



Agenda Report

MEETING DATE: Tuesday, April 25, 2023

TO: City Council

FROM: PARKS & COMMUNITY SERVICES DIRECTOR CALUBAQUIB
RECREATION SUPERINTENDENT NEGRETE

THROUGH: CITY MANAGER MENDEZ

SUBJECT: RESOLUTION APPROVING FIRST AMENDMENT TO CONTRACT
WITH MAIN ST. ENTERPRISE FOR EXTENSION OF CONTRACT

RECOMMENDED ACTION:

Staff recommends that the City Council adopt a Resolution approving the First Amendment to the Consultant Contract with Main St. Enterprise, Inc. for the management of operations and services (concessionaire services) at Pinto Lake Park at 451 Green Valley Road, Watsonville with Main St. Enterprise, Inc. for occupancy of the modular home at Pinto Lake Park and authorize and direct the City Manager to execute the same.

BACKGROUND:

On March 23, 2021, the City Council adopted Resolution No. 83-21 (CM), approving the award of a two-year contract for the provision of management operations and services at Pinto Lake Park, 451 Green Valley Road, Watsonville. Main St. Enterprise, Inc. commenced services in April 2021.

DISCUSSION:

The term of the current two-year contract with Main St. Enterprise, Inc. ends on April 30, 2023.

Since the commencement of the contract, Main St. Enterprise, Inc. has maximized the use of Pinto Lake City Park by City residents and visitors by prioritizing community access, delivered creative programming, maintained facilities and equipment according to high standards and provided great customer services to our park patrons. The consistent and open communication with City staff on operations, incidents and financial reporting has also been instrumental to the success of this partnership. Given the satisfactory compliance with the current contract, City is proposing to extend current contract. The proposed Amendment includes the following changes:

- Extends the existing contract for two additional years, through April 30, 2025.
- Increase Bonus Payment Fee from gross receipts over \$100,000 from 15% bonus payment percentage to 16%.

All other terms and conditions of the Contract dated March 19, 2021, shall remain in full force and effect.

STRATEGIC PLAN:

2 – Fiscal Health – This contract with consultant helped reduce the administrative support required to operate the Park with City Staff. It also brought a steady flow of income that helped subsidize maintenance operations.

05 – Community Engagement & Well Being – Consultant developed programs and events including collaborations that helped maximize the use of the park by the community.

FINANCIAL IMPACT:

Revenues will be applied as follows:

- Revenue: 150-681-5461-00000

ALTERNATIVE ACTION:

The Council could elect not to approve this contract amendment and City Staff will need to assume operations management.

ATTACHMENTS AND/OR REFERENCES (If any):

None.