



Teresa Sutherland <tsutherland@annapolis.gov>

Re: Truxton Park Lease Questions

1 message

Teresa Sutherland <tsutherland@annapolis.gov>

Wed, Nov 28, 2018 at 5:16 PM

To: "Ald. Shaneka Henson" <aldhenson@annapolis.gov>

Bcc: Ashley Leonard <aeleonard@annapolis.gov>, Jodee Dickinson <jddickinson@annapolis.gov>, Beth Mauk <brbellis@annapolis.gov>, Archie Trader <atrader@annapolis.gov>

Good afternoon. I've got some answers to your questions on the Kayak Annapolis lease.

The original lease (adopted via O-28-15) was not competitively bid. Article III, Sec. 8 of the Charter provides that "The city council, by ordinance, may authorize the lease of any of the land, or the improvements thereon, owned by the city, to any person on a month to month basis or for fixed terms, and at such rentals, payable at such fixed intervals as may be prescribed in the ordinance authorizing the lease. The ordinance shall expressly find that the property to be leased is not needed by the city for public use, or that the lease of the property will better serve the public need for which the property was acquired, or another public need. This finding, in either case, shall be conclusive. The lease shall make specific reference to the ordinance authorizing the same. **The city council, by ordinance, may authorize the mayor to negotiate such lease on the best terms obtainable, or may require that competitive bids for the right to lease any property shall be solicited by public advertisement in such form as the ordinance prescribes.**"

The proposed ordinance before you for consideration is an extension of that original lease. The extension was approved by DNR as required under the Land Control Agreement pursuant to the grant funds we received for improvements at Truxton (letter attached), and it was not competitively bid. As shown in the information Beth sent directly to you, the \$3,500/year for the Kayak Annapolis lease is comparable to slip rental rates at the Annapolis City Marina and to the County kayak leases at Quiet Waters and Jonas Green Parks.

I have also included an email from Beth with information from Ms. Vonderheid of Kayak Annapolis regarding their community outreach. Do you want me to find out whether they work with these organizations for free? Is there any other information you would like?

Finally, since you asked your questions at a council meeting, I'm sure the other council members are also interested in the answers to your questions. May I share the answers?

Teresa

On Wed, Nov 21, 2018 at 11:27 AM Ald. Shaneka Henson <aldhenson@annapolis.gov> wrote:

Hello Teresa,

My questions regarding the Truxton Park, Annapolis Kayak Lease were:

1. What are the comp's (for monthly/quarterly rent for dock space on Spa Creek or any similarly situated rental)?
2. I was able to have my 2nd question answered by the Finance Committee during discussion, that the price offered was based on the vendor's assessment of profitability and also in consideration of the service they provide to the City.
3. My 3rd question was addressed by the Finance Committee during discussion, but I wanted to confirm, did we hold the space out for competitive bidding? How did we select the vendor?

It sounds like we may be subsidizing the vendor/service by forgoing a market lease. It is hard to determine without knowing the market rate.



Shaneka Henson

Alderwoman Ward 6

Annapolis City Council

160 Duke of Gloucester Street

Annapolis MD 21401

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Teresa Sutherland
City Manager
(410) 263-7997



Kayak Annapolis lease documents.pdf
198K



Larry Hogan, Governor
Boyd Rutherford, Lt. Governor
Mark Belton, Secretary
Joanne Throwe, Deputy Secretary

May 2, 2018

Ms. Beth Bellis
City of Annapolis
Office of the Harbormaster
1 Dock Street
Annapolis, MD 21401

Dear Ms. Bellis:

Thank you for checking with me prior to renewing the lease for the commercial kayak business located at the Truxtun Park boating access facility. As you know, prior to your tenure as Harbormaster, the City of Annapolis allowed the kayak business to setting-up shop on the Truxtun site without approval from DNR (as required in the Land Control Agreement for this federal/state funded project) and I very much appreciate your efforts to rectify this situation.

On the one hand, having a kayak business at the ramp presents an opportunity to introduce people to boating and to get them out on the water without incurring significant expense. On the other hand, the primary purpose of the Truxtun Park boating access facility (including the ramp, floating boarding pier, the staging area, the "L" shaped dock, and the parking lot) is to provide public access to and from the water for recreational trailered motorboats whose tax dollars primarily paid for the facility.

As I see it, it would be reasonable for one commercial kayak business to be on-site as long as the business doesn't interfere with the facility's primary purpose and the intended use that both the State and Federal investments in this property were based on. One example of interference would be if there are not enough parking spaces for trailers because the spaces are filled by people renting kayaks. Other examples of interference include kayakers blocking the ramp, the floating boarding pier, the staging area, or the floating "L" dock. DNR is not aware of any boater complaints thus far so, hopefully, interference has not been and will not be a problem.

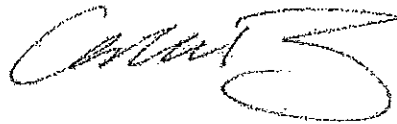
With all of this in mind, the City of Annapolis is approved to renew the lease with the kayak business; however, to be safe, I request that the City of Annapolis adds language to the lease that notifies the business entity of the federal/state interest in the facility and explains that the business is allowed to remain on-site only if the business does not interfere with the facility's primary purpose; and delineate the specific area that this business can use. I also request that a mechanism be in the lease that would enable the City to terminate the lease if interference becomes a problem. You don't have to send me a draft of the new lease, but I would be happy to

Ms. Beth Bellis
May 2, 2018
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look it over if you would like me to. I would, however, need to have a copy of the lease for our record once it is executed.

Thank you again for reaching out to me and please do not hesitate to contact me or Li Lan Carson if you have additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Carla Fleming', with a large, stylized flourish at the end.

Carla Fleming
Director
Center for Waterway Improvement & Infrastructure

cc: Li Lan Carson, Federal Projects Lead
Don O'Neill, Agency Grant Specialist



Teresa Sutherland <tsutherland@annapolis.gov>

E-mails you requested

1 message

Beth Bellis <brbellis@annapolis.gov>

Wed, Nov 28, 2018 at 12:16 PM

To: Teresa Sutherland <tsutherland@annapolis.gov>

Ms. Henson has phoned our office and is also requesting that Kayak Annapolis describe any community outreach efforts that they have done, and if they would be willing to participate in community outreach in the future, specifically pop-up camps.

Let me know if I should reach out to the Vonderheides and request an answer.

Ms Vonderheid phoned unexpectedly, so I asked her for the community outreach piece, and this is the e-mail she sent:

"In order to build a stronger relationship with our city and the public, Kayak Annapolis believes it is important for our community to know who we are and what we are about. Kayak Annapolis has a mission each season to reach out and get underprivileged youth out on the water, where they can gain confidence and learn a new set of skills. We work with many organizations, such as Boys and Girls Club, Boy Scouts, Honor Code, church camps, etc. that allow us to do this. We are always willing to work with Recreation and Parks to get children on the water and exercising. We want to grow our community outreach more each season and welcome any suggestions on how to do so. First and foremost we at Kayak Annapolis are ambassadors of Annapolis and make it our mission to give people an unforgettable experience. "

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Let me know if you need the particular e-mails forwarded as well, or if this suits your purpose.

Thanks



Beth Bellis
Annapolis Harbormaster
City of Annapolis
1 Dock Street
Annapolis, MD 21401
410-263-7973



Teresa Sutherland <tsutherland@annapolis.gov>

Answers regarding Kayak Annapolis Lease

1 message

Beth Bellis <brbellis@annapolis.gov>

Wed, Nov 28, 2018 at 9:59 AM

To: Michele cross <mcross@annapolis.gov>, Ashley Leonard <aeleonard@annapolis.gov>, Archie Trader <atrader@annapolis.gov>, "Ald. Shaneka Henson" <aldhenson@annapolis.gov>, Teresa Sutherland <tsutherland@annapolis.gov>, Tyler Northfield <tnorthfield@annapolis.gov>

I took many factors into consideration when tasked with determining the market value for the space at Truxtun Park where Kayak Annapolis has asked for a lease:

- The space is not at City Dock (Ego Alley) so we did not compare this space to determine the price, but rather checked prices at area Marinas for similar space. Similar space in this case, would not be a slip, not floating docks, but an unimproved and shallow place to put a small floating office and store kayaks. At Truxtun, there are few amenities, but bathrooms are up the hill.
- Annapolis City Marina (which is a better location and has showers, fuel and laundry, marina office, etc) rents their most shallow (25') slip for \$1400 per year. This price reflects \$56. per foot. Kayak Annapolis is seeking continued of 60 feet of shoreline, therefore: 60 times 56 = \$3360
- There are two kayak businesses in the county parks: one at Quiet Waters and one at Jonas Green. They pay the county 7% of sales in exchange for the right to use the space. In 2017, Kayak Annapolis made \$43377. 7% of that is \$3036. (The 2018 profits have not yet been tabulated)
- The 2018 lease for Kayak Annapolis had a yearly cost of \$3170. The new lease is more than a 10% increase at \$3500.

Please let me know if there are other questions about Kayak Annapolis.

Best Regards,



Beth Bellis
Annapolis Harbormaster
City of Annapolis
1 Dock Street
Annapolis, MD. 21401
410-263-7973