

AGENDA
REGULAR MEETING
BOARD OF DIRECTORS

EAST BAY REGIONAL PARK DISTRICT

Tuesday, November 15, 2022

D. BUSINESS BEFORE THE BOARD

I. CONSENT CALENDAR

- d. Approval of a New Agreement with Vista Recreation for the Lake Chabot Marina Concession: Lake Chabot Regional Park (Tumber/Castile)

RECOMMENDATION

The General Manager, and the Board Operations Committee by unanimous vote at the October 11, 2022 meeting, recommend that the Board of Directors authorize the approval of a new agreement with the selection of RRM-CLM Services, LLC dba Vista Recreation as concessionaire for the Lake Chabot Marina Concession at Lake Chabot Regional Park for an initial term of five years with a possible additional five-year term at the Park District's discretion.

REVENUE/COST

The Park District can expect to receive an estimated \$112,500 annually, which represents ten (10%) of total gross monthly receipts. This represents an estimated \$45,000 or four (4%) in concession fees (revenue) and an estimated \$67,500 or six (6%) to a site-specific Concession Maintenance Fund (CMF). There will be no cost to the Park District for this action except for any unknown cost of maintenance or repairs to the property not covered by the concessionaire or the CMF.

BACKGROUND

Concession Background

Lake Chabot, a three hundred fifteen-acre reservoir which serves as a source of water for the East Bay, is located on Lake Chabot Road in Castro Valley. Legislation passed in the 1960's opened Lake Chabot for controlled recreational uses. In 1965, the East Bay Regional Park District (Park District) reached agreement with the East Bay Municipal Utility District for the lease of Lake Chabot. The Marina Concession is a part of Lake Chabot Regional Park (Park). The concession was operated by Park District staff until November 1995 when it was awarded to a concessionaire through a Request for Proposals process.

The Marina Concession includes a boat rental pier with kayak launch and a retail store with a kitchen and full menu food service. Services include processing boat rentals, fishing license sales, bait sales, as well as Park District fishing permits and Quagga permits. The rental boats include the Chabot Queen tour boat, thirty-seven small fishing boats (some with electric motors), and sixteen pedal boats. The incumbent concessionaire also provides its own pontoon boats and kayaks for rental. Concession services are required to include seasonal lake tours aboard the Chabot Queen. Visitors may also launch their own boats at the public boat ramp nearby with monitoring by the Concessionaire and Quagga

Zebra Mussel inspection services provided by the Concessionaire at no cost to the Park District. The Concessionaire collects the fee for inspections and will retain the fee.

The average weekday attendance at the park can be up to 25,000 visitors. The average Saturday or Sunday will bring in up to 9,000 visitors per day.

Request for Proposals (RFP)

To offer open competition to the public, an RFP was announced on June 24, 2022. The Park District's purpose was to seek a concessionaire to manage, maintain, operate, and improve the Marina facilities as well as pay all charges for telephone, security system, cable TV service, and internet. The Park District pays for water, electricity, gas, heating, cooling, and trash collection. The Concessionaire will be required to complete any proposed discretionary improvements included in the submitted proposal.

The RFP was posted in the local newspapers under Legal Ads, posted on the Park District's website and social media sites, and on a government RFP advertising website. It was also sent to all Park District concessionaires, local and state water and park agencies, and directly to five Boat Rental Operators resulting in a single submittal from the incumbent.

Park District staff reviewed the proposal and conducted a formal interview process to determine how the proposer would best accomplish the defined expectations listed in the RFP. The interview panel consisted of Park District staff as well as an outside agency representative. After consideration of the proposal and interview, it was determined that the incumbent concessionaire, Vista Recreation met the Park District's RFP criteria. Therefore, Vista Recreation is being recommended.

Vista Recreation (Vista)

Vista has experience providing excellent customer service at the concession since 1995. Vista is experienced with the management of the site, providing the public with a multitude of aquatic recreation services while maintaining the facility and the marina.

Vista intends to operate the concession with the same level of service, methods, and procedures as they have for the last twenty-seven years. Vista has proposed improvements and will focus on sustainability with emphasis on the protection of the environment. They will continue to provide services which reduce emissions, toxic reductions, waste recycling and reduction, water conservation, clean-fuel vehicles, energy-efficient facilities, nature-based services, and green infrastructure. During the term of their agreement, they will purchase forty new lithium batteries for electric motors with a solar energy system, transition to an encapsulated foam floating dock, make improvements at the picnic area, and purchase six new shaded six-person pedal boats and five new duroboats with electric motors.

ALTERNATIVES

None recommended.

EAST BAY REGIONAL PARK DISTRICT

RESOLUTION NO.: 2022 – 11 -

November 15, 2022

APPROVAL OF NEW AGREEMENT WITH VISTA RECREATION FOR THE LAKE CHABOT
MARINA CONCESSION: LAKE CHABOT REGIONAL PARK

WHEREAS, the East Bay Regional Park District (Park District) reached agreement with the East Bay Municipal Utility District for the lease of Lake Chabot in 1965; and

WHEREAS, the Lake Chabot Marina concession was operated by Park District staff until November 1995 when it was awarded to the incumbent concessionaire through a Request for Proposals process; and

WHEREAS, an RFP was announced on June 24, 2022, to offer open competition to the public and the RFP was posted in the local newspapers under Legal Ads, posted on the Park District's website and social media, posted on a government RFP advertising website, and sent directly to all Park District concessionaires, local and state water and park agencies, and to five Boat Rental Operators resulting in one submittal, from the incumbent concessionaire RRM-CLM Services, LLC dba Vista Recreation; and

WHEREAS, it was determined through consideration of the proposal and interview that Vista Recreation met the Park District's criteria, especially with twenty seven years of experience at the concession and with their proposed concession improvements and payment to the Park District; and

WHEREAS, on October 11, 2022, the Board Operations Committee reviewed and unanimously recommended approval of the selection of and a new concession agreement with Vista Recreation by the full Board;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the East Bay Regional Park District hereby approves the selection of Vista Recreation as concessionaire of the Lake Chabot Marina with a Concession Agreement for an initial term of five years beginning January 1, 2023 with 4% concession fees (\$45,000) and 6% (\$67,500) Concession Maintenance Fund fees, with a possible extension for one five-year period at Park District's discretion; and

BE IT FURTHER RESOLVED, that the General Manager is hereby authorized and directed, on behalf of the Park District and in its name, to execute and deliver such documents and to do such acts as may be deemed necessary or appropriate to accomplish the intentions of this resolution.

Moved by Director _____, seconded by Director _____, and adopted this 15th day of November, 2022, by the following vote:

FOR:

AGAINST:

ABSTAIN:

ABSENT: