



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**October 3, 2023**

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**TOPIC:** Agreement with Seaside Ice, LLC, dba Ice-America

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**AGENDA TITLE**

Agreement with Seaside Ice, LLC, dba Ice-America, for a Seasonal Ice Rink and Related Services (General Fund)

**RECOMMENDED ACTION**

Authorize the City Manager to execute an agreement with Seaside Ice, LLC, dba Ice-America, for a total amount not to exceed \$795,936, which includes the base amount of \$723,536 and a contingency amount of \$72,400, for a term beginning October 3, 2023 and ending January 31, 2024, subject to non-substantive changes approved by the City Manager and City Attorney.

**GOVERNMENT CODE §84308 APPLIES:** Yes

**DISCUSSION**

The City of Santa Ana will host the third annual outdoor, family-friendly winter event in the Civic Center for Santa Ana residents and the surrounding communities. The event will feature an ice-skating rink, food, holiday décor, and seasonal activities to be open to the public from December 2, 2023 through December 30, 2023. Seaside Ice, LLC, dba Ice-America will provide the installation and operation of a seasonal, portable ice rink and additional related services, including all necessary equipment and labor, experienced ice rink operations staffing, marketing, decorations, and lighting (Exhibit 1). Staff may use existing City contracts for support services, such as security and cleaning, and will seek City Council approval for those items in the future, as needed. Ice-America has provided ice rink services since 2008 and is the exclusive distributor of the trademarked Ice-World aluminum ice rink system in the U.S. and Canada.

**FISCAL IMPACT**

Funds for this project are budgeted and available in the account below. Upon approval of the agreement, \$361,768 shall be made payable to Ice-America to secure ice rink services, which is 50 percent of the base amount. The outstanding balance of \$361,768 shall be made payable to Ice-America upon opening of the Winter Village event. The additional \$72,400 will be available for unanticipated costs.

<b>Fiscal Year</b>	<b>Accounting Unit- Account #</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
23-24	01113230-62300	General Fund	PRCSA-Recreation & Comm. Svc, Contract Services-Professional	\$795,936

The City expects to recuperate a portion of the event production cost through ticket sales. These revenues will be received into the account below.

<b>Fiscal Year</b>	<b>Accounting Unit- Account #</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
23-24	01113002-53331	General Fund	Rec Comm Svs- Mgrl/Support Svs, City Events	\$120,000

**EXHIBIT(S)**

1. Agreement

Submitted By: Hawk Scott, Executive Director of Parks, Recreation and Community Services

Approved By: Kristine Ridge, City Manager