



Memorandum

Date: October 9, 2024

To: Honorable Mayor and City Councilmembers

From: Rey Valdes
City Manager

Department: Erin Sullivan
Parks & Recreation Director

Subject: **Request to Execute pilot program agreement with “PADL” for Kayak Kiosks**

Introduction

The Parks and Recreation Department, respectfully requests the approval from the Mayor and City Councilmembers to authorize the City Manager to enter into an agreement with PADL for a one (1) year pilot program to provide kayak kiosks at Doral Central Park & Doral Glades Park.

Background

Doral Central Park and Doral Glades Park promote nature and water recreation activities with the lakes located at each park such as fishing and kayaking. With the opening and addition of Doral Central Park, there has been an increased request from residents and visitors to use the park's kayak launch and kayak on the lake, however, most do not have access to kayaks. The Parks & Recreation Department partnered with the YMCA over the summer to offer a kayak program at Doral Glades Park, which was well received by residents with most Saturday sessions being sold out. The department reached out to the YMCA to see if they could offer monthly kayaking sessions at Doral Central Park, however, they are unable to provide services due to staffing shortages.

To provide access to kayaks for residents to use at the park, staff researched kayak rental vendor options. There are various vendors that have free standing kiosks that allow residents to rent and use kayaks. Below is summary chart comparing vendors:

Kayak Vendor Info

Vendor Name	Upfront City Cost	City Monthly Cost	Contract Limit	Revenue Share %	Automation	Electrical Needs	Pricing for Patrons	Maintenance
PADL	N/A	N/A	N/A	20%	QR Code to rent and app download	No electricity. Runs through bluetooth	\$25/hour	Padl Maintains equipment.
Whenever Watersports	\$14,999	N/A	5 year minimum, option to renew at no cost.	30%	QR Code to rent and app download	No electricity. Runs through bluetooth	Rentals hourly or daily. Prices are location dependant. Approx. \$25/hour	local support representatives hired for regular equipment checks and cleanings, equipment replacement as needed, etc. Customer Service Provided
Rent Fun	\$18,000 activation fee	N/A	5 year minimum, option to renew at no cost.	50%	QR Code to rent, no wifi needed	Solar Powered	City decides	Field Technician checks weekly or biweekly and replacements and repairs no cost to City.
HRI Vending	\$7,100	\$9.95 for POS back office access. Free if we take control of equipment rentals/returns	N/A	They charge 3% +\$0.10 per rental with their POS system	POS system	Electrical Plug or Solar Panel (+\$900)	City decides	1 year parts and repair warranty and 3 years parts. They find someone to do repairs, no hired technician.

PADL is the recommended vendor as there are no upfront or on-going costs required for the City to pay. PADL currently has agreements with other cities in South Florida to operate, including Miami Beach, City of Miami and City of Hollywood as well as other locations throughout central, west and north Florida. PADL also does not require a minimum contract term. With so many locations throughout the Miami-Dade area, our Doral parks will also be included on their app and website, allowing users to find our parks, that may not previously know about them, bringing more visitors to Doral and our parks. All equipment will be maintained and regularly checked by PADL and all users must sign a liability waiver and wear a lifejacket, provided with the kayak rental. Kayaks available will be both single and tandem (two person) kayaks.

Procurement

PADL was awarded an agreement for kayak rental services with Clay County, Florida via RFP No.23/24-068. They were also awarded RFP No. 20/21-7 in 2021. PADL also operates under an agreement with Miami Beach which was awarded via a bid waiver in 2021 for a period of two (2) years with three (3) additional one (1) year renewals. The second renewal was executed in August 2024. The City of Hollywood adopted the initial Clay County agreement.

Fiscal Impact

This item has no fiscal impact to the City. There are no expenses to the City and the City will receive 20% of revenue generated by PADL for the use of the kiosks at Doral park facilities.

PADL will provide data on revenue generated and usage which will be provided to the City on a monthly basis.

Recommendation

The City Manager's Office respectfully requests the approval from the Mayor and City Councilmembers to authorize the City Manager to enter into an agreement with PADL for a one (1) year pilot program to provide kayak kiosks at Doral Central Park and Doral Glades Park.