

# BOARD OPERATIONS COMMITTEE

JULY 17, 2024

Authorization to Amend & Extend the Del  
Valle Food and Marina Concession  
Agreement with Advenco LLC





## STAFF RECOMMENDATION

Staff recommends an amendment to the Del Valle Food and Marina Concession Agreement with Advenco LLC to extend the current agreement for two years ending on October 3, 2029, and adjust the Concession Maintenance Fund Fees down to .5% on food and retail and 10% on boat rentals.



# OVERVIEW

- 2023 Damage
- Background
- Financial Impacts
- Staff Recommendation











# Broken Pier/Marina





   
Boat  
Rentals  
Bait  
Tackle  
Food  
Drink







# BACKGROUND

- **October 2016**

Request For Proposals – awarded Concession Agreement with Pyramid Enterprises dba Rocky Mountain Concessions 3-year with

7-year term ending October 3, 2026

- Term extended one year to October 3, 2027, for Covid-19 relief
- Pyramid Enterprises sold their business and assigned this agreement to Advenco LLC in 2021





# BACKGROUND

- January 2023 - severe destroyed marina piers, marina store, and the east side food concession
- Advenco LLC proposed a temporary pier – State and District administratively approved and installed in the park in June 2023 with a rented modular building
  - Advenco purchased the temporary pier system and installed it at their own expense
  - The modular (marina store) expense is reimbursed through the Concession Maintenance Fund (CMF)
  - No accommodation was approved for food sales except for some packaged items.



# AFTER - Modular Rental









# Amendment

Allows the concessionaire

- Time to recoup expenses due to lost sales for 2023
- The expense of the pier system





# Financial Impacts

Reduced CMF fees will be approximately \$250,000

Adjust the Concession Maintenance Fund Fees down to  
**.5%** on food and retail and  
**10%** on boat rentals

Two-year extension ending on October 3, 2029

Two-year extension allows the District extra time to plan and execute the replacement of the concession facilities that were destroyed in the storms





## STAFF RECOMMENDATION

Staff recommends that the General Manager and Board Operations Committee recommend to the full Board an amendment to the Del Valle Food and Marina Concession Agreement with Advenco LLC to extend the current agreement for two years ending on October 3, 2029, and adjust the Concession Maintenance Fund Fees down to .5% on food and retail and 10% on boat rentals ending on October 3, 2029.





QUESTIONS?