



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 SUMMIT SHUTTLE
DATE: APRIL 12, 2022

Summary and Background: This First Amendment to the Concessionaire Agreement and License will allow the Summit Shuttle to offer water taxi service between the Frisco Bay Marina and the Dillon Marina as well as after-hours private charter services for the 2022 through the 2024 summer/boating seasons (three operating seasons).

Analysis: Frank Keesling is the owner and operator of the Summit Shuttle and has been operating on the Dillon Reservoir for the past four summers. Mr. Keesling has secured a Dillon Reservoir Recreation Committee (DRReC) permit for this business, and is responsible for obtaining required operating permits from other entities and providing proof of such compliance to the Town of Frisco.

Staff feels that offering water taxi service to the general public through a concessionaire agreement and license is a prudent and economical way to offer a desired amenity. The concessionaire provides their own direct phone number and web page maintenance and conducts their own marketing.

Financial Impact: The Summit Shuttle will pay Operating Fees each year as follows:

Concessionaire shall pay to Frisco (the “Operating Fees”):

- Two percent (2%) of revenues collected on all water shuttle services wherein passenger pick up or drop off occurs at the Frisco Bay Marina
- Two percent (2%) of revenues collected on the sale of all retail merchandise
- Four percent (4%) of revenues collected on all water shuttle services wherein passenger pick up and drop off occurs solely at the Frisco Bay Marina
- Four percent (4%) of advertising revenues collected from Frisco-based enterprises.
- Agreed upon slip rate
- Agreed upon trailer storage rate
- Agreed upon winter boat and trailer storage rates
- Agreed upon fuel rates

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 Summit Shuttle provides an opportunity to expose new customers to Lake Dillon and the other amenities offered at the Marina.

Environmental Sustainability: The Summit Shuttle operates one pontoon that can carry up to 15 passengers. It provides an alternative to automobile transportation between the Towns of Frisco and Dillon reducing emissions from multiple vehicles. The shuttle also allows for the transportation of bicycles to promote taking the shuttle one way and riding on the recreation path between the Towns for the return trip.

Staff Recommendation: Staff recommends that Council approve the Marina Concessionaire Agreement and License between the Town of Frisco and the Summit Shuttle.

Approved By:

Diane McBride, Interim Town Manager
Leslie Edwards, Finance Director

Attachments:

Attachment 1 – First Amendment to Concessionaire Agreement with Summit Shuttle