



Exotic Aquatics Scuba & Kayaking  
328 Madison Ave N, Suite B  
Bainbridge Island, WA 98110  
(206) 842-1980

## Proposal for small non-motorized boat concession at City Dock 2018

### *1. Vendor and Contact information:*

Exotic Aquatics Scuba & Kayaking 328 Madison Ave N Suite B Bainbridge Island, WA 98110 (206) 842-1980

[https:// www.exoticaquaticsscuba.com](https://www.exoticaquaticsscuba.com) and <https://www.exoticaquaticskayaking.com>

Contact: Pam Auxier 206-920-1908 (direct line)

### *2. Operating Schedule:*

<b>April 1 – May 18, 2018:</b>	11am – 5:00pm, closed Tuesday's
<b>May 19 – September 30, 2018:</b>	9:30am – 7:00pm, 7 days a week
<b>September 30 – November 4, 2018:</b>	10:30am – 5:00pm, closed Tuesday's
<b>November 5 – December 31, 2018:</b>	By reservation only

### *3. Description of Services:*

**Kayak rentals:** hourly, half day, full day and overnight. **Kayak instruction:** Currently on staff certified BCU and ACA instructors. **Class offerings:** basic kayak and paddleboard safety, rescue and recovery (capsize recovery) advanced level paddling strokes and eskimo rolling. **Kayaking activities:** Kayaking for fitness, **Kayak tours:** Harbor tours, Harbor to Harbor tour, Moonlight tours, Blakely rocks tour, Blake island tour, half island paddle.

Professional staff will fit patrons in their PFD's and go over important safety instructions and will also highlight areas of interest around the island. Staff may also give a demonstration on how to get in and out of the kayak from the dock. They will be moving kayaks, and paddle boards from the racks and lowering them into the water and then assist patrons into their kayak or paddleboard.

**Concessionaire Staff Experience:** 27 years of kayak safety, instruction, touring, and customer service. Extensive kayak tour guide program and review to all guiding staff. Maintain ACA ratio's for guide vs watercraft per tour.

**Activity on Boat Ramp:** Use of boat ramp would be minimal. Only to transport watercraft to or from an alternate location for the day, typically during early am hours or early evening hours.

Type of Equipment on City Dock:

Eddyline single and tandem composite kayaks with front and back bulkheads, Emotion single polyethylene kayaks with built in foam blocks for floatation, Pau Hana ricochet embedded fiberglass paddleboards, Eddyline carbon shaft, composite blade kayak paddles, Aqua Bound carbon shaft, abXII

fiberglass reinforced nylon blade kayak paddles, Aqua Bound carbon shaft, epX engineered polymer fiberglass reinforced blade paddleboard paddles, Pau Hana fiberglass paddleboard paddles, Stohlquist recreational Personal Floatation Devices (PFD's), Eddyline nylon spray skirts, kayak pumps, kayak self-rescue paddle floats.

Equipment available on City Dock:

- 9 Eddyline tandem thermoform composite kayaks: 3 Shasta and 6 Whisper CI
- 20 Eddyline single composite recreational kayaks: 8 Equinox, 6 Sky10, 6 Rio
- 5 Eddyline single composite performance touring kayaks: 1 Samba, 1 Journey, 1 Denali, 2 Fathom LV
- 4 Emotion single polyethylene recreational kayaks: 4 Glide
- 4 Pau Hana fiberglass paddleboards: 4 Big EZ
- 60 Kayak paddles: Assorted Eddyline and Aqua Bound paddles
- 75 Stohlquist PFD's: Assorted styles and sizes, men's, women's, and infant, child and youth
- 43 Eddyline and Seattle Sports kayak spray skirts
- 36 Kayak pumps and paddle floats: safety equipment

4. *Parking:* Off-site parking available at our retail location 328 Madison Ave North, 5-6 spots available for clients with cars. Staff parking at our facility as well.

5. *License:* *Exotic Aquatics Scuba & Kayaking* currently holds a renewed for 2018 Bainbridge Island city license # 10364. If secondary license required for concession master business license already in place.

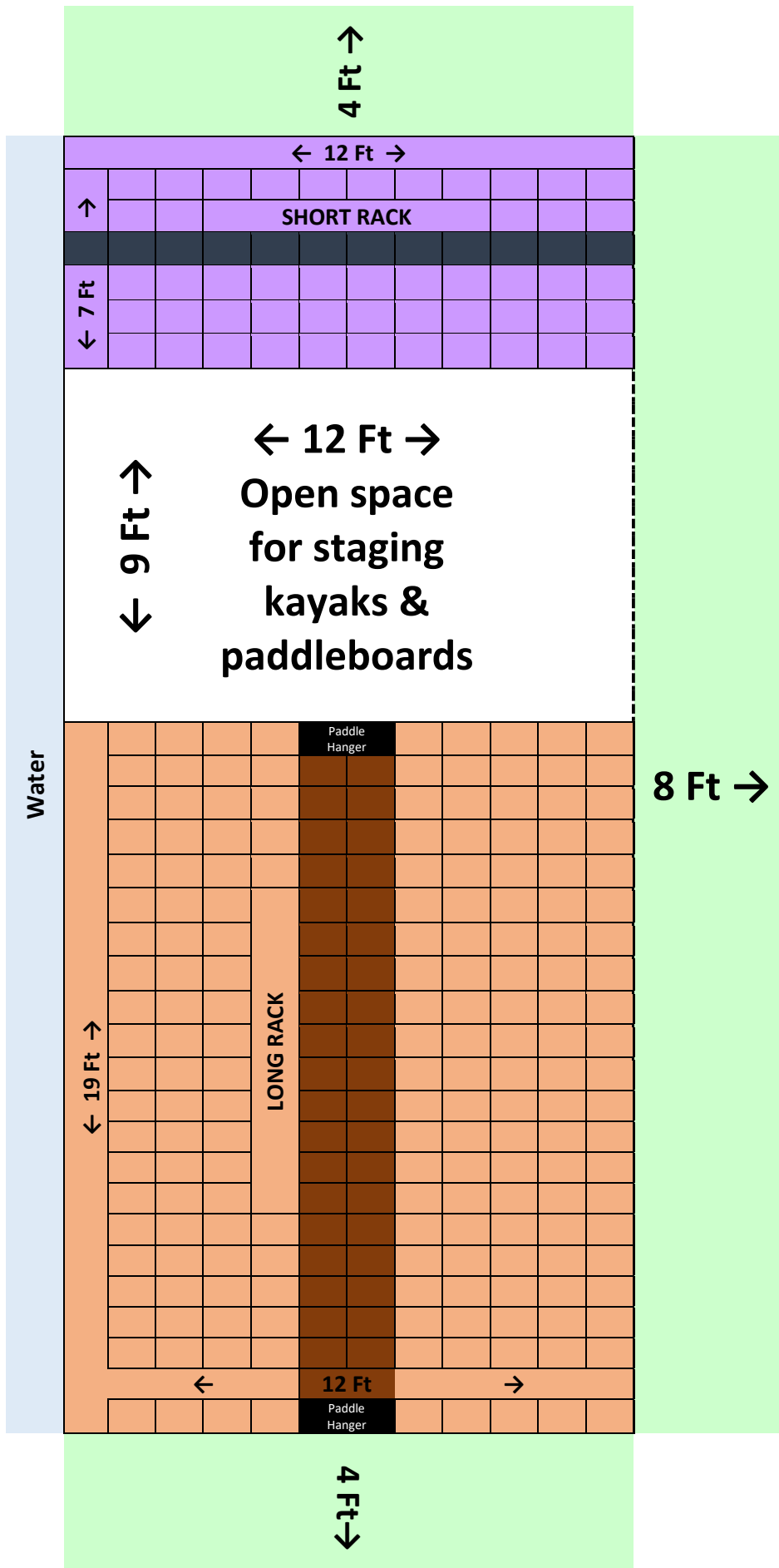
6. *Insurance:* *Exotic Aquatics Scuba & Kayaking* currently carries insurance with City of Bainbridge currently in place as additional insured with \$1,000,000 each occurrence and \$2,000,000 general aggregate. Property insurance would require additional insurance once concession agreements are signed. (Policy available for review on request at time of contract with the city.)

Thank you for the opportunity to submit this proposal. We look forward to working with you.

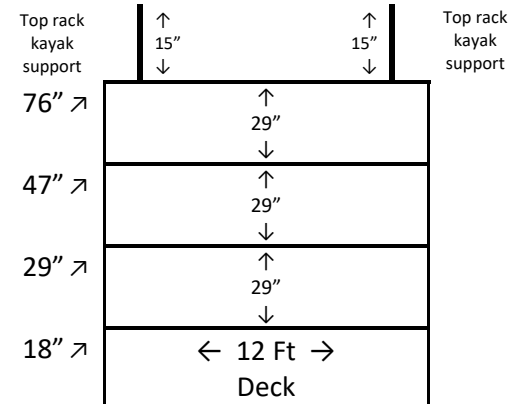
Respectfully,

**Pam Auxier**

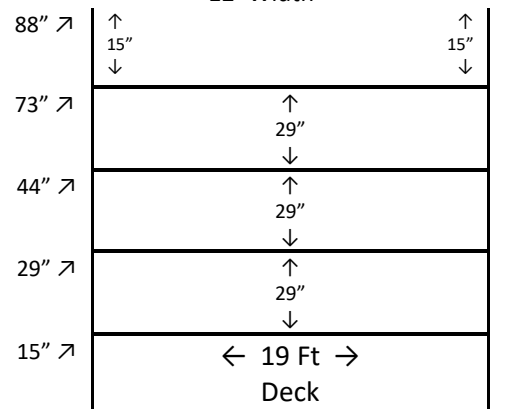
President  
Exotic Aquatics Scuba & Kayaking  
Store: (206) 842-1980  
Pam: (206) 920-1908 (direct line)  
pam@exoticaquaticsscuba.com



**KEY**  
 Short Rack: PURPLE  
 10 Ft Kayaks & Paddle Boards  
 7'5" Height  
 11' 6" Length  
 7' Width



**KEY**  
 Long Rack: ROSE  
 Tandem Kayaks & Large Single Kayaks  
 7'4" Height  
 19' Length  
 12' Width



- 47 Total Seats**  
 9 Tandem Kayaks (18 seats)  
 29 Single Kayaks
- 4 Paddleboards

Paddle hanger: 44" long x 2'6" wide

PFD's, paddles and safety equipment will be stored in lockers in the park. Location to be determined at time of concession agreement signing.