



MEMORANDUM

P.O. Box 4100 ♦ FRISCO, COLORADO 80443

TO: MAYOR AND TOWN COUNCIL
FROM: LOGAN SNYDER, MARINA GENERAL MANAGER
RE: FIRST AMENDMENT TO CONCESSIONAIRE AGREEMENT WITH ADVENTURE PADDLE TOURS
DATE: MAY 10, 2022

Summary and Background: This First Amendment to the Concessionaire Agreement and License will allow Kyle McKenzie, a sole proprietor operating as Adventure Paddle Tours, a Colorado corporation, to provide kayak and stand up paddleboard (SUP) tours and lessons from the Frisco Bay Marina. Mr. McKenzie owns his own equipment and will pay for use of Marina storage racks, as well as a percentage of gross revenues, to the Town of Frisco.

This is the 12th year Mr. McKenzie will be providing guided kayak and SUP tours and lessons at the Frisco Bay Marina. Mr. McKenzie currently operates two tours per day for approximately 2 to 2.5 hours each. Family tours and sunset tours are also available. The Town of Frisco does not currently have a concessionaire agreement with anyone to operate kayak and SUP lessons and tours at the Marina. Mr. McKenzie has secured a Dillon Reservoir Recreation Committee (DRReC) permit for these tours and lessons.

Analysis: Staff feels that offering guided kayak and SUP tours and lessons to the general public through a concessionaire agreement and license is a prudent and economical way to offer a desired amenity. This service is an opportunity to expose new paddle sports customers to Lake Dillon and the other amenities offered at the Marina. Staff anticipates this exposure will lead to future rental revenues and possible retail kayak and SUP sales.

Financial Impact: Adventure Paddle Tours will pay a flat fee of \$7,200 for two kayak racks, the annual storage of one kayak trailer, and the annual storage of one shed. 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 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. Adventure Paddle Tours provides visitors and locals alike with the opportunity to take part in a fun, healthy, outdoor activity.

Environmental Sustainability: Adventure Paddle Tours operates only human powered vessels. They are good stewards of their space and keep it neat and free from trash.

Staff Recommendation: Staff recommends that Council approve the First Amendment to the Marina Concessionaire Agreement and License between the Town of Frisco and Adventure Paddle Tours, a Colorado corporation.

Approved By:

Diane McBride, Interim Town Manager

Leslie Edwards, Finance Director

Attachments:

Attachment 1 – First Agreement to Concessionaire Agreement with Adventure Paddle Tours