current Lease Agreement

- Executed between Building 11 LLC and SSP
- Agreement inherited by SPR in 2013
- Extends out to 2059
- Does not provide tenant improvement opportunities
- Does not reflect SSP's full operational footprint
- Contains outdated public benefit language



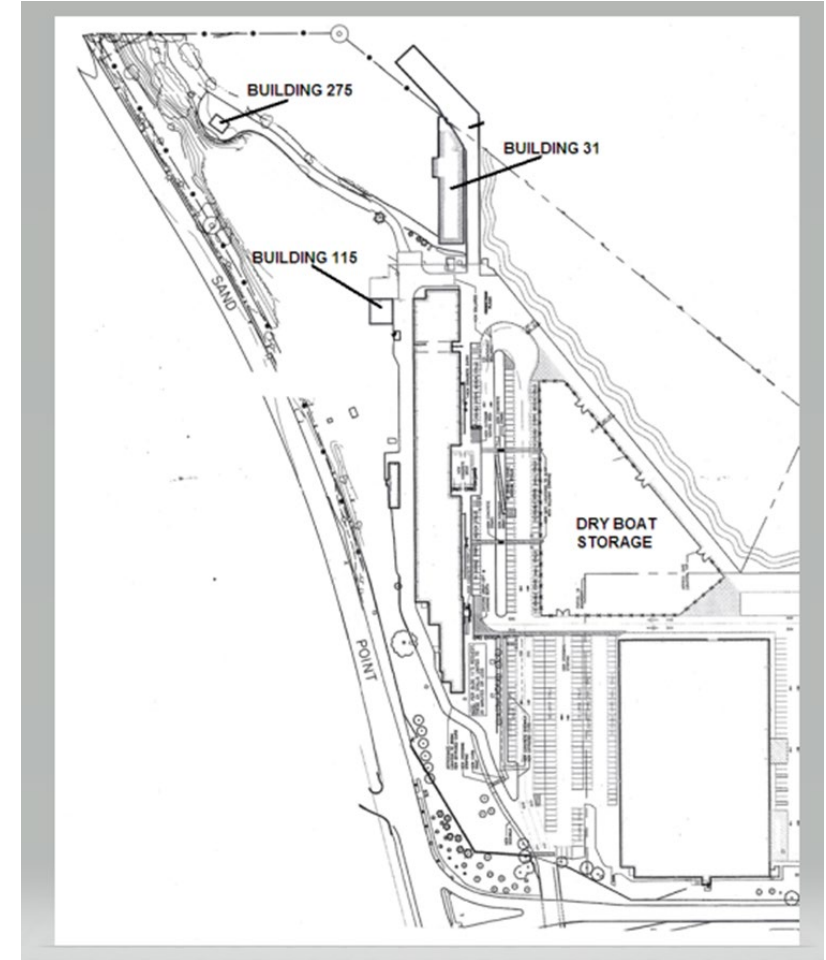
New Concession Agreement Summary

Initial Term	15 years
Initial Term Value	\$810,181 (after offsets)
Mutual Extension Options	1 st Option: 10 years 2 nd Option: 5 years
Tenant Improvement Allowance	50%
Additional Requirements	Annual public benefit reporting Annual fundraising reports Building 11 restroom maintenance



Proposed Updated Premises

- New agreement reflects all areas used by Sail Sand Point
- Redevelopment and activation opportunities



Public Benefits

- Annual reporting plan
- Agreement outlines an example menu of options
- Many public benefits geared toward Sand Point residents
- Future Swim Seattle partner

Examples of Public Benefit

Free public bathroom access

Access to free lifejackets and wetsuits

Program scholarships (Up to 100%)

Boat Storage Discounts (Up to 50%)

Group Discounts (Up to 100%)

Free and discounted open boating passes



Opportunities

Building Redevelopment

- Building 31 boathouse
- Building 11 Room 160
- Building 115



Building 31



Building 115

Opportunities



Strengthening the Relationship

- Public benefit exhibit
- Outdoor dry boat storage: 10% annual revenue to SPR
- Building 11 restroom management

Questions?



Joe Ferguson