



MEMORANDUM

P.O. Box 4100 ♦ FRISCO, COLORADO 80443

TO: MAYOR AND TOWN COUNCIL
FROM: DIANE McBRIDE, INTERIM TOWN MANAGER
RE: FIRST AMENDMENT TO CONCESSIONAIRE AGREEMENT WITH SAIL THE SUMMIT
DATE: APRIL 12, 2022

Summary and Background: This First Amendment to the Concessionaire Agreement and License will allow Mark Schneider, a Limited Liability Company operating as Sail the Summit, to provide sail boat rentals, sailing instruction, and sailing tours on Dillon Reservoir from the Frisco Bay Marina for the 2022 through the 2027 summer seasons (six operating seasons). 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, which was established in 2005. This will be his second year providing sailing services at the Frisco Bay Marina. 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 additional 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 successive one-year renewal terms beginning April 12, 2022 through October 31, 2027.

Approved By:

Diane McBride, Interim Town Manager
Leslie Edwards, Finance Director

Attachments:

Attachment 1 – First Amendment – Sail the Summit