



THE CITY OF SAN DIEGO

March 26, 2018

CERTIFIED MAIL 7017 0190 0000 6209 5700

HLS Ventures, LLC
Attention: Chris Lynch
2246 Avenida de la Playa
La Jolla, CA 92037

Re: Term Extension for the Kayak Concession Agreement between the City of San Diego and HLS Ventures, LLC

Dear Mr. Lynch,

The City received your request to extend this agreement by an additional twelve (12) month period. The agreement, which is scheduled to expire March 31, 2018, is hereby extended by an additional twelve (12) month period. All terms and conditions of the agreement shall remain in full force and effect through the extension termination, March 31, 2019. If you agree, please sign below and return it to my attention at 1200 Third Avenue, Suite 1700, MS 51A, San Diego, CA 92101.

Sincerely,

Isaac Tanori
Associate Property Agent

cc: Cybele L. Thompson, Director Real Estate Assets
James Gartland, Interim Lifeguard Chief
April McCusker, Asset Manager
Pierre Saladin, Supervising Property Agent
David Rains, Lifeguard Sergeant

ACKNOWLEDGED AND ACCEPTED:

Chris Lynch

3/29/18

Date

Real Estate Assets Department

1200 Third Avenue, Suite 1700, MS 51A • San Diego, CA 92101-4199
Tel (619) 236-6020 Fax (619) 236-6706



Tanori, Isaac

From: christopherdlynch@gmail.com on behalf of Christopher Lynch
<chris@everydaycalifornia.com>
Sent: Tuesday, March 20, 2018 1:11 PM
To: Tanori, Isaac
Subject: Re: Right to Extend

Follow Up Flag: Follow up
Flag Status: Flagged

Isaac-

Everyday California requests to extend the current kayak concession agreement by an additional twelve (12) period.

Please let me know if you need any additional information.

On Tue, Mar 20, 2018 at 8:24 AM, Tanori, Isaac <ITanori@sandiego.gov> wrote:

Hi Chris,

Please submit in writing (via email or letter) your interest to extend the current concession agreement by an additional twelve (12) period. Feel free to reach out with any questions.

Thank you,

Isaac Tanori

Associate Property Agent

City of San Diego

Real Estate Assets Department

1200 Third Avenue, Suite 1700

San Diego, CA 92101

T (619) 236-6264

F (619) 236-6706

sandiego.gov

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--

Christopher D. Lynch
Co-Founder



Office 858.454.6195 Direct 858.754.7802

Flagship Store: 2261 Avenida de la Playa, La Jolla, CA 92037

Headquarters: 2246 Avenida de la Playa, La Jolla, CA 92037

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Tanori, Isaac

From: Gartland, James
Sent: Thursday, March 15, 2018 10:21 AM
To: Tanori, Isaac
Cc: Rains, David; Saladin, Pierre; Stropky, Richard
Subject: RE: Fee Survey and Upcoming RFP's

Follow Up Flag: Follow up
Flag Status: Completed

Categories: Blue Category

Hello Isaac,

I recommend going forward with the one-year extension for the kayak concession agreements.

Thanks,

James Gartland
Interim Lifeguard Chief
City of San Diego
Fire-Rescue Department/Lifeguard Division

T (619) 221-8841
jgartland@sandiego.gov



~ A world-class city for all ~

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From: Tanori, Isaac
Sent: Wednesday, March 14, 2018 5:01 PM
To: Gartland, James <JGartland@sandiego.gov>
Cc: Rains, David <DRains@sandiego.gov>; Saladin, Pierre <PSaladin@sandiego.gov>
Subject: Fee Survey and Upcoming RFP's

Hi James,

Congratulations on becoming Interim Lifeguard Chief! Please see the attached fee survey regarding the percentage fee for surf camp and kayak concession agreements. The fee survey reveals that it may be reasonable to increase the percentage rates when the existing leases are renewed. Real Estate Assets recommends moving forward with a one-year extension for the kayak concession agreements. We request Lifeguard Services to provide a decision to extending the current kayak agreements. The agreements expire on March 31, 2018, a response in the next couple days would be helpful in moving forward with this process in a timely manner.

As discussed during our meeting last month, Rick and you mentioned that Lifeguard Services believes it can only issue one RFP at a time from a staffing and timing perspective. Real Estate Assets recommends issuing the Kayak RFP once the surf camp RFP is complete.

Please let me know if you have any questions.

Thank you,

Isaac Tanori

Associate Property Agent
City of San Diego
Real Estate Assets Department
1200 Third Avenue, Suite 1700
San Diego, CA 92101

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