



# MAUI

CHAMBER OF COMMERCE

**VOICE OF BUSINESS**

## Testimony on BF-129

Re: Concessions and Sponsorships in County Parks and Recreational Facilities  
before the Budget & Finance Committee  
Tuesday, November 15, 2016

Dear Chair Hokama, Vice Chair White &  
Members of the Committee

Aloha and Mahalo for the opportunity to provide testimony on this matter. As an organization that supports businesses, we always appreciate appropriate and fair opportunities for businesses to market, promote and expand their businesses that help support our economy and sustain our island and quality of life.

Further, we appreciate that the County is looking at its assets and exploring ways in which it can raise additional funds that may help to offset tax burdens for residences or expand services.

We also recognize that this is an initial step in considering concessions and sponsorships in County parks and recreational facilities and therefore offer the following comments at this point.

Under section 13.04A.420 Concession Agreements, Item B. Exemptions (Not requiring a bid process), we offer the following.

- We feel that item 1 which address permits of 1 year or less is too discretionary and would like to see some criteria for how these would be selected.
- We support concessions for person with disabilities in item 3, but as written this exception seems very open-ended, with no time limit set and no mention of "leased or rented space" as in other areas that would include a time period.
- We feel that item 4 on Coin Operated Concessions is also too discretionary as it says not to exceed 15 years and no bid is required. This would also be true for item 5 addressing Lei Vendors. So we are interested in learning more about why these are so broad and how to ensure an equitable offering of these opportunities.
- In item 6, which allows for a 14 period, we are thinking that this is for temporary events and would just like that to be more clear if that is the case.

Under section 13.04A.420 Concession Agreements, item E which addresses parking, we feel this could simply say that they may not charge for parking. If we expect Parking Vendors who will charge, that could be separately spelled out.

Under section 13.04A.440 Sponsorship Agreements, it appears that no bids are required for opportunities less than \$5K at that this is left to the discretion of the Director. If that is the case, we feel this discretionary power is too broad as well.

Lastly, there has been talk about creating concessions for Commercial Ocean Recreational Activity (CORA) operators. Should this be a starting point toward that end, then we ask that the Parks Department work with CORA operators on a plan and winning compromise to ensure these long standing businesses are not put out of business.

Sincerely,

Pamela Tumpap  
President

RECEIVED AT Bf MEETING ON NOV 15 2016

To advance and promote a healthy economic environment for business, advocating for a responsive government and quality education, while preserving Maui's unique community characteristics.