



Kenneth W. Jenkins  
County Executive

Department of Parks, Recreation and Conservation

Kathleen O'Connor  
Commissioner

**113383**

DATE: April 1, 2026

TO: Westchester County Board of Acquisition and Contract

FROM: Kathleen O'Connor  
Commissioner, Department of Parks, Recreation and Conservation

SUBJECT: Authority for the County of Westchester to enter into a license agreement with Parks & Coast Hospitality Group, LLC D/B/A Tiki Poolside Grab & Go Kitchen, for the operation of a food and refreshment concession stand at Playland Beach and Pool, located at 1 Playland Parkway, Rye, New York 10580, for the period from April 1, 2026 through December 31, 2030, with the County having the option, in its sole discretion, to extend the License for one additional five year term.

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Authority is respectfully requested from your Honorable Board for the County of Westchester (the "County"), acting by and through its Department of Parks, Recreation and Conservation (the "Department"), to enter into a license agreement (the "License") with Parks & Coast Hospitality Group, LLC D/B/A Tiki Poolside Grab & Go Kitchen ("Tiki"), for the operation of a food and refreshment concession stand at Playland Beach and Pool, located at 1 Playland Parkway, Rye, New York 10580 (the "Premises"), for the period from April 1, 2026 through December 31, 2030, with the County having the option, in its sole discretion, to extend the License for one (1) additional five (5) year term.

On January 29, 2026, the County, acting by and through the Department, issued a request for proposals that solicited proposals from providers to enter into a license agreement with the County for the operation of a food and refreshment concession stand at the Premises ("RFP"). In response to the RFP, the Department received three (3) proposals. The Department had several individuals review the proposals and evaluate them based upon the evaluation criteria specified in the RFP. It was determined that after the review and evaluation, the proposal from Tiki satisfied all of the evaluation criteria required in the RFP. Further, the Department conducted an analysis of the license fee proposal from Tiki and found that it is reasonable. Based on the Department's review of the proposal from Tiki and Tiki's performance under previous contracts with the County, the Department is satisfied that it is a responsible provider for the food and refreshment concessions services.

Pursuant to the proposed License, Tiki will pay the County a \$2,500.00 security deposit at the beginning of the agreement term. Additionally, for the privilege of operating the food and refreshment concession stand, Tiki will pay the County the following annual License fees:

<u>Period</u>	<u>License Fee</u>
April 1, 2026 through December 31, 2026	\$12,000.00 plus 4% of all sales
January 1, 2027 through December 31, 2027	\$13,000.00 plus 4% of all sales
January 1, 2028 through December 31, 2028	\$13,500.00 plus 4% of all sales
January 1, 2029 through December 31, 2029	\$14,000.00 plus 4% of all sales
January 1, 2030 through December 31, 2030	\$14,500.00 plus 4% of all sales

Should the County, in its sole discretion, decide to extend the term of the proposed License for an additional period of five (5) years, Tiki will pay to the County the following annual License fees:

<u>Period</u>	<u>License Fee</u>
January 1, 2031 through December 31, 2031	\$14,500.00 plus 4% of all sales
January 1, 2032 through December 31, 2032	\$15,000.00 plus 4% of all sales
January 1, 2033 through December 31, 2033	\$15,250.00 plus 4% of all sales
January 1, 2034 through December 31, 2034	\$15,500.00 plus 4% of all sales
January 1, 2035 through December 31, 2035	\$15,750.00 plus 4% of all sales

As part of the proposed License, Tiki will also make the following improvements to the concession stand, totaling at least \$200,000.00 in capital investments:

1. Perform a full kitchen build out, including, but not necessarily limited to, installing a hood and exhaust system, ANSUL system, hot water heater, fire panel, grease trap, refrigeration system, prep sink, hand washing station, 3 bay sinks, double fryer, flat top grills, new service counters, and a new digital menu board; and
2. Upgrade the dining room and pool deck on the Premises, installing thirty-two (32) seats with tables and planters in the dining room area, kiosks as additional ordering options, and forty (40) seats and tables in the boardwalk area; and
3. Installation and fit-out of a pickup area for beachgoers.

The proposed License will serve a public purpose by giving the public using the Playland boardwalk, beach, or pool an option for food and refreshments.

The goals and objectives of the proposed License are to provide revenue for the County and capital investments in the Playland Beach and Pool facilities.

The goals and objectives of the proposed License will be tracked and monitored by the Department through observations, inspections of the Premises, site visits, and interactions with staff.

Accordingly, your Honorable Board's approval of the annexed Resolution is respectfully requested.

KO/AM/mcz  
Attachment

**RESOLUTION**

Upon a communication from the Commissioner of the Department of Parks, Recreation and Conservation, be it hereby

**RESOLVED**, that the County of Westchester (“County”), acting by and through its Department of Parks, Recreation and Conservation, is hereby authorized to enter into a license agreement (the “License”) with Parks & Coast Hospitality Group, LLC D/B/A Tiki Poolside Grab & Go Kitchen (“Tiki”), for the operation of a food and refreshment concession stand at Playland Beach and Pool, located at 1 Playland Parkway, Rye, New York 10580 (the “Premises”), for the period from April 1, 2026 through December 31, 2030, with the County having the option, in its sole discretion, to extend the License for one (1) additional five (5) year term; and be it further

**RESOLVED**, that for the privilege of operating the food and refreshment concession stand, Tiki shall pay the County the following annual License fees:

<u>Period</u>	<u>License Fee</u>
May 1, 2026 through December 31, 2026	\$12,000.00 plus 4% of all sales
January 1, 2027 through December 31, 2027	\$13,000.00 plus 4% of all sales
January 1, 2028 through December 31, 2028	\$13,500.00 plus 4% of all sales
January 1, 2029 through December 31, 2029	\$14,000.00 plus 4% of all sales
January 1, 2030 through December 31, 2030	\$14,500.00 plus 4% of all sales

**RESOLVED**, that should the County, in its sole discretion, decide to extend the term of the License for an additional period of five (5) years, Tiki shall pay to the County the following annual License fees:

<u>Period</u>	<u>License Fee</u>
January 1, 2031 through December 31, 2031	\$14,500.00 plus 4% of all sales
January 1, 2032 through December 31, 2032	\$15,000.00 plus 4% of all sales
January 1, 2033 through December 31, 2033	\$15,250.00 plus 4% of all sales
January 1, 2034 through December 31, 2034	\$15,500.00 plus 4% of all sales
January 1, 2035 through December 31, 2035	\$15,750.00 plus 4% of all sales

**RESOLVED**, that as an additional License fee, Tiki shall complete the following improvements to the concession stand, totaling at least \$200,000.00 in capital investments:

1. Perform a full kitchen build out, including, but not necessarily limited to, installing a hood and exhaust system, ANSUL system, hot water heater, fire panel, grease trap, refrigeration system, prep sink, hand washing station, 3 bay sinks, double fryer, flat top grills, new service counters, and a new digital menu board; and
2. Upgrade the dining room and pool deck on the Premises, installing thirty-two (32) seats with tables and planters in the dining room area, kiosks as additional ordering options, and forty (40) seats and tables in the boardwalk area; and
3. Installation and fit-out of a pickup area for beachgoers.

**RESOLVED**, that the County Executive or his duly authorized designee is hereby authorized and empowered to execute and deliver all instruments and take any and all actions necessary or appropriate to effectuate the purposes hereof.

Account to be  
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
165	42	5530	9205		\$12,000.00
165	42	5530	9205		\$13,000.00
165	42	5530	9205		\$13,500.00
165	42	5530	9205		\$14,000.00
165	42	5530	9205		\$14,500.00

Budget Funding Year(s): Start Date: 4/1/2026 End Date: 12/31/30  
(must match resolution)

Funding Source

**\$ 67,000.00**  
(must match resolution)

Tax Dollars:

State Aid:

Federal Aid:

Other: Revenue