



**MIDDLETOWN**  
Rhode Island

**FINANCE DEPARTMENT**  
**TOWN OF MIDDLETOWN**  
350 East Main Road, Middletown, RI 02842  
(401) 842-6500 | MiddletownRI.com

To: The Honorable President & Members of the Middletown Town Council  
From: Marc W. Tanguay, Finance Director  
Thru: Shawn Brown, Town Administrator  
Subject: MIDD-026-011 Food, Beverage, and Concessions at Middletown Second Beach  
Date: March 5, 2026

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On January 29, 2026, the Town issued a Request for Proposals (RFP) for Food, Beverage, and Concessions at Middletown Second Beach for a three-year term, with two additional one-year extensions subject to the approval of both parties. Proposals were due to the Finance Office on February 20, 2026.

The Town received one proposal from Fire and Water Concessions, Inc., located in Narragansett, Rhode Island. Fire and Water Concessions, Inc. otherwise known as Salty's served as the Town's concessionaire for the 2025 season. The proposal submitted includes a base payment of \$65,000 per year for the three-year term, plus eight percent (8%) of gross clothing sales to be paid at the end of each season. In total over the three-year agreement the town will receive \$195,000 plus the 8% of gross clothing sales to be paid at the end of each season.

For comparison, the agreement with Fire and Water Concessions, Inc. during the previous year included a base payment of \$65,000 per year plus ten percent (10%) of gross clothing sales paid at the end of the season. Typically, the amount of revenue the town receives from clothing sales varies between \$5,000 to \$8,000.

The Finance Office recommends that the Town Council award the contract to Fire and Water Concessions, Inc. of Narragansett, Rhode Island, based on the recommendation of Will Cronin, Facility and Operations Manager. The proposal received is on file and available upon request. Revenue received from this agreement will be recorded in the Parks & Recreation Fund. The enclosed resolution is submitted for the Town Council's consideration and approval. Please contact me if you have any questions.

Enclosures

1. Recommendation from Will Cronin, Facility and Operations Manager
2. Resolution



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## **Parks & Beaches**

### **TOWN OF MIDDLETOWN**

350 East Main Road, Middletown, RI 02842

(401) 846-6273 |

[MiddletownRI.com/beaches](http://MiddletownRI.com/beaches)

## **Sachuest Beach Concessions Recommendation**

February 25, 2025

To: The Honorable President and Members of the Middletown Town Council  
via Shawn Brown, Town Administrator  
Cc: Marc Tanguay, Finance Director  
Patrick Guthlein Deputy Finance Director  
Bob Hanley, Department of Public Works Director  
From: Will Cronin, Operations & Facility Manager

Re: Contract MIDD 026-011 Food, Beverage and Concessions at Middletown's Second Beach

I have reviewed the bid proposal for the Second Beach food concession at the snack bar located in the Second Beach pavilion and recommend Salty's Burgers & Seafood as the vendor.

Salty's, based out of Narragansett RI, has been the vendor at Second Beach since 2021 with high praise from the patrons and beach staff. Two years ago, they brought over the popular lobster rolls from Easton's Beach. They were the sole bidder.

This is a three-year contract with two one-year options to extend.

The amount bid was \$65,000, plus 8% of all clothing sales per year for years one through three.

The last contract was held by Salty's Burgers & Seafood for \$65,000 per year.

This contracted service runs Memorial Day weekend through Labor Day from 2026 to 2030 (including the two one-year options).