

**COUNTY OF SAN LUIS OBISPO BOARD OF SUPERVISORS
AGENDA ITEM TRANSMITTAL**

(1) DEPARTMENT General Services Agency- County Parks	(2) MEETING DATE 5/20/2014	(3) CONTACT/PHONE Larry laquinto 805-781-5209	
(4) SUBJECT Request to approve a concession contract with EcoLearn LLC dba Vista Lago Adventure Park for the construction and operation of an aerial challenge course concession at Lopez Lake Recreational Area. District 4.			
(5) RECOMMENDED ACTION It is recommended that the Board approve the contract with EcoLearn LLC dba Vista Lago Adventure Park for the construction and operation of an aerial challenge course at Lopez Lake Recreation Area by 4/5 vote.			
(6) FUNDING SOURCE(S) N/A	(7) CURRENT YEAR FINANCIAL IMPACT \$0.00	(8) ANNUAL FINANCIAL IMPACT \$40,000 (revenue)	(9) BUDGETED? No
(10) AGENDA PLACEMENT <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Presentation <input type="checkbox"/> Hearing (Time Est. ___) <input type="checkbox"/> Board Business (Time Est. ___)			
(11) EXECUTED DOCUMENTS <input type="checkbox"/> Resolutions <input checked="" type="checkbox"/> Contracts <input type="checkbox"/> Ordinances <input type="checkbox"/> N/A			
(12) OUTLINE AGREEMENT REQUISITION NUMBER (OAR) N/A		(13) BUDGET ADJUSTMENT REQUIRED? BAR ID Number: N/A <input checked="" type="checkbox"/> 4/5 Vote Required <input type="checkbox"/> N/A	
(14) LOCATION MAP Attached	(15) BUSINESS IMPACT STATEMENT? No	(16) AGENDA ITEM HISTORY <input checked="" type="checkbox"/> N/A Date: _____	
(17) ADMINISTRATIVE OFFICE REVIEW Emily Jackson			
(18) SUPERVISOR DISTRICT(S) District 4			

County of San Luis Obispo



TO: Board of Supervisors

FROM: General Services Agency / Larry Iaquinto
805-781-5209

DATE: 5/20/2014

SUBJECT: Request to approve a concession contract with EcoLearn LLC dba Vista Lago Adventure Park for the construction and operation of an aerial challenge course concession at Lopez Lake Recreational Area. District 4.

RECOMMENDATION

It is recommended that the Board approve the contract with EcoLearn LLC dba Vista Lago Adventure Park for the construction and operation of an aerial challenge course at Lopez Lake Recreation Area by 4/5 vote.

DISCUSSION

General Services Agency-County Parks (GSA-County Parks) currently manages and operates the Lopez Lake Recreational Area (LLRA) per the operations agreement between GSA-County Parks and the San Luis Obispo County Flood Control and Water Conservation District – Zone 3 (District). In accordance with California Government Code Section 25536, the Board may approve by 4/5 vote to enter into a concessions agreement for leasing or sub-leasing any GSA-County Park owned, leased, or managed property.

EcoLearn LLC dba Vista Lago Adventure Park contacted GSA-County Parks and requested a concession contract that would allow Vista Lago Adventure Park to act as the concessionaire for the construction and operation of an aerial challenge course type facility, within the LLRA (Attachment 1). In accordance with the operations agreement of the LLRA between the District and GSA-County Parks, a notice was provided to the District of the potential concessionaire intent at the March 20, 2014 district meeting. On March 27, 2014 the Park and Recreation Commission recommended that staff develop, and bring to the Board for consideration of approval, a concession contract to construct and operate an aerial challenge course at LLRA with Vista Lago Adventure Park. If approved by the Board, the concessionaire will seek all applicable permits and approvals associated with the design and operation of this type of facility.

Vista Lago Adventure Park would be located in a high use area of the Lopez Lake Recreation Area between the Mustang Water Park and Vista Lago swim area (Attachment 2). It is anticipated that this facility would likely become a popular tourist destination and would be a great partner for the newly acquired operations of Camp Mabel French attracting corporate and other group team building opportunities. It is anticipated that this new concessionaire would draw new interest to LLRA and increase park use thereby increasing revenue for all LLRA concessionaires and GSA-County Parks.

Vista Lago Adventure Park is designed to be a facilitated aerial challenge course built on wood poles above the ground with minimal impact to the surrounding environment. The adventure park would include a main course consisting of 25-30 elevated elements side by side, a kid's course with 8-10 elements, a minimum of 4 zip lines between elements and a Quick Jump™ free fall element (Attachment 3.a and 3.b).

GSA-County Parks' staff vetted this proposal in detail and determined it aligns with the mission of providing diverse recreational opportunities for the public. Staff presented this design proposal to County Environmental Planning for review. After environmental review was complete it was determined the project met the requirements for an environmental

exemption and also received a General Plan conformity acknowledgement. A concessionaire agreement between GSA-County Parks and EcoLearn LLC dba Vista Lago Adventure for the construction and operation of Vista Lago Adventure Park within LLRA has been prepared by staff for Board consideration (Attachment 4).

OTHER AGENCY INVOLVEMENT/IMPACT

GSA-County Parks, County Counsel, GSA-Real Property Services, Risk Management, Flood Control and Water Conservation District – Zone 3, Environmental Planning, and the Parks and Recreation Commission have contributed throughout the planning, implementation, and approval process of this concession contract proposal. Additionally, the two existing concessionaires at LLRA were contacted to provide input for the project.

FINANCIAL CONSIDERATIONS

There are no expenditures necessary by GSA-County Parks for the implementation and operation of the Vista Lago Adventure Park. All associated costs will be the responsibility of the concessionaire. Fees will be paid to the county based on a percentage of gross receipts similar to other concession contracts managed by GSA-County Parks. The following schedule is included in the concession contract (Attachment 4).

Term	Percentage of Gross Receipts Paid to County
May 25, 2014 – May 31, 2015	5%
June 1, 2015 – May 31, 2016	6%
June 1, 2016 – May 31, 2017	7%
June 1, 2017 – Remainder of the Contract Term	8%

It is anticipated that GSA-County Parks will receive up to \$40,000 in revenue in the first year of operation of the Vista Lago Adventure Park. Additionally by 2017 and thereafter, the annual revenue generated is projected to be approximately \$85,000 based on the estimated growth and popularity of the facility. Vista Lago Adventure Park has assembled an aggressive marketing strategy that will include national, as well as local markets, to help make LLRA a destination place for the ultimate recreational experience.

RESULTS

Approval of the concession contract between GSA-County Parks and Vista Lago Adventure Park aerial challenge course at LLRA will provide a 10 year agreement commencing on May 25, 2014 with the possibility of two five year extensions provided the requirements in the concession contract are met. Continuing to provide these services is consistent with the GSA-County Parks’ mission of providing diverse opportunities for recreation and the personal enrichment of the County’s residents and visitors while protecting its natural, cultural and historic resources. Providing these recreational services also supports the Board’s goals of providing a healthy and livable community.

ATTACHMENTS

- Attachment 1 - Map Location for Lopez Lake Recreation Area
- Attachment 2 - Proposed Location Map for Vista Lago Adventure Park
- Attachment 3.a - Design Rendering of Vista Lago Adventure Park
- Attachment 3.b - Design Rendering of Vista Lago Zip Lines
- Attachment 4 - Concession Contract with EcoLearn LLC d.b.a. Vista Lago Adventure Park