

Addendum #1

**City of Kirkland
Business Opportunities for Recreation and Food Service Concessions in Kirkland’s Parks (Job #03-23-PCS)
Answers to Questions**

“Do you provide any sales data from previous vendors so that we or our members know the value of the park space? Without collected sales data or a test pilot, it would be difficult to know how much a savory (or sweet) vendor might expect in sales for a 3 or 4-hour service window.”

The City of Kirkland’s Recreation and Food Service Concessions Program, the Vendors in the Park Program, has operated for a number of years and during that time, Concessionaires have provided a variety of food and recreation activity services at a variety of Kirkland’s parks. The volume of concessionaire services has ebbed and flowed year to year. Past food Concessionaire Agreements have provided services on-site at specific waterfront parks and specific parks with ballfields. One past Concessionaire Agreement has provided services by vehicle, servicing multiple parks, traveling from park to park. In 2022, all contracted food service Concessionaires paid a set Concessionaire Agreement Fee, so volume of food sales was not collected and is therefore not available to provide. In 2022, the City contracted with three Concessionaires to provide recreation services (kayak, stand-up paddleboard, pedalboard and electric boat rentals and sales) at three waterfront parks. Two recreation service Concessionaire Agreement Fees were based on a percentage of sales, one was based on a set fee. For the set fee Agreement, 2022 sales data was not collected and is therefore not available to provide. For the other two, the following sales volume was reported by the Concessionaire for 2022:

| 2022 | | | |
|---|--|----------------------|-----------------------------|
| Park(s) | Concession Services Provided | Month | Sale Amount Reported |
| Houghton Beach Park | Stand-Up Paddleboard, Kayak and Pedalboard Rentals and Sales | April | Not Open |
| | | May | |
| | | June | \$ 6,900.00 |
| | | July | \$ 23,422.50 |
| | | August | \$ 14,581.50 |
| | | September | \$ 3,805.00 |
| | | October 1 through 15 | \$ 915.00 |
| Total 2022 Concessionaire Agreement Recreation Equipment Rentals and Sales for Houghton Beach Park | | | \$ 49,624.00 |
| Marina Park & Juanita Beach Park <i>(Combined Contract)</i> | Stand-Up Paddleboard and Kayak Rentals and Sales | April | \$ 2,020.00 |
| | | May | \$ 3,070.00 |
| | | June | \$ 19,780.00 |
| | | July | \$ 49,602.00 |
| | | August | \$ 36,723.50 |
| | | September | \$ 13,280.00 |
| | | October 1 through 15 | \$ 4,505.00 |
| Total 2022 Concessionaire Agreement Recreation Equipment Rentals and Sales for Sites | | | \$ 128,980.50 |