

## **ACTION FORM**

<b>PROCEEDING Council Meeting</b>	
<b>DEPARTMENT OF ORIGIN Town Hall</b>	<b>DATE SUBMITTED: 10/27/2023</b>
<b>PREPARED BY: Pat Schuchman</b>	
<b>SUBJECT: Go Melvo Contract for State Line Beach Services</b>	
<b>REFERENCE: .</b>	
<b>RELATED PROJECT: Chapter 52, Town Code, Beaches</b>	
<b>REVIEWED BY: Pat Schuchman</b>	
<b>EXHIBITS: Go Melvo State Line Sales 2021 &amp; 2022; Town Code Chapter 52 Beaches</b>	
<b>EXPENDITURE REQUIRED: None</b>	<b>AMOUNT BUDGETED: \$12,500 (Revenue)</b>
<b>FUNDING SOURCE (Dept./Page in CIP &amp; Budget):</b>	
<b>TIME TIMETABLE: Renew 5-Year Contract</b>	
<b>RECOMMENDED ACTION: Authorize Mayor and Town Manager to revise current Go Melvo contract</b>	

### **BACKGROUND AND ANALYSIS**

Town of Fenwick Island Code § 52-17 outlines the requirements for Beach Concessionaire (see attached). It requires that bids be sought for the operation of a concession on the State Line Beach area. Go Melvo currently is the only concessionaire operating at the State Line Beach.

The original contract dated 5/13/2015 expired in 2018 and was extended for five years, expiring on December 31, 2023. At the time of the original bid process Go Melvo was the successful bidder by more than double of the second highest bidder. They currently pay the Town \$12,500 per year to operate on the State Line Beach.

Go Melvo has provided very satisfactory services to the State Line Beach area for the past eight years. The Town has not received a single complaint involving Go Melvo.

We are requesting that a new five-year contract be approved for Go Melvo to continue beach concessionaire services on the State Line Beach in the amount of \$12,500 per year (see email from owner Jeff McMahon attached).

Town staff believes this fair and beneficial to the Town. The Town can retain an excellent vendor and will not have to utilize resources to bid. If the Town chose to re-bid, based on the result of previous bids, the Town may not realize the revenue we currently receive of \$12,500. Staff recommends revising the original contract and asks that you authorize the Mayor and Town Manager to renew the current Go Melvo contract for five years at \$12,500 per year.