

CITY COUNCIL AGENDA TOPIC

Resolution authorizing execution of a two-year General Services Contract, with the option to renew for an additional three-year term, and execution of the concurrent lease agreements with Best Kayak Rentals, LLC to operate a paddle sport rental program out of the Meydenbauer Bay Park Whaling Building located at 2 – 99th Avenue NE, and Enatai Beach Boathouse located at 3519 108th Avenue SE.

Michael Shiosaki, Director, 452-5377

Brad Bennett, Parks & Community Services Manager, 452-2813

Patrick Simmons, Aquatics Manager, 452-4102

Parks & Community Services

EXECUTIVE SUMMARY**ACTION**

This Resolution authorizes execution of a General Services Contract and lease agreements with Best Kayak Rentals, LLC to operate a paddle sport rental program out of the Meydenbauer Bay Park Whaling Building and Enatai Beach Boathouse.

RECOMMENDATION

Move to adopt Resolution No. 10507

BACKGROUND/ANALYSIS

Since 2019, Recreational Equipment Incorporated (REI) has offered canoe, kayak and stand-up paddleboard rentals, lessons, and tours at the Meydenbauer Bay Park Whaling Building and Enatai Beach Boathouse. In January 2025, REI notified the City of its intent to cease operations of these services. REI was in the final year of a two-year contract which also has the option of a three-year extension.

The selection of Best Kayak Rentals LLC is consistent with City contracting policy. A request for proposals (RFP) was issued in March 2025 for the purpose of soliciting competitive proposals to operate a paddle sport program out of the Meydenbauer Bay Park Whaling Building and Enatai Beach Boathouse. Two qualified proposals were received. A team reviewed and scored both proposals based on criteria outlined in the RFP. Best Kayak Rentals, LLC was selected as the preferred vendor.

This General Services Contract will allow Best Kayak Rentals, LLC to operate a paddle sport program that may include rentals, tours, lessons and other paddle sport activities. The lease agreements are necessary to provide Best Kayak Rentals, LLC access to and use of a portion of the Meydenbauer Bay Park Whaling Building and Enatai Beach Park Boathouse to operate the paddle sport rental program.

The City anticipates multiple construction projects at Enatai Beach within the first three years of this agreement. The projects will have impacts on operations and public safety, and may necessitate the closure of Enatai Beach Park for a season. Best Kayak Rentals, LLC's ability to provide a paddle sport rental program at Enatai Beach Park will be limited until completion of these projects.

POLICY & FISCAL IMPACTS

Policy Impact

Comprehensive Plan: Parks, Recreation & Open Space Element

PA-25. Promote partnerships with public and private service providers to meet cultural, recreational, and social needs of the community.

PA-20. Offer programs that utilize the unique resources and variety of indoor and outdoor facilities within the park system

BCC 4.30.020 requires that leases of real property for more than two years require council approval.

Fiscal Impact

Approval of this action will result in Best Kayak Rentals, LLC paying the City between 8-12 percent of the gross sales collected for paddle sport rental programs and concessions as illustrated by the table below.

Gross Sales Amount	Percentage	Expected Annual Gross Sales	Expected Annual Revenue
Up to \$125,000	12%	\$125,000	\$15,000
From \$125,001 to \$175,000	10%	\$50,000	\$5,000
Over \$175,000	8%	\$125,000+	\$10,000
Total		\$300,000	\$30,000

Based on historic data from REI's paddle sport program at Meydenbauer Bay Park the City estimates total gross annual sales will be \$300,000, generating \$30,000 in revenue for the City. The City anticipates that revenue will increase when construction at Enatai Beach Park is completed and Best Kayak Rentals, LLC is able to expand programming.

Approving this action will also result in the City leasing the Meydenbauer Bay Park Whaling Building and Enatai Beach Boathouse through December 31, 2026, with the option to renew for an additional three-year term through December 31, 2029. Best Kayak Rentals, LLC will remit \$500 per month in rent to the City, plus Leasehold Excise Taxes, for boat and equipment storage.

OPTIONS

1. Adopt the Resolution authorizing execution of a two-year General Services Contract, with the option to renew for an additional three-year term, and execution of the concurrent lease agreements with Best Kayak Rentals, LLC to operate a paddle sport rental program out of the Meydenbauer Bay Park Whaling Building located at 2 – 99th Avenue NE, and Enatai Beach Boathouse located at 3519 108th Avenue SE.
2. Do not adopt the Resolution and provide alternative direction to staff.

ATTACHMENTS

Proposed Resolution No. 10507

AVAILABLE IN COUNCIL LIBRARY

General Services Contract

Lease Agreement for Meydenbauer Bay Park Whaling Building

Lease Agreement for Enatai Beach Park Boathouse