



# COUNTY OF HUMBOLDT

For the meeting of: 3/3/2026

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File #: 26-111

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**To:** Board of Supervisors

**From:** Aviation

**Agenda Section:** Consent

**Vote Requirement:** 4/5th

**SUBJECT:**

Ratify Agreement with Rendezvous Music and Vending and Approve the First Amendment to the Agreement (4/5<sup>th</sup> Vote Required)

**RECOMMENDATION(S):**

That the Board of Supervisors:

1. Ratify the November 1, 2025, agreement with Rendezvous Music and Vending (4/5 Vote Required);
2. Approve the first amendment to the agreement with Rendezvous Music and Vending (4/5 Vote Required); and
3. Authorize the Director of Aviation to sign the first amendment, any additional amendments or extension to the agreement after review and approval by the County Administrative Office, County Counsel and Risk Management.

**STRATEGIC PLAN:**

This action supports the following areas of your Board's Strategic Plan.

Area of Focus: Core Services/Other

Strategic Plan Category: 9999 - Core Services/Other

**DISCUSSION:**

On June 6, 2025, the Department of Aviation issued a Request for Proposals (RFP) for Humboldt County Airport Vending Machine Concessions, with a closing date of July 1, 2025. One proposal was received; however, it was determined to be incomplete and therefore non-responsive.

Following the unsuccessful request for proposal (RFP), the Department of Aviation explored alternative vending options with its existing vendor, Rendezvous Music and Vending, to enhance services for airport users. Improvements included grab-and-go food options within the TSA hold room, the addition of miscellaneous travel-related items in the terminal, and, upon request, vending options at the Murray Field (EKA) airport terminal. On October 15, 2025, the County entered into a professional services agreement with Rendezvous Music and Vending, effective November 1, 2025.

Subsequently, it was identified that Government Code Section 25536 requires a four-fifths (4/5) vote of the Board of Supervisors for airport concession agreements. Accordingly, the Department of Aviation is requesting that the Board ratify the agreement with Rendezvous Music and Vending effective November 1, 2025.

In addition, the County Administrative Office Economic Development Division approached the Department of Aviation with an opportunity to incorporate locally focused vending options through Humboldt Made, a component of their Choose Humboldt buy local campaign. This aligns with the Humboldt County Comprehensive Economic Development Strategy's (CEDS) recommendation to strengthen collaboration through the development and support of marketing strategies that attract and retain businesses. One of

the strategy's contained in the CEDS is investment in "Buy Local" campaigns.

Humboldt Made has partnered with Rendezvous Music and Vending to provide vending equipment and servicing. As a result, the Department of Aviation is requesting an amendment to the existing agreement with Rendezvous Music and Vending to include Humboldt Made specific vending options at the California Redwood Coast-Humboldt County Airport (ACV) terminal.

**SOURCE OF FUNDING:**

Airport Enterprise Fund (3530)

**FINANCIAL IMPACT:**

Narrative Explanation of Financial Impact:

Vending machine concessions are a source of revenue for the Department of Aviation. The square foot rate for vending machines have increased, due to being frozen during COVID, and now set to fair market value of \$1.75 a square foot. The first amendment establishes the square foot cost at \$159.25 for 91 square feet at ACV and \$ 50.75 for 29 square feet at EKA for a total square foot cost of \$210 monthly. Additionally vending machines pay 10% of gross receipts to the Department of Aviation. On average vending machines generate \$10,000 annually. This number has increased over the last year. Although unknown, revenues are expected to show additional increases with new offerings and the placement of vending options at the EKA Terminal.

**STAFFING IMPACT:**

Narrative Explanation of Staffing Impact:

There will be no impacts to current staffing levels.

**OTHER AGENCY INVOLVEMENT:**

County Administrative Office Economic Development  
Humboldt Made

**ALTERNATIVES TO STAFF RECOMMENDATIONS:**

Your Board could choose to not ratify the agreement and/or to not approve the first amendment to the agreement. However, this is not recommended as it would reduce or limit vending options at ACV.

**ATTACHMENTS:**

Rendezvous Music and Vending Agreement  
First Amendment to Rendezvous Music and Vending Agreement

**PREVIOUS ACTION/REFERRAL:**

Meeting of: N/A  
File No.: N/A