



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: Community Services
Department No.: 057
For Agenda Of: May 4, 2021
Placement: Administrative
Estimated Tme: N/A
Continued Item: No
If Yes, date from: N/A
Vote Required: 4/5

TO: Board of Supervisors
FROM: Department George Chapjian, Community Services Director (805) 568-2467
Director:
Contact Info: Jeff Lindgren, Parks Superintendent (805) 568-2475
SUBJECT: Assignment of Concession Agreement from Pyramid Enterprises, Inc. to Advenco, LLC for Camp Store and Marina, Cachuma Lake Recreation Area; 3rd District

County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair of the Board of Supervisors to execute the Assignment, Assumption of Performance, and Consent to Assignment of Concession Agreement, between the County of Santa Barbara, Pyramid Enterprises Inc, dba, Rocky Mountain Recreation Co., and Advenco, LLC, regarding the operation of the Camp Store and Marina at Cachuma Lake Recreation area (Attachment A) (4/5 vote); and
- b) Find that the recommended actions are exempt from the provisions of the California Environmental Quality Act (CEQA) pursuant to CEQA guidelines section 15301 as the actions consist of the operation, repair, maintenance, permitting, leasing, licensing or minor alteration of existing public structures, facilities and/or equipment that involves negligible or no expansion of existing or former uses and direct staff to file a Notice of Exemption on that basis.

Summary Text:

This item is on the agenda for the Board of Supervisors to consider approval of an assignment of the concession agreement to operate the Camp Store and Marina at Cachuma Lake Recreation area to a new operator. Pyramid Enterprises Inc, dba, Rocky Mountain Recreation Co., is currently the holder of the concession agreement for the operation and management of the Camp Store and Marina at Lake Cachuma and has requested the assignment of the agreement to Advenco, LLC.

Background:

On March 16, 2012, the Board of Supervisors entered into an agreement with Pyramid Enterprises Inc, dba, Rocky Mountain Recreation Co. to operate the Camp Store and Marina at Cachuma Lake. The agreement bestows the right and obligation of Rocky Mountain Recreation to rent boats, operate a marina including slip rentals, store and sell gasoline, and operate a camp store. The agreement stipulates that Rocky Mountain Recreation Co. pay the County 7% of gross income from the camp store, three cents per gallon of gas sold, and 10% of gross income from operation of the marina.

In December of 2020, Rocky Mountain Recreation Co. notified the Community Services Department, Parks Division, that it has come to an agreement to sell its interest in the concession agreement to Advenco, LLC. Advenco will continue to do business at Cachuma Lake as Rocky Mountain Recreation. Advenco currently operates at Acadia National Park, Mammoth Cave National Park, Death Valley National Park, Muir Woods National Monument, Carlsbad Caverns National Park, and Great Smoky Mountains National Park as Ortega National Park. It also has some operations in state parks around the country.

With approval of the assignment, Advenco, LLC will assume all the rights and obligations of Rocky Mountain Recreation under the concession agreement and be subject to the same payment structure.

Risk:

The concession agreement applies County standard terms and conditions in accordance with State of California laws and regulations. The risk mitigation includes insurance coverage appropriate for the level of risk involved as determined by Community Services in conjunction with the County Risk Manager, and the agreement indemnifies County agents, officers, and employees from all claims that arise from activities performed under the agreement.

Performance Outcomes:

Advenco, LLC has a demonstrated record of operating park concessions and financial backing. Parks staff contacted several of the park entities where Ortega National Parks operates and received good feedback on their professionalism and ability to operate.

Fiscal and Facilities Impacts:

There is no change to costs to the Community Services Department Parks Division operating budget associated with the assignment of the concession agreement.

Attachments:

- Attachment A: Existing Concession Agreement between County of Santa Barbara and Pyramid Enterprises Inc, dba, Rocky Mountain Recreation Co.
- Attachment B: Assignment, Assumption of Performance, and Consent to Assignment of Concession Agreement.

After Board action, please distribute as follows to Jeff Lindgren, Community Services Department:

1. Minute Order
2. Assignment, Assumption of Performance, and Consent to Assignment of Concession Agreement