



THE CITY OF SAN DIEGO

March 26, 2018

CERTIFIED MAIL 7017 0190 0000 6209 5687

San Diego Bike and Kayak Tours, Inc.
Attn: Marcella DiMichieli
2158 Avenida de la Playa
La Jolla, CA 92037

Re: Term Extension for the Kayak Concession Agreement between the City of San Diego
and San Diego Bike and Kayak Tours, Inc.

Dear Ms. DiMichieli,

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:

Marcella DiMichieli

4/1/2018

Date

Real Estate Assets Department

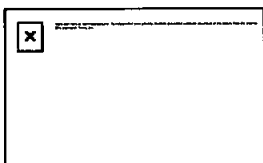
1200 Third Avenue, Suite 1700, MS 51A • San Diego, CA 92101-4199
Tel (619) 236-6020 Fax (619) 236-6706

Tanori, Isaac

From: Marcella Di Michieli <marcella@bikeandkayaktours.com>
Sent: Tuesday, February 27, 2018 10:51 AM
To: Tanori, Isaac
Subject: Renewal
Attachments: Operating Plan 2017-Reduced File Size .pdf

Follow Up Flag: Follow up
Flag Status: Flagged

Isaac,
Pursuant to our concession agreement, we request to exercise our renewal option. Attached is the corresponding Operating Plan. Please confirm the concession agreement renewal.



Marcella DiMichieli
marcella@bikeandkayak.com

Bike and Kayak Tours, Inc.

Adventure is everywhere!
<http://www.bikeandkayak.com>



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



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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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sandiego.gov

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