



October 31, 2025

# Request for Proposal

## Self-Service Kayak Rental

City of Manitowoc | Department of Public Infrastructure

Rent.Fun, LLC  
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# Table of Contents

<b>Cover Letter.....</b>	<b>2</b>
<b>Company Information.....</b>	<b>3</b>
Background and History.....	3
Philosophy.....	5
Key Differentiators.....	5
Experience.....	5
Regional Presence in Wisconsin.....	8
Past Projects.....	13
<b>Project Approach.....</b>	<b>20</b>
Our Proposal.....	20
Proposed Rental System.....	21
Installation.....	24
Program Management.....	24
Maintenance.....	26
Customer Support.....	28
Reporting.....	28
<b>Type/Brand of Paddling Equipment.....</b>	<b>30</b>
Kayaks.....	30
Safety Equipment.....	31
Signage.....	32
Outdoor Equipment Rental Kiosks.....	33
<b>Technology Overview.....</b>	<b>36</b>
Mobile Application.....	36
Mobile Application Controlled Cellular Lock.....	38
Rental Experience.....	40
Payment Processing.....	41
<b>Implementation Timeline.....</b>	<b>42</b>
<b>Fee/Revenue Model.....</b>	<b>43</b>
Activation Fee.....	43
Rental Fee.....	44
Revenue Share.....	44
<b>City Requirements.....</b>	<b>45</b>
<b>References.....</b>	<b>45</b>
<b>Proof of Insurance.....</b>	<b>48</b>

## Cover Letter

October 31, 2025

Attn: Curtis Hall  
City of Manitowoc - Parks Division  
900 Quay Street  
Manitowoc, WI 54220

Subject: Submission for RFP – Self-Service Kayak Rental

Dear Curtis,

Rent.Fun, LLC is pleased to submit our response to the City of Manitowoc's request for proposal. We are excited to share our concept of Self-Service Kayak, designed to expand access to recreation and create a connected experience for both residents and visitors along the Manitowoc River.

Our proposal remains the same for either Manitou Park or River Point. We believe that an eight-unit self-service kayak rental program with single, tandem kayaks, paddles, and personal flotation devices (PFDs) would best meet the needs and goals of the City of Manitowoc.

We believe that outdoor experiences should be simple, affordable, and available to everyone. Our kiosks allow visitors to use their smartphones to rent kayaks, paddleboards, or lawn games directly at the park. Rentals are available every day during park hours with no need for reservations, lines, or paperwork. Behind the scenes, we provide customer support, routine maintenance, and equipment replacements, so Manitowoc staff can remain focused on managing its treasured natural resources.

Welcome to the new age of recreational rentals. We'd be honored to partner with you!

Sincerely,

*Chris Rosenberg*

Chris Rosenberg,  
Director of Strategic Partnerships - Rent.Fun, LLC  
120 W Main St. Suite  
300, Northville, MI 48167  
Phone: 732-742-5025  
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## Company Information

- Company Information: Name, contact information, background, and relevant experience.

### Background and History

Rent.Fun is the pioneer of self-service recreation rental programs in the United States. We launched our first kayak rental kiosks in March 2021 using a simple app-based system that makes it easy for anyone to get on the water. Since that launch, Rent.Fun has expanded to more than 220 communities in 40 states, making us the largest operator of our kind in the country. Our smart lockers allow people to access kayaks quickly and safely without the need for on-site staff, while our operations team provides full support, from customer service to equipment maintenance. Over time, we have expanded beyond kayaks to include a variety of recreation kiosks such as ping pong, disc golf, bocce ball, and cornhole, reflecting the growing demand for lawn and social games in public spaces.



We also benefit from the experience of our sister company, Tandem Mobility, which manages 35 bike-share programs in communities nationwide. Together, Rent.Fun and Tandem are actively managing over 250 government contracts, working with city governments, parks and recreation departments, and tourism agencies. Our parent company, Movatic, introduced smart-lock technology in 2012 and now supports more than 450 bike and scooter-sharing systems in 44 countries. In short, we provide a turnkey service that includes the rental kiosks, equipment, software application, customer support, and full operations and maintenance.





The map below provides information about the markets we are currently operating (red pins) and markets that will be launched this spring (yellow pins).

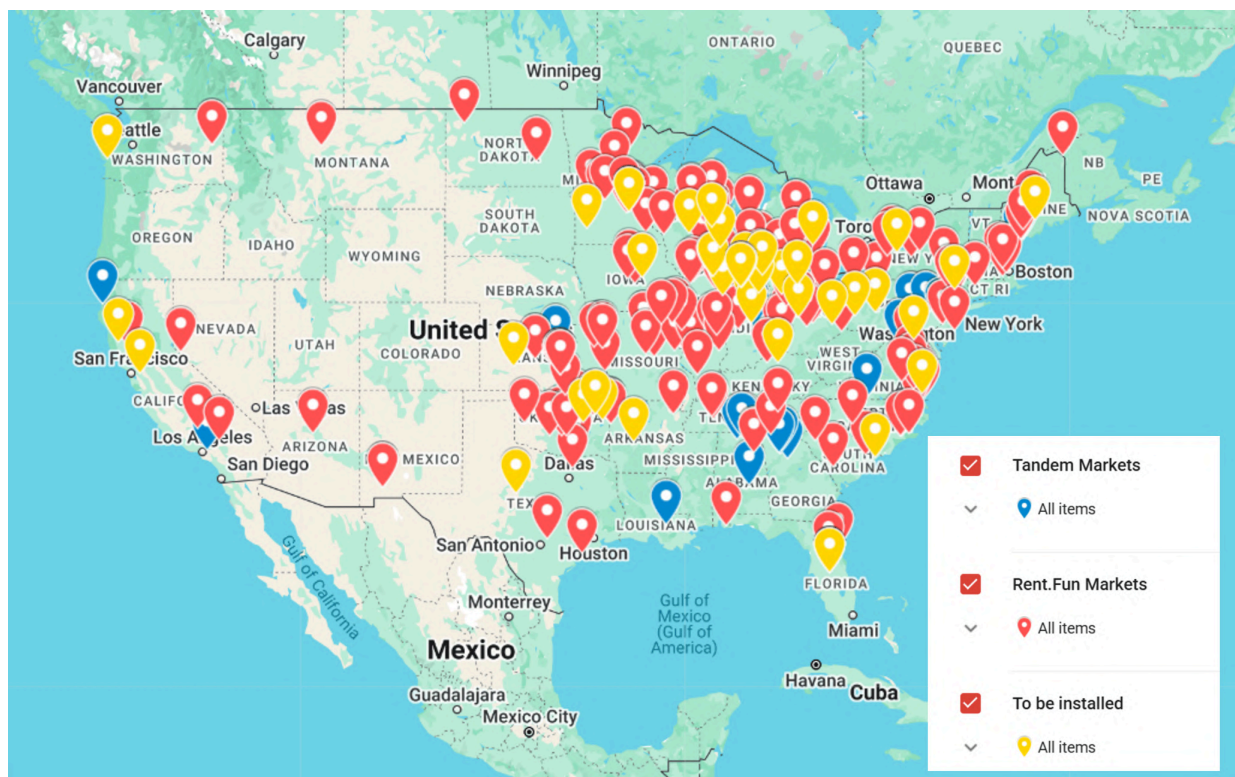


Image: Map of the markets we service across the U.S

## Philosophy

At Rent.Fun, our philosophy is rooted in the belief that outdoor recreation should be accessible, convenient, and enjoyable for everyone. We leverage technology to revolutionize traditional equipment rental models, making it easier and more affordable for communities to participate in activities like kayaking, cornhole, ping pong, lawn games, and table tennis. We foster a deeper connection between people and nature by providing seamless access to recreational experiences through our smart, user-friendly solutions. Our commitment to sustainability, community engagement, and continuous innovation drives us to create shared experiences that enrich lives and bring joy to communities everywhere.

## Key Differentiators

Pioneers	We are the pioneers of self-service recreation rental programs.
Experience	The only company in the United States with more than five years of experience in multi-site, municipal self-service recreation programs.
Presence	We are the largest operator of rental program kiosks in the United States with respect to our presence in more the 250 markets across 40 states.
Recreational Offerings	The only company in the United States to offer several different types of recreational offerings, such as a Kayak/Paddleboard kiosk, ping pong kiosk, disc golf kiosk, bocce ball kiosk, cornhole kiosk and bike stations.
Single App	Rent.Fun is the only company to offer all the recreational services through a single application
Regional Connection	The only company to provide an annual and affordable membership that is applicable across all its offerings and locations in the U.S.

## Experience

Our experience working with municipalities and local governments across the country has equipped us with the expertise needed to tailor our services to meet the specific needs of each community. We understand the importance of preserving the unique culture, history, and character of the areas we serve, and we are committed to integrating these elements into our kayak rental stations. Please refer to the following table to see the list of markets we currently serve.

### Alabama

Foley, AL  
Gadsden, AL  
Southside, AL

### Arizona

Sedona, AZ

### Arkansas

Fort Smith, AR  
Jonesboro, AR

### California

Clearlake, CA  
Dublin, CA  
San Bernardino, CA  
Tehachapi, CA

**Connecticut**  
Plymouth, CT

**Florida**  
Holly Hill, FL  
Lake Wales, FL  
Mount Dora, FL

**Georgia**  
Dalton, GA

**Iowa**  
Jasper County, IA  
Story County, IA  
Tama County, IA

**Illinois**  
Carbondale, IL  
Champaign County Forest  
Preserve District, IL  
Charleston, IL  
Dixon, IL  
Forest Preserve District  
of Will County, IL  
Hardin, IL  
Highland, IL  
Jacksonville, IL  
Lake Mattoon, IL  
Mt. Sterling, IL  
Olney, IL  
Pingree Grove, IL  
Pittsfield, IL  
Quincy, IL  
Rock Falls, IL  
Rushville, IL  
Village of Park Forest, IL  
Wood River, IL

**Indiana**  
Case County, IN  
La Porte, IN  
Little Walnut Creek, IN  
Logansport, IN  
South Bend, IN  
Valparaiso, IN  
Warsaw, IN  
Wawasee Area Conservancy

Foundation, IN

**Kansas**  
Fort Scott, KS  
Great Bend, KS  
Johnson County, KS  
Lawrence, KS  
Lenexa, KS  
Olathe, KS  
Wichita, KS

**Kentucky**  
Georgetown-Scott County  
Parks, KY  
Shelby County, KY

**Maryland**  
Georgetown-Scott County  
Parks, KY

**Maine**  
Auburn, ME  
Van Buren, ME  
Norridgewock, ME  
Westbrook, ME

**Massachusetts**  
Dedham, MA  
Franklin, MA  
Maynard, MA

**Michigan**  
Constantine, MI  
East Grand Rapids, MI  
Delhi Township, MI  
Genesee County, MI  
Kalamazoo City, MI  
Mount Clemens, MI  
Oakland, MI  
Port Huron, MI  
Port Sanilac Marina, MI  
Spring Lake, MI  
St. Joseph, MI  
Tawas City, MI  
Township of Arcadia, MI  
Van Buren Township, MI  
Vicksburg, MI

**Minnesota**  
Bloomington, MN  
City of Brainerd, MN  
City of Coleraine, MN  
City of Shakopee, MN  
City of Starbuck, MN  
Elk River, MN  
Great Falls, MN  
Murray County, MN  
Olmsted County, MN  
Paynesville, MN  
Ramsey County, MN  
Spicer Commercial Club, MN  
Woodbury, MN

**Missouri**  
Cottleville, MO  
Jefferson, MO  
Moberly, MO  
State Technical College, MO

**Montana**  
City of Great Falls, MO

**Nevada**  
Douglas County, NV

**New Jersey**  
County of Ocean, NJ  
Moorestown, NJ  
West Milford, NJ

**New Mexico**  
Deming, NM

**New York**  
Baldwinsville, NY  
Genesee County, NY  
Seneca Falls, NY  
Town of Delhi, NY  
Town of Mamakating, NY  
Village of Brockport, NY

**North Carolina**  
Albemarle, NC  
Havelock, NC



Hertford, NC  
Jacksonville, NC

**North Dakota**

City of Tioga, ND  
Jamestown, ND  
Johnsonville, ND

**Ohio**

Berea, OH  
Butler, OH  
City of Fairfield, OH  
City of Obetz, OH  
Dayton, OH  
Licking, OH  
Lima, OH  
Minster, OH  
Mogadore, OH  
Richwood, OH  
Rossford, OH

**Oklahoma**

Bristow, OK  
Durant, OK  
Elk City, OK  
Fort Gibson, OK  
Henryetta, OK  
Marlow, OK  
Moberly, OK  
Muskogee, OK  
Pauls Valley, OK  
Ponca City, OK

Purcell, OK

**Pennsylvania**

Edinboro, PA

**South Carolina**

Barnwell, SC  
Belton, SC  
Johnsonville, SC

**Tennessee**

Harriman, TN  
Henderson County, TN

**Texas**

Bay City, TX  
McKinney, TX  
New Braunfels, TX  
The Tribute, TX (HOA) -  
(Little Elm)

**Virginia**

Hopewell, VA  
Prince George County, VA  
Smithfield, VA  
Suffolk, VA  
Tappahannock, VA  
Virginia Beach, VA  
West Point, VA  
York County, VA

**West Virginia**

New Martinsville, WV

**Washington**

Medical Lake, WA

**Wisconsin**

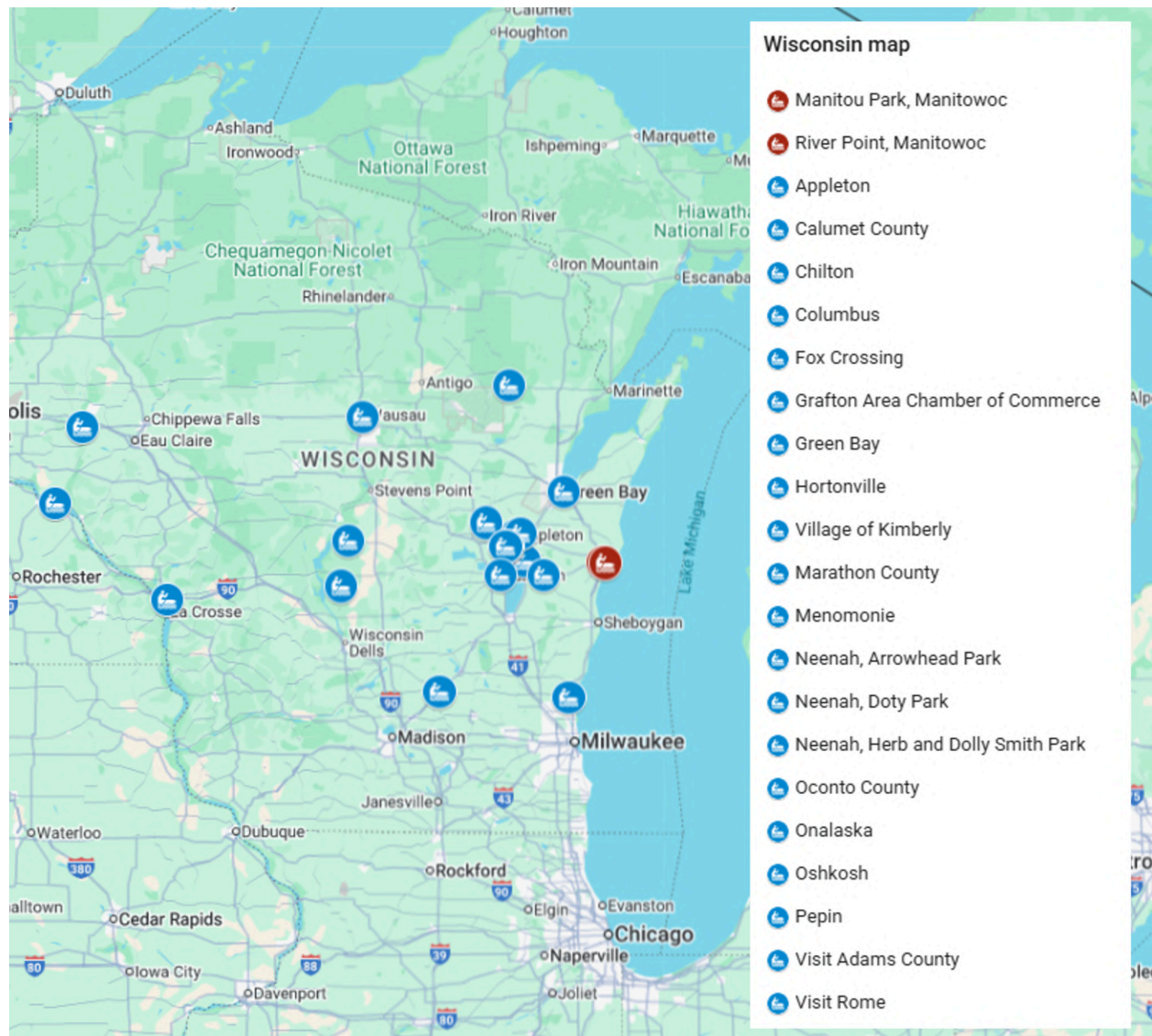
Appleton, WI  
Adams County, WI  
Calumet County, WI  
Columbus, WI  
Fox Crossing, WI  
Grafton, WI  
Green Bay, WI  
Hortonville, WI  
Kimberly, WI  
Marathon County, WI  
Menomonie, WI

Neenah, WI  
Oconto County, WI  
Onalaska, WI  
Oshkosh, WI  
Pepin, WI  
Rome, WI

Winnebago County, WI

## Regional Presence in Wisconsin

Rent.Fun currently provides self-service kayak rental programs across twenty locations in Wisconsin. Below is a map of our self-service kayak rental programs near Manitowoc's two potential locations for the kayak rental program at Manitou Park and River Point.



We adapt our operational structure based on whether a program exists within a district or operates as a stand-alone community. In districts where several programs are located within 90 minutes of one another, we leverage economies of scale. These areas benefit from shared regional resources and a higher service cadence at no additional cost. In contrast, stand-alone communities are supported entirely by local technicians. While regional backup may be more limited in these cases, our standard of care remains consistent. In the event of staffing changes in stand-alone communities, we communicate directly with the client as we work to hire the next technician. Since we have a significant presence in Wisconsin, we already have a district



mechanic serving this area. This means that a Kayak rental program in Manitowoc will benefit from a higher maintenance cadence at no additional cost and we will be able to launch quickly.

Here are some of the images from our self-service kayak rental programs in Wisconsin.

### Grafton Area Chamber of Commerce





## Chilton, Hobart Park



## Neenah





## Adam's County



## A photograph of a waterfront area. In the foreground, a metal rack with four shelves holds several red and yellow kayaks. The rack has a sign on top that reads "RENT FUN". To the left of the rack, a tall, thin metal pole supports a street lamp. Further left, a signpost holds two signs: one with a "CAUTION" warning and another with a map of Lake Michigan. The background shows a large body of water under a cloudy sky.



## Past Projects

In the following subsections, we have provided a glimpse of our few projects.

### Wichita, KS

We originally partnered with the city of Wichita to offer self-service kayak rentals to the community in multiple locations (OJ Watson, Riverside Tennis Center and Kellogg Bridge). As our partnership grew we also installed our self-service game lanes (cornhole, bocce, ping pong), where we constructed the infrastructure for their agency to provide accessible recreational amenities to their community that activated open green space in their parks. At these sites, their community, with a wide-ranging demographic, is able to reliably and safely rent recreational equipment in order to recreate at the city's most attractive natural resources. Additionally, our sister company, Tandem Mobility, operates a bikeshare program in the City with 200 bikes across 40 stations. Using our national membership plan, users can enjoy both recreational services and micro-mobility services.





## Virginia Beach, VA

We have partnered with the city of Virginia Beach, VA to launch self-service kayak rental programs at Lake Lawson/Lake Smith Natural Area and Munden Point. The city has a ton of terrific spots to recreate and sees a ton of tourism. We worked directly with their parks department to determine the best spots to install our stations after they shared community feedback that people wanted more ways to recreate on the water. Tourists, visitors, and locals alike now have options to get out on the water without having to own their own equipment or lug their equipment across state lines while traveling. Instead of having to commit to a full day of kayaking, just to get out there - the traditional method - folks can now incorporate kayaking into their days/trips without having to commit a full day to it.





## Hertford, NC

We've partnered with the city of Hertford, NC, to launch a self-service kayak rental program at Hertford Bay Marina. Located on a slow-moving river, this program offers a fantastic example of safe and accessible recreation on the city's best natural resource. A true nature experience, the community is now able to get out on the water and experience the geographic wonders of its location in the world in a safe way. The community can go on long, winding trips down the river or float near shore - in both cases, the renter can paddle freely in both directions, making this slow-moving river the ideal place for one of our self-service kayak stations.





## Jonesboro, AR

We partnered with the city of Jonesboro to launch a self-service kayak rental program at Craighead Forest Park. In a semi-urban location, the city expressed their desire to bring a program like this to the city due to the fact that kayaking has been historically inaccessible to most, as the need for storage and transportation posed a logistical challenge for most of their community. Our self-service kayak station is conveniently located at the water's edge so that everyone in the community can access the water by renting a kayak and not have to worry about storage/transportation.





## McKinney, TX

We've partnered with the city of McKinney to launch a self-service kayak rental program at Towne Lake Park. Accessing the water in an urban setting is not too common. To make this dream a reality for the city, we scouted suitable sites in which we could offer accessible rentals for the community that didn't require staffing to operate. Oftentimes, not having storage or a particular mode of transportation, especially in a city, can rule out the idea of kayaking. Our partnership with the city offers kayak rentals completely self-service at a very affordable price. The McKinney community can now make their way to Towne Lake Park, rent a kayak on their own time, and not have to worry about cleaning, transporting, or storing.



## Warsaw, IN

Rent.Fun has partnered with the Warsaw Parks and Recreation Department to bring easy-to-use, self-service kayak rentals to two beautiful locations—Center Lake Beach and Pike Lake Beach. This partnership offers residents and visitors a fun, affordable way to enjoy the outdoors and explore Warsaw’s scenic lakes. Kayaks are available for rent directly through the Rent.Fun mobile app, allowing users to unlock and enjoy a kayak in just a few taps. Each rental includes a life vest to ensure a safe and comfortable experience on the water.





## **Logansport, Cass County, IN**

In partnership with Cass County, Rent.Fun is proud to bring convenient, self-service kayaking to the heart of Logansport. Our eight-unit kayak rental station is located near the Michigan Avenue boat ramp, providing easy access to the scenic riverway. This location is perfect for individuals, families, or groups looking to enjoy a relaxing paddle or plan a float trip down to the beautiful France Park. Rentals are available through the Rent.Fun app, making the process quick and contact-free. Simply download the app, unlock a kayak, and you're ready to explore. Each rental includes a life vest, ensuring every user has a safe and comfortable experience on the water. This program is designed to make outdoor recreation more accessible while highlighting the natural beauty of Cass County. Whether you're a local looking for a weekend adventure or a visitor exploring the area, the kayak share station offers a fun and flexible way to enjoy Logansport's waterways.



## Project Approach

- Project Approach: Description of proposed rental system, operations plan, customer service plan, and maintenance strategy

## Our Proposal

Rent.Fun understands that the City of Manitowoc is seeking to expand recreational opportunities along the Manitowoc River by introducing a self-service kayak rental program. The City aims to provide convenient, affordable, and safe access to kayaking through modern, solar-powered kiosks that operate without on-site staff. We can launch at Manitou Park and/or River Point. We offer 4, 8, and 12-unit stations, but can always customize based on park fit. Rent.Fun proposes the installation of an eight-unit self-service kayak rental kiosk at either Manitou Park or River Point. Both locations offer excellent access to the water and are ideally suited for a program that enhances riverfront activity and encourages residents and visitors to explore Manitowoc's natural spaces.

Our modular kiosks include single, tandem kayaks, paddles, and personal flotation devices (PFDs), all managed through the Rent.Fun mobile app. Users can rent, unlock, and return equipment directly from their phones with no need for reservations or staff assistance. This model has been proven successful in more than 220 communities nationwide, including nearby Green Bay, Calumet County, and Chilton.

The program will operate seven days a week during the recreation season. We will provide a kiosk that is solar-powered and equipped with digital locks, USCG-approved PFDs, and clear on-site safety signage. All rentals include automatic digital waivers and in-app safety tutorials to ensure a smooth, secure experience.

As mentioned in the [Regional Presence in Wisconsin](#) subsection, Rent.Fun has a strong and growing footprint across the state. We enhance that connection through our National Annual Membership Program, which gives users access to recreation across nearby communities and nationwide.

For just \$99 per year, members will be able to rent a kayak not only at the City of Manitowoc's kayak station but also at nearby programs in Green Bay, Calumet County, and Chilton, or at any of our 220 locations across the U.S.

Membership benefits include:

- Kayak rentals: Two hours free, twice daily at any Rent.Fun location (including 20 sites in Wisconsin)
- Lawn game rentals: Two hours free, daily at any of our lawn game stations nationwide

- Bike rentals: 12 hours free, daily through our sister company Tandem Mobility's bikeshare programs
- E-bike rentals: 30% discount through Tandem Mobility's bikeshare network

## ACCESS MORE WITH GO

Every rental has a guest pass



**FREE 12 HOURS  
BIKE RENTALS**



**FREE 2 HOURS KAYAK  
& LAWN GAMES RENTAL**



**30% OFF  
E-BIKE RENTALS**

Rent.Fun will take full responsibility for the ongoing maintenance and upkeep of the kiosk and equipment. We already maintain a district mechanic in Wisconsin and we are prepared to add a dedicated technician for Manitowoc if required.

Our customer support team is available seven days a week, providing quick assistance and ensuring a high-quality user experience. In addition, Manitowoc will have access to detailed reporting and analytics for complete transparency into program performance and financial outcomes.

Our proposal includes a 70/30 revenue-sharing model (Rent.Fun/City), providing a sustainable funding stream while expanding access to safe, affordable recreation for the community. Please refer to more details in the [Fee/Revenue Model](#) section.

## Proposed Rental System

Rent.Fun proposes the installation of an eight-unit self-service kayak rental kiosk at either Manitou Park or River Point. We can launch at Manitou Park and/or River Point. Both locations offer excellent access to the water and are ideally suited for a program that enhances riverfront activity and encourages residents and visitors to explore Manitowoc's natural spaces.

Our self-service kayak kiosks feature lockers that are large enough to securely store kayaks, along with paddles and PFDs, ensuring all necessary equipment is easily accessible. The smart



lockers operate on a fully self-service basis, with IOT that allows users to access and rent equipment via Rent.Fun mobile app. We have the option to provide both metal and wood frame lockers for the same price. For the same price, we can provide the City of Manitowoc with either metal or wood frame lockers, depending on their preference. Wooden lockers are used when tandem kayaks are required due to customization needs. Our products are U.S.-made.



Image: Metal Station



Image: Wood Station

We offer three types of rental kiosks for kayak lockers

- 4 unit-locker
- 8 unit-locker (recommended size for Manitowoc)
- 12 unit locker

Our stations can be set up in multiples of four. For example, an 8-unit station, as suggested, can be set up as an 8-unit station at one location or two 4-unit stations at two different locations. It can also be split up to activate two locations - one 4-unit + one 4-unit. We will plan with your team to determine the absolute best setup for your community.





Each unit will be equipped with the following

1. Single and tandem Kayaks
2. Personal Flotation Devices (PFDs)

## Installation

Upon contract signing, Rent.Fun will coordinate closely with the City of Manitowoc to install the kayak kiosk at the selected location. For optimal performance, kiosks can be installed on grass, pavement, gravel, or a concrete pad, provided the surface is relatively flat with less than a 5% slope. While we recommend a concrete pad for maximum stability and long-term durability, the final decision will rest with the City.

Our Launch Manager will schedule delivery and installation within 30 to 90 days of contract execution. Stations are transported by truck and trailer with all required equipment and tools on hand. A local district mechanic will assist with the installation to ensure proper placement, anchoring, and activation of the system. Installation is completed on the same day, meaning kiosks will be ready for rentals immediately once our team departs.

## Program Management

**Director of Strategic Partnerships (full-time):** Our director of strategic partnerships will collaborate with your team throughout the contracting process. He will ensure a smooth and efficient process for this engagement. Our director has extensive experience working with cities, counties, parks departments, and tourism bureaus. Therefore, they understand the unique challenges of implementing outdoor recreation programs and will provide the support needed to navigate approvals and logistics. Their role is to make the process as straightforward as possible while ensuring that the program aligns with community needs and goals.

**Partner Support and Operations Manager (full-time):** Once the contract is executed, you will be assigned a dedicated partner support and operations manager who will onboard and train your team. They will be the ones to collect all necessary program details to set up for a successful launch – program hours of operations, program signage, install location, install

surface, etc. After installation, your partner support and operations manager will be your main point of contact for any and all issues throughout the season. This person also directly manages the relationship with your assigned district mechanic, monitors all maintenance and customer support issues related to your program, and dispatches our district mechanic to respond to issues as they arise. Your partner's support and operations manager will host start-of-season and end-of-season phone calls where they share data and best practices with your team, and gather your feedback on how we can improve. Overall, their job is to make sure that we meet and exceed your expectations for a successful program.

**Market Support (full-time):** Once your program is up and running, you will be assigned a market support representative who will serve as your go-to contact for day-to-day operations. Their role is to ensure your program runs smoothly by assisting with troubleshooting, coordinating maintenance, and monitoring overall station performance.

Market support will work closely with our partner support and operations manager and your assigned district mechanic to handle any operational needs. They will track station functionality, schedule necessary maintenance, and ensure all rental stations remain fully operational. If any issues arise, market support will quickly assess the situation and dispatch the appropriate resources to resolve it.

Throughout the season, market support will provide real-time updates, gather feedback, and implement best practices to optimize your program. Their job is to ensure a seamless rental experience for both you and your users, keeping stations in top condition and ready for use at all times.

**Recruiter (full-time):** Our recruiter's sole task is to recruit and hire high-quality district mechanics in every market we operate. They post jobs on all relevant job sites, screen candidates, conduct video interviews, submit offers to the most qualified candidates, and assist our district mechanics with the onboarding process.

**District mechanic (part-time role):** Each Rent.Fun service region is organized into a district based on the number of kayak programs and the geographic layout. Within each district, we hire a part-time district mechanic local to your community who lives within a 90-mile radius of all assigned sites. District mechanics play a key role in keeping our kayak programs safe, reliable, and ready for use. They visit each program regularly and check the equipment (kayaks, paddles, lifejackets, and lockers) for any repairs or replacements. Each district candidate must meet the following minimum criteria to be considered for an interview:

- Experience in mechanical or technical maintenance (preferred but not required)
- Ability to work outdoors and travel between program locations
- Strong attention to detail and problem-solving skills
- Willingness to adhere to Rent.Fun's maintenance and reporting standards

As part of the interview process, we evaluate each candidate's alignment with Rent.Fun's values and the unique needs of the local program. Background checks are also conducted to ensure the safety and integrity of our team and the communities we serve.

**Install Manager (full-time):** Our install manager is the person responsible for transporting, installing, and activating your rental station. These are full-time Rent.Fun employees who are DOT-certified drivers with a wealth of mechanical and electrical expertise. Each of our full-time install managers drives around the country in a truck and trailer, executing up to 12 installs in a given month. We will coordinate with your team to align on a suitable day for installs. Your install manager will contact you on install day to ensure that we can properly access the location and that we are installing in the correct location and position. Installs are completed on the same day of arrival. By the time we leave the site, your location will be available for rentals.

**Customer Support (full-time):** Rent.Fun provides live chat support to renters to assist renters with any billing or customer service issues, from 4 am to 11:59 pm; 7 days a week, 365 days a year. Our rotating staff schedule ensures that we have coverage at all times. Average response times to customer support inquiries are currently under 5 minutes.

## Maintenance

As previously stated, each Rent.Fun service region is organized into a district based on the number of kayak programs and the geographic layout. Within each district, we hire a part-time District Mechanic local to your community who lives within a 90-mile radius of all assigned sites. District Mechanics play a key role in keeping our kayak programs safe, reliable, and ready for use. They visit each program regularly and check the equipment (kayaks, paddles, lifejackets, and lockers) for any repairs or replacements.

### Key Responsibilities:

- **Scheduled Maintenance (regular):** Visit all assigned locations, inspect and repair kayaks, paddles, lifejackets, and lockers.
- **Issue Resolution & Repairs:** Address reported breakdowns and conduct necessary fixes during each loop.
- **Reporting:** Submit daily updates, station reports, and maintenance logs.

Once operational, our district mechanics perform reactive repairs on an as-needed basis. During reactive repair visits, our technician inspects all lockers, kayaks, paddleboards, and personal flotation devices (PFDs), performing any necessary repairs on the spot. These inspections and repairs occur approximately 3 to 4 times per month, depending on the volume of issues identified through rental activity. Here's a table providing information about the details of activities done during a regular repair.



Preventive Maintenance Checklist	
<b>(1) Kayaks</b> <ul style="list-style-type: none"> <li>✓ Remove the kayak from each locker unit.</li> <li>✓ Inspect the Rigging - Make sure the handles, perimeter lines, bungees and seats are all in good shape.</li> <li>✓ Inspect Bottom - Flip the kayak over and look for damage, holes, scratches, or gouges.</li> <li>✓ Take a photo of each kayak's bottom to ensure that there are no scratches, gouges, or holes.</li> <li>✓ Clean - Wipe exterior and interior seats with water and/or disinfecting wipes.</li> </ul>	<b>(2) Lifejackets</b> <ul style="list-style-type: none"> <li>✓ Remove each lifejacket from each locker unit.</li> <li>✓ Check that all hardware and straps are firmly attached and are in working order.</li> <li>✓ Check for leaks, mildew, lumpy or hardened buoyancy material, and oil saturation in the fabric.</li> <li>✓ Make sure that there are no rips or tears in the fabric.</li> <li>✓ Make sure that the label stating USCG approval is attached, and that it is readable.</li> <li>✓ Discard and replace life jackets that show signs of deterioration - tears, mildew stains.</li> </ul>
<b>(3) Paddles</b> <ul style="list-style-type: none"> <li>✓ Remove each paddle from each unit.</li> <li>✓ Rinse with clean fresh water; be sure to rinse the ferrule as well.</li> <li>✓ Examine the internal parts of the shaft to make sure they are clear of water and debris.</li> </ul>	<b>(4) Locker and Locker Door</b> <ul style="list-style-type: none"> <li>✓ Lock and unlock each lock and check battery levels</li> <li>✓ Open and close each locker door, inspect the hinge, check for proper functioning, and make any necessary repairs</li> <li>✓ Check that all signage is present and properly displayed. Signs should be straight, clean, and undamaged.</li> </ul>

As part of the rental process in the Rent.Fun mobile app, users are prompted to submit a photo of the equipment when returning it to the locker. These “end-of-rental photos” are reviewed by our Customer Support Team, available 7 days a week, to identify any damage or missing items. Based on these reviews, maintenance tickets are generated for our District Mechanics to complete reactive repairs as needed.

Most replacement requests are resolved within 2 to 4 days. The most common issues involve missing or damaged life vests and paddles. Our District Mechanics carry a safety stock of these items to ensure prompt replacements and continued service.

We use dedicated Slack channels to view repair photos and work summary reports from Mechanics. Our district mechanics ensure that real-time updates on maintenance tasks are communicated back to our partner and operations manager. We provide our district mechanics with tool kits (please refer to the images below), which are fully stocked with essential tools and

replacement parts. In this way, we make sure our in-field is fully equipped to take care of repairs and maintenance in the field.



## Customer Support

Rent.Fun, LLC is committed to providing exceptional customer service. Our team of dedicated full-time customer service associates is available to assist with any technical, equipment/app-related issues or billing concerns. They are empowered to ensure user satisfaction, including processing refunds for any less-than-satisfactory experiences and remotely unlocking lockers for users who may have been accidentally locked out.

We provide customer support seven days a week, 20 hours a day, with rotating shifts to ensure consistent coverage for all our locations nationwide. Our associates are accessible via email, phone, and live chat services available through the Rent.Fun app and website. Our current response time averages 2-3 minutes after the initial inquiry, ensuring prompt assistance for users.

## Reporting

As the program host, our partners are granted password-protected access to Rent.Fun's administrative dashboard. It provides real-time visibility into all key program data points, including the rental logs. Not only will this enable the City to have full access to the rental logs at any time to check payment transaction history, but the City will also be able to effectively monitor the overall performance of the kayak rental program at the designated location.



RENT FUN

Olmsted County, MN

Adam Greenstein

Dashboard

Users

Rentals

Hardware

Locations

Customer Support

Maintenance

Memberships

Billing

Settings

Documentation

Rentals

Filter Dates

From

MM/DD/YYYY

To

MM/DD/YYYY

Filter

Clear

Rental Status

All Rentals

Search

Export

Export Routes

Actions	Scoot...	User	Start Location	Start Time	End Location	End Time
<div></div>	70220	Sandra Reite...	Chester Woods P...	10/23/2023, 6:26:27...	Chester Woods P...	10/23/2023, 7:28:4...
<div></div>	70219	Sandra Reite...	Chester Woods P...	10/23/2023, 6:25:36...	Chester Woods P...	10/23/2023, 7:28:0...
<div></div>	70220	Sandra Reite...	Chester Woods P...	10/21/2023, 3:24:09...	Chester Woods P...	10/21/2023, 4:09:14...
<div></div>	70219	Sandra Reite...	Chester Woods P...	10/21/2023, 3:22:41 ...	Chester Woods P...	10/21/2023, 4:06:43...
<div></div>	70221	Sandra Reite...	Chester Woods P...	10/17/2023, 5:44:30...	Chester Woods P...	10/17/2023, 6:57:31 ...
<div></div>	70220	Steve Conno...	Chester Woods P...	10/2/2023, 1:05:49 ...	Chester Woods P...	10/2/2023, 2:41:32 ...
<div></div>	70219	Steve Conno...	Chester Woods P...	10/2/2023, 1:00:36 ...	Chester Woods P...	10/2/2023, 2:40:23 ...
<div></div>	70220	Wendy Liu	Chester Woods P...	10/1/2023, 6:27:29 ...	Chester Woods P...	10/1/2023, 6:58:45 ...
<div></div>	70220	Violet Steink...	Chester Woods P...	10/1/2023, 5:18:40 ...	Chester Woods P...	10/1/2023, 5:35:08 ...
<div></div>	70222	Violet Steink...	Chester Woods P...	10/1/2023, 5:16:20 ...	Chester Woods P...	10/1/2023, 5:17:59 P...
<div></div>	70221	Violet Steink...	Chester Woods P...	10/1/2023, 5:10:48 ...	Chester Woods P...	10/1/2023, 5:17:12 P...

The following data will be available for each station in the network, and can be easily viewed on the dashboard or exported into a CSV file for further analysis:

## Key Data Points Provided:

- ✓ Log of every rental transaction, including start time, end time, and user details
- ✓ Log of all users who signed up, including first name, last name, and email address
- ✓ Number of rentals per specified period (e.g., monthly, yearly, daily)
- ✓ Number of new user sign-ups within a given time frame (monthly, yearly, daily)
- ✓ Overdue maintenance tickets for each station
- ✓ Customer support ticket logs
- ✓ Revenue generated within a given time period (e.g., monthly, yearly, daily)
- ✓ Refunds processed within a given time period (e.g., monthly, yearly, daily)

## Monthly Performance Summary

In addition to real-time data access, our partners receive a monthly summary report. This report will encapsulate all essential data points, providing a comprehensive overview of the program's performance. The summary ensures that the department stays well-informed and can make data-driven decisions to optimize the program.

## Type/Brand of Paddling Equipment

- Type/brand of paddling equipment provided.

### Kayaks

Our partnership with Pelican International, North America's largest manufacturer of kayaks, enables us to offer durable, high-quality kayaks. We use Pelican Bandit sit-on-top kayaks, known for their stability and ease of use, making them ideal for beginners and recreational users. These kayaks are specifically designed to be difficult to capsize and easy to flip back upright if capsizing occurs.



For Tandem Kayaks, we use the Challenger 130T Angler Tandem Kayak. This kayak is designed with a twin-arched multi-chine hull and provides exceptional stability, superior maneuverability, and excellent tracking. Featuring molded footrests, adjustable Ergoform backrests with seat cushions, a molded middle seat with footrests, 2 convenient bottle holders, and ample storage with bungee cords, 2 flush-mount rod holders, 4 accessory eyelets, and sturdy carrying handles, the Challenger 130T Angler kayak is the ultimate choice for avid fishing enthusiasts.





## Safety Equipment

Ensuring the safety of visitors is our top priority. Each rental station is stocked with safety equipment that meets all federal, state, and local regulations, as well as U.S. Coast Guard standards. This includes

- **USCG-approved Type III personal flotation devices (PFDs)**

Currently, all users receive a brief tutorial in the mobile app with basic reminders such as “wear your life vest.” Water safety instructions are also included with all Rent.Fun signage on site. We are in the process of adding prominently featured safety videos to the Rent.Fun app that gives detailed instructions on proper sizing, fitting, and securing of our US Coast Guard-approved Type III vests.



## Signage

We provide clear and accessible signage to ensure every participant understands the kayak rental process, safety guidelines, and rules for responsible use. Our signage includes essential safety tips, regulations and instructions as per safety laws, regulations and ordinances to promote a secure and enjoyable experience. Moreover, our signage also displays step-by-step guidelines for renting equipment. Additionally, rental rates are clearly displayed, along with QR codes for easy access to the mobile app and customer support, ensuring a seamless and user-friendly rental experience.

Our safety measures are communicated through clear signage and in-app instructions. In application, we provide:

- Step-by-step rental guidance to ensure users understand the process before accessing equipment.
- Mandatory acknowledgment of safety rules and liability agreements within the app
- Equipment inspection instructions require patrons to check kayaks, paddles, and life jackets for any visible damage before beginning their rental.


Our locker signage template reads the following

### Rules

- Download the Rent.Fun app and create an account.
- Scan the QR code on the locker.
- Inspect the kayak, paddle, and life jacket for any damage.
- Wear a US Coast Guard-approved life jacket at all times.
- Return equipment to the same locker unit and select "End Rental" in app.


### Safety Tips

- Check the weather; do not rent if there is lightning, rain, or high winds.
- Stay out of the way of other boats.
- Bring a means of communication, such as a cell phone, in a plastic bag.
- Dress appropriately, bring sunscreen and water.
- Wear a life jacket at all times.



### HOW TO RENT

- 1 DOWNLOAD**  
Download the Rent.Fun app and create an account.
- 2 UNLOCK**  
Scan the QR code on the locker.
- 3 REMOVE EQUIPMENT**  
Inspect kayak, paddle, and life jacket for any damage.
- 4 ENJOY YOUR PADDLE**  
Wear a US Coast Guard approved life jacket at all times.
- 5 RETURN & LOCK**  
Return equipment to the same locker unit and select "End Rental" in app.




SCAN HERE TO DOWNLOAD THE APP






### RULES

- Do not leave valuables in lockers.
- You must be 18 years or older to use Rent.Fun equipment.
- Maximum of one person per boat and no pets allowed.
- Alcohol is strictly prohibited.
- You must wear a life jacket at all times.

NEED HELP?  
SCAN HERE TO  
CHAT WITH US



### SAFETY TIPS

-  Check the weather; do not rent if there is lightning, rain, or high winds.
-  Stay out of the way of other boats.
-  Bring a means of communication, such as a cell phone in a plastic bag.
-  Dress appropriately, bring sunscreen and water.
-  Wear a life jacket at all times.

YOUR  
CITY'S LOGO

**\$25 per 2-hour rental,  
\$15 per hour thereafter**  
Download the app today!



## Outdoor Equipment Rental Kiosks

In addition to kayaks and paddleboards, our kiosks can support a variety of equipment options, including ping pong, disc golf, bocce ball, and cornhole, bikes, and other outdoor gear. We can design any type of outdoor equipment rental kiosks. This potential for expanded offerings can attract more visitors to the different parks, increasing engagement and establishing the City of Manitowoc as a premier destination for outdoor recreation.



# FIELD KIOSKS

RENT!FUN

WIFFLE BALL • BASEBALL • FOOTBALL • KICKBALL • SOCCER



# BEACH KIOSKS

RENT!FUN

YOUTH LIFEVEST • FLIPPERS • VOLLEYBALL • BEACH TOYS • BEACH CHAIRS







## OUTDOOR GAME CENTER v.1.0

Dec 2023



# Technology Overview

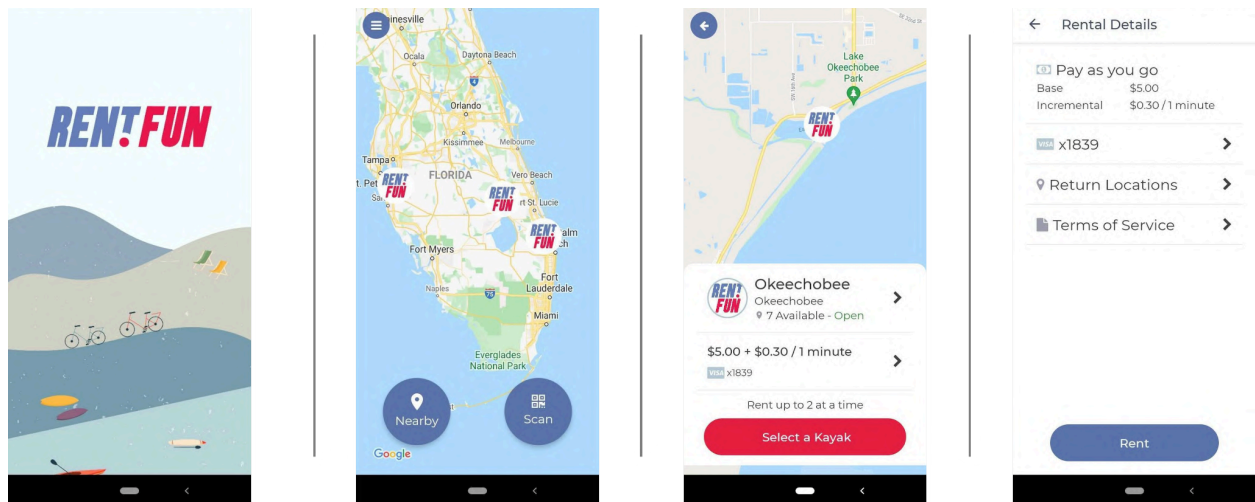
- Technology Overview: Details on self-serve system or digital platform.

## Mobile Application

Our rental kiosks operate on a fully self-service basis, with IOT that allows users to access and rent equipment via Rent.Fun mobile app. Our Rent.Fun mobile application is a user-friendly platform designed to offer a seamless and intuitive experience for users to rent kayaks from our self-service system. With this app, users are equipped with everything they need to rent their preferred equipment without the hassle of making reservations, waiting in queues, or dealing with paper forms.

- ✓ Rental Instructions and Safety Tips
- ✓ Scan the QR Code to Lock & Unlock the Equipment
- ✓ Start & End Rentals
- ✓ Accepts Credit Card, Debit Card
- ✓ Communicate with Customer Support
- ✓ Sign Electronic Waivers
- ✓ Get your receipts sent via email
- ✓ View Available Units

## Photos of App



## Key Features:

- User Interface and Experience:** The app features an intuitive and user-friendly interface, guiding users through each step of the rental process. Visual indicators and notifications keep users informed about kayak availability, reservation status, and successful unlock.

- b) **Security Measures:** To ensure user data privacy and prevent unauthorized access, the mobile app incorporates robust security measures:
- I) All communication between the app and the server is encrypted.
  - II) User authentication and authorization mechanisms are implemented to control access to kayak rental features.
  - III) The app includes support features, such as a help center or chat support, to assist users with any issues they may encounter during the rental process. Clear instructions and FAQs are provided to enhance user understanding.
- c) **Updates and Maintenance:** Regular updates to the mobile app are released to introduce new features, enhance security, and improve overall performance. Maintenance protocols ensure the app's compatibility with various mobile devices and operating systems.
- d) **Multi-Lingual:** The app has translations for all of the languages listed below, meaning that if a user has one of those languages set as their current language in their device then the app will display its text in that language.

✓ Afrikaans	✓ Haitian; Haitian Creole	✓ Persian
✓ Albanian	✓ Hausa	✓ Polish
✓ Amharic	✓ Hawaiian	✓ Portuguese
✓ Arabic	✓ Hebrew	✓ Pushto; Pashto
✓ Armenian	✓ Hindi	✓ Romanian; Moldavian
✓ Azerbaijani	✓ Hungarian	✓ Russian
✓ Basque	✓ Icelandic	✓ Samoan
✓ Belarusian	✓ Igbo	✓ Serbian
✓ Bengali	✓ Indonesian	✓ Shona
✓ Bosnian	✓ Irish	✓ Sindhi
✓ Bulgarian	✓ Italian	✓ Sinhala; Sinhalese
✓ Burmese	✓ Japanese	✓ Slovak
✓ Catalan; Valencian	✓ Javanese	✓ Slovenian
✓ Cebuano	✓ Kannada	✓ Somali
✓ Central Khmer	✓ Kazakh	✓ Sotho - Southern
✓ Chichewa; Chewa; Nyanja	✓ Kirghiz; Kyrgyz	✓ Spanish; Castilian
✓ Chinese (PRC)	✓ Korean	✓ Sundanese
✓ Chichewa; Chewa; Nyanja	✓ Kurdish	✓ Swahili
✓ Corsican	✓ Lao	✓ Swedish
✓ Croatian	✓ Latin	✓ Tagalog
✓ Czech	✓ Latvian	✓ Tajik
✓ Danish	✓ Lithuanian	✓ Tamil
✓ Dutch; Flemish	✓ Luxembourgish; Letzeburgesch	✓ Telugu
✓ English	✓ Macedonian	✓ Thai
✓ Esperanto	✓ Malagasy	✓ Turkish
✓ Estonian	✓ Malay	✓ Ukrainian
	✓ Malayalam	✓ Urdu
		✓ Uzbek

<ul style="list-style-type: none"> <li>✓ Finnish</li> <li>✓ French</li> <li>✓ Gaelic; Scottish Gaelic</li> <li>✓ Galician</li> <li>✓ Georgian</li> <li>✓ German</li> <li>✓ Greek</li> <li>✓ Gujarati</li> </ul>	<ul style="list-style-type: none"> <li>✓ Maltese</li> <li>✓ Maori</li> <li>✓ Marathi</li> <li>✓ Moldovan</li> <li>✓ Mong</li> <li>✓ Mongolian</li> <li>✓ Nepali</li> <li>✓ Norwegian</li> </ul>	<ul style="list-style-type: none"> <li>✓ Vietnamese</li> <li>✓ Welsh</li> <li>✓ Western Frisian</li> <li>✓ Xhosa</li> <li>✓ Yiddish</li> <li>✓ Yoruba</li> <li>✓ Zulu</li> </ul>
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## Mobile Application Controlled Cellular Lock

Our mobile application-controlled lock system is designed to offer seamless and secure access to kayak lockers, enhancing both user experience and operational efficiency. Each locker is fitted with a QR code-based locking system. The system leverages advanced IoT technology and reliable cellular connectivity to ensure that users can effortlessly unlock kayaks via their smartphones.

- a. **IoT Device Integration:** Each kayak kiosk is equipped with a smart lock, an IoT device that receives and processes commands remotely. This device is crucial for enabling mobile-controlled access and is integrated into our system to provide a user-friendly experience.
- b. **Cellular Connectivity:** The IoT device connects to the nearest cell tower using a cellular module, operating on standard networks like 4G LTE or 5G. This wide coverage ensures the system functions reliably, even in areas without Wi-Fi, making it adaptable to various locations across the U.S.
- c. **Mobile Application Interface:** Through our mobile app, users can locate available kayaks, initiate the unlocking process, and manage their rentals with ease. The system is configured to ensure that only users within a 10-yard radius of the rental station can unlock a locker, adding an extra layer of security and convenience.
- d. **Data Transmission and Security:** All communication between the app, our backend server, and the IoT device is encrypted, ensuring secure data transmission and preventing unauthorized access.
- e. **Unlocking Process:** The process is streamlined for efficiency. Once the user sends a request, the IoT device authenticates it and triggers the unlocking mechanism within seconds, delivering a smooth and responsive user experience.
- f. **Battery and Power Management:** Our IoT devices are powered by long-lasting, solar-powered batteries, ensuring continuous operation without the need for frequent maintenance or recharging. This not only enhances reliability but also supports sustainability.



- g. **Remote Monitoring and Management:** The cellular connection allows for real-time monitoring and remote management of the lockers. This means that any issues can be addressed promptly, maintaining high service quality and minimizing downtime.
- h. **Scalability and Reliability:** The use of cellular networks ensures that the system can be easily scaled to cover additional locations without requiring significant infrastructure changes.

## Rental Experience

### User Registration and Authentication:

Users can download our app from the store on their mobiles. Users can register within the app, providing the necessary details for account creation. Authentication mechanisms, such as secure login credentials, ensure the security of user accounts. The app includes a map feature that displays the locations of available kayaks. Users can browse through available kayaks based on their proximity, ensuring a convenient and efficient rental experience.



### Unlock your Equipment:

When ready to use a kayak, users initiate the unlock process through the app. Users can scan the QR code at the station to unlock their kayak or SUP. Paddles and lifejackets are included. The app securely communicates with the IOT device that is embedded into each locker, which then sends an unlock command to the designated kayak's IoT device via cellular connectivity.

### Enjoy the Ride:

Experience the tranquility of the water, the beauty of the surrounding nature, and the thrill of paddling. Wear your life jacket at all times while on the water.



### End Rental:

Bring your equipment back to the station. Select "End Rental" in the App to return the equipment. Users must take a photo of their equipment returned inside the locker before they are able to end the rental. Rent.Fun keeps a log of all end rental photos and regularly monitors them to detect any equipment issues that need to be addressed.

## Payment Processing

User payments are collected via a linked credit card for the Rent.Fun app. A user must provide a credit card during account setup to begin renting kayaks. Recently, we have integrated Google Pay and Apple Pay for user payments.

Our mobile app seamlessly integrates with Stripe, a well-known global payment processing platform known for its security and fraud prevention capabilities. Stripe serves as the backbone of our payment infrastructure, enabling users to make transactions within the mobile app with ease and security. Key components are summarized below:

- a. **User Payment Information:** Users securely input their payment details, such as credit card information, within the app during the registration or rental process. Stripe tokenizes this sensitive information, converting it into a unique identifier, enhancing security and complying with industry standards.
- b. **Transaction Processing:** When a user initiates a rental or makes a payment through the mobile app, Stripe handles the transaction processing in the background. It verifies the payment details, authorizes the transaction, and facilitates the movement of funds between the user's account and our designated business account.
- c. **Security Measures:** Stripe employs industry-leading security measures to safeguard payment information.
  - **Tokenization:** User payment data is tokenized, reducing the risk associated with storing sensitive information.
  - **Encryption:** All communication between the app, our server, and Stripe is encrypted, ensuring the confidentiality and integrity of data.
- d. **Payment Confirmation:** Upon successful transaction processing, the user and our system receive confirmation of payment from Stripe. This real-time confirmation ensures transparency and builds user trust in the rental process.
- e. **Refunds and Disputes:** We handle refunds and manage payment disputes through the Stripe dashboard. This capability ensures a streamlined process for addressing user concerns and maintaining customer satisfaction.
- f. **Reporting and Analytics:** Stripe offers comprehensive reporting tools that allow us to track and analyze transaction data. This helps us gain insights into revenue, user behavior, and other key metrics, facilitating informed business decisions. As the program host, you will also receive a transaction report with every transaction that generates your revenue share check.



- g. **Compliance:** Stripe adheres to strict compliance standards, including Payment Card Industry Data Security Standard (PCI DSS) compliance. This ensures that our payment processing aligns with the highest security standards in the industry.

## **Implementation Timeline**

- **Implementation Timeline:** Proposed schedule for setup and launch.

Phase	Milestone / Task	Timeline	Details
1. Selection & Agreement	Vendor Selection and Notification	November 7, 2025	City confirms the selection of Rent.Fun as the vendor.
	Agreement Development	November 7 – December 31, 2025	Finalize terms, confirm chosen site (Manitou Park or River Point), review site photos, and identify surface preparation needs.
2. Pre-Installation Planning	Project Kickoff Call	Early January 2026	Virtual kickoff with City Parks Division and Rent.Fun Launch Manager to confirm site readiness, installation schedule, and branding.
3. Manufacturing & Logistics	Kiosk Preparation	February 2026	Manufacturing, assembly, and quality checks of the eight-unit kayak kiosk (metal or wood). Equipment inventory prepared (kayaks, paddles, PFDs).
	Shipping Coordination	March 2026	Delivery logistics finalized; installation date scheduled in coordination with the City.
4. Installation & Activation	Equipment Delivery	April 2026	Kiosk and kayaks to be transported by truck and trailer to the Manitowoc site.
	Installation & Setup	April 2026	Local district mechanic and Rent.Fun install team anchor, level, and activate the kiosk. Setup includes system testing and photo documentation.
	Quality & Safety Check	Same day as install	Launch Manager verifies locking mechanisms, app connectivity, and solar power operation.

5. Program Launch	Soft Launch & Testing	Late April 2026	City staff invited to test rentals and review signage; final adjustments made.
	Public Launch / Go Live	May 2026	The system opened to the public for the summer recreation season.
6. Post-Launch Support	Performance Monitoring	May – October 2026	Regional technicians perform regular maintenance; the partner support team reviews data and reports monthly.
	End-of-Season Review	October 2026	Rent.Fun provides an annual performance summary and recommendations for the next season.

## Fee/Revenue Model

- Fee/Revenue Model: Proposed financial structure (e.g., revenue sharing, lease fee, etc.).

## Activation Fee

Rent.Fun's Self-Service Kayak Rental Programs have an Activation Fee, typically paid for by the host partner (City of Manitowoc in this case) or a third party (e.g. local tourism bureau). This Activation Fee ensures that Rent.Fun can deliver a high-quality service to your community throughout the entire duration of this agreement, regardless of how much revenue is generated from rentals.

Kiosk Type	Activation fee (one-time fee)
8-Unit Kiosk (wood) at either Manitou Park and River Point	\$35,000

## Additional Pricing Details

In the tables below, we are providing additional pricing details of our 4-unit and 12-unit kayak kiosks, along with other recreational kiosks that we offer.

Sr	Kiosk Type	Activation fee (one-time fee)
1.	4-Unit Kiosk (metal or wood)	\$20,000
2.	12- Unit Kiosk (metal or wood)	\$50,000

## Outdoor Equipment Rental Kiosks

Sr	Kiosk Type	Activation fee (one-time fee)
1.	Rec Equipment Kiosk (installed at existing amenities) - You Choose the "sport"	\$3,000
2.	Corn Hole Lane	\$6,000
3.	Ping Pong or Bocce Ball court	\$6,000

## Rental Fee

We have the following tiered pricing system for Kayak rental programs. We are willing to work with you on pricing at the time of contract signature that makes sense for your community

- \$25 - under 2 hours
- \$40 - under 4 hours
- \$50 per day
- \$60 per week

## Outdoor Equipment Rental Pricing

- \$5 for 30 minutes

## Annual Membership for \$99:

- Kayak rentals: Two hours free, twice daily
- Lawn game rentals: Two hours free, daily
- Bike rentals: 12 hours daily
- E-bike rentals: 30% discount

Our rental pricing is subject to change and we are open to discussing the right fee for your community.

## Revenue Share

Our proposed model is a 70/30 (Rent.Fun/City) revenue-sharing agreement, where 70% of the revenue generated from self self-service kayak rental program at the designated location will be shared with Rent.Fun and the rest (30%) with the City. Manitowoc's 30% share of gross rental revenue generated from rentals will be distributed annually. We are open to discussing the revenue share with you during contract negotiations.



## City Requirements

- **City Requirements:** What is required of the City to assist in operations and or implementation.

Rent.Fun provides a fully managed, turnkey service that requires minimal involvement from the City of Manitowoc. To ensure a smooth installation and successful launch, we request the City's assistance with the following:

- **Site Coordination:** Confirm the selected site (Manitou Park or River Point) and provide access for installation vehicles and equipment.
- **Permit Support:** Assist in securing any local permits or approvals needed for placement of the self-service kiosk.
- **Surface Preparation:** Provide a stable, level surface such as grass, pavement, gravel, or a concrete pad (if preferred) for installation. For optimal performance, kiosks can be installed on grass, pavement, gravel, or a concrete pad, provided the surface is relatively flat with less than a 5% slope. While we recommend a concrete pad for maximum stability and long-term durability, the final decision will rest with the City.
- **City Promotion (optional):** Share program information on City websites or social media to help promote access and awareness.

Beyond these simple steps, Rent.Fun manages all other aspects of the program, including installation, maintenance, insurance, customer support, reporting, and equipment replacement.

## References

- **References:** Contact information for at least one similar project or client.

### **Reference 1:**

Name of firm	Jonesboro, Arkansas
Address of the firm	3009 Dan Avenue Jonesboro, AR 72401
Name of Contact	Amy Scott
Title	Parks and Recreation Director
Email Address	<a href="mailto:ascott@jonesboro.org">ascott@jonesboro.org</a>
Telephone	(870) 933-4604 EXT: 5123
Brief Summary of Scope	We partnered with the city of Jonesboro to launch a self-service kayak rental program at Craighead Forest Park.

	In a semi-urban location, the city expressed their desire to bring a program like this to the city because kayaking has been historically inaccessible to most as the need for storage and transportation posed a logistical challenge for most of their community. Our self-service kayak station is conveniently located at the water's edge so that everyone in the community can access the water by renting a kayak and not have to worry about storage/transportation.
--	--

**Reference 2:**

Name of firm	McKinney, Texas
Address of the firm	1611 N. Stonebridge Dr. McKinney, TX 75071
Name of Contact	Ryan Mullins
Title	Assistant Director
Address	1611 N. Stonebridge Dr. McKinney, TX 75071
Email Address	<a href="mailto:rmullins@mckinneytexas.org">rmullins@mckinneytexas.org</a>
Telephone	972-547-7482
Brief Summary of Scope	We've partnered with the city of McKinney to launch a self-service kayak rental program at Towne Lake Park. Accessing the water in an urban setting is often not too common. To make this dream a reality for the city, we scouted suitable sites in which we could offer accessible rentals for the community that didn't require staffing to operate. Oftentimes, not having storage or a particular mode of transportation, especially in a city, can rule out the idea of kayaking. Our partnership with the city offers kayak rentals completely self-service at a very affordable price. The McKinney community can now make their way to Towne Lake Park, rent a kayak on their own time, and not have to worry about cleaning, transporting, or storage.

**Reference 3:**

Name of firm	Hertford, North Carolina
Address of the firm	114 West Grubb Street, PO Box 32, Hertford, North Carolina 27944
Name of Contact	Janice McKenzie Cole
Title	Hertford Town Manager

Email Address	<a href="mailto:HertfordManager@gmail.com">HertfordManager@gmail.com</a>
Telephone	(252) 426-1969
Brief Summary of Scope	We've partnered with the city of Hertford, NC to launch a self-service kayak rental program at Hertford Bay Marina. Located on a slow-moving river, this program offers a fantastic example of safe and accessible recreation on the city's best natural resource. A true nature experience, the community is now able to get out on the water and experience the geographic wonders of its location in the world in a safe way. The community can go on long ,winding trips down the river or float near shore - in both cases, the renter is able to paddle freely in both directions, making this slow-moving river the ideal place for one of our self-service kayak stations.

#### Reference 4:

Name of firm	Virginia Beach, Virginia
Address of the firm	2401 Courthouse Dr. City of Virginia Beach
Name of Contact	Amanda Parrish
Title	Parks and Recreation Coordinator - Park Events, Programs & Special Use
Address	2401 Courthouse Dr. City of Virginia Beach
Email Address	<a href="mailto:aparrish@vbgov.com">aparrish@vbgov.com</a>
Telephone	757-385-1120
Brief Summary of Scope	We have partnered with the city of Virginia Beach, VA to launch self-service kayak rental programs at Lake Lawson/Lake Smith Natural Area and Munden Point. The city has a ton of terrific spots to recreate and sees a ton of tourism. We worked directly with their parks department to determine the best spots to install our stations after they shared community feedback that people wanted more ways to recreate on the water. Tourists, visitors, and locals alike now have options to get out on the water without having to own their own equipment or lug their equipment across state lines while traveling. Instead of having to commit to a full day of kayaking, just to get out there - the traditional method -



	folks can now incorporate kayaking into their days/trips without having to commit a full day to it.
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# Proof of Insurance



## CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

09/17/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	Brownrigg LLC PO Box 1139 Oregon City, OR 97045 License #: 3000350240	CONTACT NAME:	Troy Brownrigg	
		PHONE (A/C, No, Ext):	(503)655-3025	FAX (A/C, No):
		E-MAIL ADDRESS:	troy.brownrigg@brownrigg.insure	
INSURED	Rent.Fun LLC 120 West Main Street, Suite 300 Northville, MI 48176	INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A: Starstone Specialty Insurance Co.		
		INSURER B: The Hartford		
		INSURER C: NEXT Insurance Co US		
		INSURER D:		
		INSURER E:		

### COVERAGES

CERTIFICATE NUMBER: 00001522-0

REVISION NUMBER: 106

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	PRL00068221P	10/15/2024	10/15/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		22 UEC AF3846	09/21/2024	09/21/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		NXT-17472397-40077	05/15/2025	05/15/2026	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y N/A	41 WEC AJ6M3U	12/16/2024	12/16/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Physical Damage		22 UEC AF3846	09/21/2024	09/21/2025	Comp/Coll Ded 1,000
B	Physical Damage		22 UEC AF3846	09/21/2024	09/21/2025	Limit per Vehicle ALS

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

### CERTIFICATE HOLDER

### CANCELLATION

	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE  (TWB)

ACORD 25 (2016/03)

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