



Access 26 – Family Food Truck Park

Vendor Invitation & Opportunity Overview

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Dear Vendor,

Thank you for your interest in joining **Access 26 – Family Food Truck Park**, a premier waterfront food truck destination located in the heart of **Fort Myers Beach, Florida**.

Our vision is simple:

To create the **highest-quality, family-friendly food truck experience in Southwest Florida**, combining great food, strong vendor partnerships, and a high-traffic, destination-driven environment.

This is not just a place to park your truck — this is a **business growth opportunity**.

Why Vendors Choose Access 26

Prime Location – Built for Traffic

- Located directly on **Estero Blvd (high tourist corridor)**
- Footsteps away from Beach Access 26 and resorts
- Year-round **tourist + local traffic**
- Designed as a **destination**, not just a stop

Revenue-Focused Model

- Rent based on **15% of gross sales** (aligned incentives)
- No flat rent burden during slower periods
- Built to support **vendor profitability and growth**

Full Utility Hookups (No Generator Hassles)

- Metered **electric, water, gas, and sewer**
- No noise, no fuel costs, no generator maintenance
- Cleaner, safer, more professional environment

Centralized Beverage Program

- Park-operated beverage center drives:
 - Faster service for vendors
 - Higher overall ticket averages
 - Reduced inventory burden for food trucks
- Vendors focus on **food execution + speed**

Family-Focused Destination

- Designed for:
 - Families
 - Tourists
 - Repeat local customers
 - Safe, clean, and welcoming atmosphere
 - Encourages **longer stays = higher spending per customer**
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Curated Vendor Mix (Low Competition)

- Carefully selected vendors to avoid oversaturation
 - Unique concepts prioritized
 - Overlapping menu items managed and approved
 - You are not competing with 5 identical trucks
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Built-In Marketing & Promotion

- Park-led marketing efforts including:
 - Social media campaigns
 - Event programming
 - Seasonal promotions
 - Vendors benefit from **shared exposure and traffic generation**
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Professional Operations Environment

- Clean, organized, and professionally managed park
 - Defined operating hours and expectations
 - Consistent standards across all vendors
 - Designed to elevate your brand image
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Infrastructure That Supports You

- Waste management provided
 - Structured grease and sanitation systems
 - Organized layout with designated spaces
 - No chaotic setups or inconsistent environments
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Tourism-Driven Volume

- Fort Myers Beach is a **destination market**
 - High seasonal spikes + strong year-round activity
 - Opportunity to scale revenue beyond typical local routes
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Partnership Approach

We are not just leasing space — we are building a **vendor community**.

We prioritize vendors who are:

- Reliable and professional
 - Focused on customer experience
 - Capable of handling high-volume service
 - Bringing something unique to the park
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What We Look for in Vendors

- Strong, clearly defined concept
 - Efficient service model
 - Clean and professional presentation
 - Ability to thrive in a high-traffic environment
 - Positive, team-oriented attitude
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Your Opportunity

Access 26 is designed to become:

-  **A must-visit food destination**
-  **A high-performing vendor ecosystem**
-  **A long-term business platform for growth**

Spots are limited and curated to ensure success for all participating vendors.

Next Steps

To be considered, please complete the attached vendor application and submit all required documentation.

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