



**CITY OF FORT LAUDERDALE**  
**City Commission Agenda Memo**  
**REGULAR MEETING**

**#16-0663**

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**TO:** Honorable Mayor & Members of the  
Fort Lauderdale City Commission

**FROM:** Lee R. Feldman, ICMA-CM, City Manager

**DATE:** September 7, 2016

**TITLE:** Motion to Approve a Revenue Contract with Aerial Adventure Course –  
Airplay Adventures LLC - \$196,800

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**Recommendation**

It is recommended that the City Commission award a five-year contract with Airplay Adventures, LLC for an aerial adventure course, in substantially the form attached and subject to review and approval by City Attorney, in the five-year estimated revenue amount of \$196,800; and authorize the City Manager to approve two, five-year renewals.

**Background**

The Parks and Recreation Department is requesting a contract for a zip line/adventure course at Snyder Park. The awarded contractor will construct, maintain and operate the adventure course. This service will provide neighbors and visitors, both children and adults, with an aerial adventure course that does not currently exist in any of the City's parks.

Request for Proposals 565-11551 (RFP) was opened on March 2, 2016 with two proposals received. The proposal submitted by Go Ape Adventure Forest was deemed non-responsive because they did not submit the required bid bond. Airplay Adventures, LLC has met all requirements of the RFP specifications and has been deemed the responsive and responsible proposer recommended for award.

The RFP stipulates annual increases in facility use fees for the duration of the contract (including renewals) as detailed below for the first fifteen years:

	<u>Vendor Fees</u>	<u>Increase Amount</u>
Year 1 -	\$24,000	---
Year 2 -	\$32,400	\$8,400
Year 3 -	\$40,800	\$8,400
Year 4 -	\$46,800	\$6,000
Year 5 -	\$52,800	\$6,000
Year 6 -	\$58,800	\$6,000
Year 7 -	\$63,600	\$4,800

Year 8 - \$68,400	\$4,800
Year 9 - \$73,200	\$4,800
Year 10 - \$78,000	\$4,800
Year 11 - \$81,600	\$3,600
Year 12 - \$85,200	\$3,600
Year 13 - \$88,800	\$3,600
Year 14 - \$92,400	\$3,600
Year 15 - \$96,000	\$3,600

The City will also receive 25% of gross concession revenue, net of sales tax, for sales of refreshments, souvenirs, photos, etc.

### **Resource Impact**

There will be a positive 2016 fiscal year impact to the City in the amount of \$24,000. Appropriation of this revenue will be included in the July 12, 2016 consolidated budget amendment CAM.

### **Strategic Connections**

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included with in the Internal Support Cylinder of Excellence, specifically advancing:

- Goal 12: Be a leading government organization, managing resources wisely and sustainably.
- Objective 1: Ensure sound fiscal management.

This item advances the *Fast Forward Fort Lauderdale Vision Plan 2035: We Are United*.

### **Attachments**

Exhibit 1 – Solicitation  
Exhibit 2 – Bid Tabulation  
Exhibit 3 – Airplay Adventures Proposal  
Exhibit 4 – Go Ape Adventure Forest Proposal  
Exhibit 5 – Airplay Agreement

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Prepared by: Carrie Keohane, Parks and Recreation  
AnnDebra Diaz, Finance  
Linda Blanco, Finance

Department Directors: Phil Thornburg, Parks and Recreation  
Kirk Buffington, Finance