



MEMORANDUM

P.O. Box 4100 ♦ FRISCO, COLORADO 80443

TO: MAYOR AND TOWN COUNCIL
FROM: TOM HOGEMAN, MARINA GENERAL MANAGER
RE: FRISCO MARINA CONCESSIONAIRE AGREEMENT AND LICENSE FOR SAILBOAT RENTAL AND INSTRUCTIONAL SERVICES.
DATE: APRIL 13, 2021

Summary and Background: Since 2005 WindRider of the Rockies has provided sail boat rentals and instruction at Frisco Bay Marina. In the Fall of 2020 the owners of Windrider sold the business to Frisco resident Mark Schneider. Mr. Schneider has proposed to run a similar business based at the Frisco Bay Marina called Sail the Summit. This agreement and license will allow Sail the Summit to offer sail boat rentals, sailing instruction, and sailing tours on Dillon Reservoir. Sail the Summit will pay operating fees to the Town in exchange for space and services afforded at Frisco Bay Marina. Concessionaire is responsible for obtaining required operating permits from DRRec and providing proof of such compliance to the Town of Frisco.

Analysis: Mr. Schneider has been an avid sailor on Dillon Reservoir for many years and has worked with the prior concessionaire Windrider in the past. Staff feels that the services proposed by the Sail the Summit are a prudent and economical means to offer an additional marina amenity. No other companies have come forward inquiring about offering this service at the marina. Staff has looked into offering this service 'in house' but initial costs, coupled with the need for staff with specialized skills, makes this agreement a better choice.

Financial Impact: Approval of the attached amendment will have no financial impact to the budget. Concessionaire shall pay the following fees each year:

- Concessionaire shall pay 4% of all Gross Revenues Collected to Frisco.
- Concessionaire agrees to pay full price for all service work, Slips, Moorings, Dry Storage, and Winter Storage.

Alignment with Strategic Plan: Approval of this agreement aligns with the Town's goals of supporting a Thriving Economy as Sail the Summit is locally owned and operated, and is visited by locals and visitor alike.

Environmental Sustainability: With the exception of an engine powered boat used as a shuttle and chase boat, Sail the Summit's fleet is comprised of sailboats which do have small auxiliary motors but are primarily wind powered.

Staff Recommendation: Staff recommends that Council approve this Concessionaire Agreement and License between the Town of Frisco and Sail the Summit for a one (1) year term, beginning May 15, 2021, through May 14, 2022.

Approved By:

Nancy Kerry, Town Manager

Bonnie Moinet, Finance Director

Diane McBride, Assistant Town Manager, Recreation & Culture Director

Attachments:

Attachment 1 - Sail the Summit Contract 2021