



MEMORANDUM

P.O. Box 4100 ♦ FRISCO, COLORADO 80443

TO: MAYOR AND TOWN COUNCIL

FROM: TOM HOGEMAN, MARINA MANAGER
CASEY FARRELL, MARINA SERVICE MANAGER
JENN SHIMP, MARINA GUEST SERVICES MANAGER

RE: RESOLUTION 21-06 FOR THE PURCHASE OF SIX(6) NEW PONTOON BOATS AND MOTORS
FROM CROWLEY MARINE FOR THE FRISCO BAY MARINA

DATE: FEBRUARY 23, 2021

Summary and Background: As part of the 2021 Marina Capital budget, Council approved \$195,000 for the replacement of six (6) pontoon rental boats. A request for proposals (RFP) for the purchase of six (6) pontoons and motors was published in January and five Colorado boat dealers were contacted and emailed directly with the RFP. The Town received two (2) qualified bids:

- Mercaterra Atlantic LLC - \$224,400.00
- Crowley Marine - \$171,482.00

Based on price, experience, reputation and their ability to deliver the boats in a timely manner, staff recommends Town Council approve Resolution 21-06, "A RESOLUTION FOR THE PURCHASE OF SIX (6) NEW PONTOON BOATS AND MOTORS FROM CROWLEY MARINE FOR THE FRISCO BAY MARINA "

Analysis: The Frisco Bay Marina (FBM) generates the majority of revenue from the rental of boats. In order to provide a quality product, the fleet of power boats rotates every three years to minimize wear and tear and to maximize the resale of the used boats. The RFP was released on January 21, 2021, and staff received two qualified bids before the closing deadline:

Company	Bid Amount	Date of Submittal
Mercaterra Atlantic LLC	\$224,400.00	2/8/2021
Crowley Marine	\$171,482.00	1/26/2021

The Town has purchased boats and motors from Crowley Marine in the past. Crowley Marine is located in Denver, Colorado, and has been in business for over 50 years. They supply all

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boating parts, service and support. The Sylvan pontoon boats provide a good balance of quality and comfort at a reasonable price, and are currently in the rental fleet at the FBM. The motors are Yamaha motors, which is new this year as previous motors were Evinrude motors. In 2020, Evinrude announced that they would be ceasing production of their outboard motors after this year. In December 2020, staff began the process of becoming a Yamaha Service Center, and as such, requested proposals for new pontoons and motors to include Yamaha outboard motors.

Financial Impact: Passage of the recommended motion entering into a purchase with Crowley Marine will have a base price of \$171,482. Additional options are being reviewed, and if added, the total price will not exceed \$180,000, which is below the budgeted amount of \$195,000, and has been budgeted in the Marina Fund, Capital Equipment (90-9000-4460). The agreement with Crowley Marine is fair and reasonable in light of the market for similar goods (and related services).

Alignment with Strategic Plan: The Town recognizes the importance of its recreational opportunities as essential to the Town's vibrancy, providing unique opportunities for visitors and locals to explore, play, experience, and share with the broader community. These pontoons are used as rentals for the marina business and contribute substantially to the overall revenue generated by the Frisco Bay Marina. As noted in the Operational Audit from F3 Marina, the rental fleet needs to be regularly replaced. Keeping the fleet updated and growing with the demand of the customers keeps the revenue maximized.

Environmental Sustainability: The 4-stroke 90hp Yamaha outboards are compliant with stringent California Air Resources Board (CARB) 3-Star ultra-low emissions standards - 65% cleaner than 2006 EPA limits - went into effect in 2008. Because the 3-STAR rating emission requirement is 65% of an already existing 75% cleaner EPA or 1-STAR certified outboard, a 3-STAR certified motor today emits less than 10% of the emissions recorded from an average pre-1998 outboard. Electric and hybrid motor alternatives are in their infancy in the marine market and the ones that are available in this horse power range are prohibitively expensive. Charging times do not allow for as quick a turnover as compared to gasoline powered engines. Staff will continue to research such motor alternatives on an annual basis and will bring appropriate recommendations to Council.

Staff Recommendation: Based on the bid amount and the ability of Crowley Marine to deliver the product in a timely manner, staff recommends Town Council make a motion to approve the attached Resolution, "APPROVING THE PURCHASE OF SIX (6) NEW PONTOON BOATS AND MOTORS FROM CROWLEY MARINE FOR THE FRISCO BAY MARINA."

Approved By:

Nancy Kerry, Town Manager

Bonnie Moinet, Finance Director

Diane McBride, Assistant Town Manager/Recreation Director

Attachments:

Attachment 1: Resolution 21-06