



## MEMORANDUM

P.O. Box 4100 ♦ FRISCO, COLORADO 80443

**TO: MAYOR AND TOWN COUNCIL**  
**FROM: DIANE McBRIDE, INTERIM TOWN MANAGER**  
**RE: THIRD AMENDMENT TO CONCESSIONAIRE AGREEMENT WITH FRISCO ROWING CENTER**  
**DATE: APRIL 12, 2022**

**Summary and Background:** This Third Amendment to the Frisco Marina Concessionaire Agreement and License will allow Frisco Rowing Center at Lake Dillon to continue renting sculls and providing rowing instruction to the public at Frisco Bay Marina for the 2022 through the 2024 summer/boating seasons (three operating seasons). This is the 13th year of operations for Frisco Rowing Center at the Marina. Frisco Rowing Center provides all equipment and certified instructors for the business. Frisco Rowing Center provides a direct phone number for their business and does their own marketing. The Town of Frisco Marketing and Communications Department assists them with marketing as appropriate.

**Analysis:** Staff feels that offering rowing activities to the general public through a concessionaire agreement and license is a prudent and economical way to offer a desired amenity. Frisco Rowing Center has operated a very successful business and has introduced rowing to many visitors and citizens.

**Financial Impact:** The Frisco Rowing Center will pay a flat fee of \$2,500 per operating season for use of designated Marina space and the use of 44 storage racks. Concessionaire shall also pay the normal slip rate, the normal summer shed storage rate, and the normal winter boat storage rate. Frisco hereby waives the winter shed storage rate and the winter storage container rate. Concessionaire shall also pay normal rates for all work orders, labor, parts and supplies. Concessionaire agrees to pay DRReC directly all sums due pursuant to any permit that may be issued by DRReC to Concessionaire.

**Alignment with Strategic Plan:** Per the 2019-2020 Town of Frisco Strategic Plan, providing quality core services is the heart of the Town of Frisco. 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. The Rowing Center provides visitors and locals alike with the opportunity to take part in a fun, healthy, outdoor activity.

**Environmental Sustainability:** The Rowing Center has one power boat used for instruction equipped with a modern fuel-efficient motor; otherwise the bulk of the activity is human powered. Rowing Center Staff take care of their space and keep it neat and free from trash.

**Staff Recommendation:** Staff recommends that Council approve the Third Amendment to the Frisco Marina Concessionaire Agreement and License between the Town of Frisco and Frisco Rowing Center at Lake Dillon.

**Approved By:**

Diane McBride, Interim Town Manager  
Leslie Edwards, Finance Director

**Attachments:**

Attachment 1 – Third Amendment to Concessionaire Agreement with Frisco Rowing Center