



## Cover Memorandum/Staff Report

**File #:** 23-1695

**Agenda Date:** 2/20/2024

**Item #:** 6.G.1.

**TO:** Mayor and Commissioners  
**FROM:** Samuel Metott, Director, Parks and Recreation  
**THROUGH:** Terrence R. Moore, ICMA-CM  
**DATE:** February 20, 2024

RESOLUTION NO. 61-24 TO AWARD A FIVE YEAR AGREEMENT WITH OCEANSIDE BEACH SERVICE INC. FOR BEACH EQUIPMENT RENTAL CONCESSION SERVICES IN A CONTRACT AMOUNT NOT-TO-EXCEED \$2,223,838.00 PLUS \$12,000.00 PER YEAR (REVENUE)

**Recommended Action:**

Motion to award a five (5) year revenue agreement with Oceanside Beach Service Inc. for Beach Equipment Rental Concession Services in the amount of \$2,223,838.00 plus \$12,000.00 per year (revenue) and authorizing the City Manager to take all actions necessary to effectuate this Resolution providing for an effective date, and for other purposes.

**Background:**

On September 29, 2023, the City of Delray Beach (City) issued RFP NO. 2023-069 for Beach Equipment Rental Concessions for the City's Municipal Beach. The solicitation was viewed by forty-three (43) suppliers on Periscope. After review and evaluation of the proposal, Oceanside Beach Service Inc., has been deemed the responsive and responsible vendor recommended for award. This Agreement will allow the successful proposer to utilize the beach for the provision, operation, maintenance and management of beach equipment rentals. The term of the agreement will be for five (5) years.

The services to be provided by the recommended proposer is as follows:

- Provide beach chairs, cabanas, umbrellas, cushions, etc. of very high quality in form, function, and appearance
- Furnish all labor, supplies, equipment, tools, services, and supervision necessary to perform and maintain a first class, neat, safe, sanitary, and professional operation

The revenue guaranteed over the five year contract term is \$2,223,838.00 plus \$12,000.00 per year.

The City of Delray Beach will receive the following guaranteed revenue with the award of the contract:

Year 1:	\$444,767.60 plus \$12,000.00
Year 2:	\$444,767.60 plus \$12,000.00
Year 3:	\$444,767.60 plus \$12,000.00
Year 4:	\$444,767.60 plus \$12,000.00
Year 5:	\$444,767.60 plus \$12,000.00

The previous contract for these services paid \$2,220,822.63 as of November 6, 2023.

**City Attorney Review:**

Approved as to form and legal sufficiency.

**Funding Source/Financial Impact:**

This is a revenue generating contract which will be reflected in GL Account 001-00-000-323-900.

**Timing of Request:**

This is time sensitive to award prior to expiration of contract