

12:35 p.m. Item

TO: Board Operations Committee

FROM: Tiffany Margulici, Business Services Manager

DATE: May 25, 2021

SUBJECT: **Approval of Recommendation for Dumbarton Quarry Camp Store Concession and Campground Caretaker RFP Response and New Agreement: Dumbarton Quarry Campground on the Bay, Coyote Hills Regional Park**

Concession Background

The Dumbarton Quarry Campground on the Bay in Coyote Hills Regional Park (the “Park”) will be operated by the Park District when it opens in late summer 2021. The site, approximately 91 acres, is near the toll plaza for the Dumbarton Bridge on Highway 84 in Fremont, California. Phase I of the Dumbarton Quarry Park Landscape Master Plan is a 63-site RV campground, a camp store concession, an irrigated turf day-use playground and picnic areas, trails, and bike paths with connections both north and south to adjacent parks and open spaces, and supporting restrooms, parking areas, irrigated green amenity areas.

The 616 square feet Concession Store includes an office, restroom, and laundry (two washers and two dryers). The Concession will sell canned and packaged goods, bottled and canned drinks and will be expected to sell firewood year-round. The Concession is not set up to sell liquids by the cup, unpackaged food, or ice due to health code regulations. The Concession will include one or two Tuff Sheds/Containers for store storage as well as the possibility to be used for recreational programs that would require storage, such as rental of lawn game equipment, kites, bikes, etc.

A full-time Campground Caretaker will be required as part of the concession to provide an onsite presence for the campground. An RV space with hookup will be available for the Campground Caretaker. The Campground Caretaker will sell firewood during non-curfew hours when the store is not open and will have certain camp duties (i.e. providing visitor information, operating the laundry room, and notifying Park Rangers and/or Public Safety in case of emergencies or campground disturbances).

Request for Proposals (RFP)

Concession Request for Proposals (RFP) were issued twice. The first RFP was issued on April 6, 2020 and was unresponsive, perhaps due to COVID-19 uncertainty. The second RFP was issued January 6, 2021.

To offer open competition to the public, the RFP was posted in the local newspapers under Legal Ads, posted on the Park District’s website, posted on a government RFP advertising website, sent directly to eight of the

Board of Directors

Park District’s current concessionaires, and posted with the Fremont Chamber of Commerce. These various postings resulted in five responses to attend the site visit and one submittal from Outback Adventures, LLC.

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 and meet the Park District’s concessionaire agreement requirements. The interview panel consisted of Park District Staff and a representative from California State Parks, Partnerships Division Assistant Chief. After consideration of the proposal and interview along with a formal scoring process, it was determined that Outback Adventures, LLC proposal had merit and Staff entered into negotiations with Outback Adventures on the details of the agreement, and Outback Adventures, LLC is being recommended by Park District staff for the Board’s consideration.

Outback Adventures

Outback Adventures, LLC (Outback), a sole proprietorship, has been in business for 22 years and their experience includes operating multiple outdoor sporting goods retail stores, offering a diverse selection of recreational equipment rentals, operating park concessions including Del Valle Regional Park’s Watersports concession, and conducting outdoor guided trips and classes throughout the Bay Area. Over the years, Outback has built out six retail stores from scratch and has shown ability to build, customize, and maintain facilities. Outback stores include the renting and sales of camping and backpacking supplies, mountaineering equipment, skis, snowboards, kayaks, and paddleboards. Currently Outback operates one retail store in Fremont, California.

Outback is a local small business that promises to be responsive to the needs of the Park District and the concession. Outback plans to staff the Camp Store for limited hours adjusted to customer needs. The hours will be increased over the first few years as the popularity of the campground increases. In consideration of the substantial start-up costs required to open a new concession, some of the fees will be waived in the initial years as shown below:

	Concession Fee	Concession Maintenance Fund
Years 1-2 July 1, 2021 – June 30, 2023	No fee	No fee
Year 3 July 1, 2023-June 30, 2024	No fee	6%
Years 4-10 July 1, 2024-June 30, 2031	2%	6%

A Caretaker to be onsite Wednesday through Sunday and offsite for up to 3 weeks per year with advanced notice.

Park District staff recommends that the Board Operations Committee approve and recommend to the full Board the selection of Outback Adventures as concessionaire of the Dumbarton Quarry Camp Store Concession and Campground Caretaker Agreement with for an initial term of four years with a possible additional seven-year term at the Park District’s sole discretion. The concession fee will be waived for the first three years, and the concession maintenance fund payment waived for the first two years. Starting in year 3, through year 10 the concessionaire will pay 6% of gross revenue to the concession maintenance fund. Starting in year 4 through year 10, the concession fee will be 2%.

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TO: Board Operations Committee

FROM: Tiffany Margulici, Business Services Manager

DATE: May 25, 2021

SUBJECT: Approval of Amendment #3 of the Agricultural Lease Agreement (RRS Farms): Delta Access Regional Recreation Area

The East Bay Regional Park District purchased 646 acres of farmland in eastern Contra Costa County, located 2 miles east of Brentwood in the community of Knightsen, in order to expand the Park District's holdings in the ecologically sensitive Delta area. The property was purchased in partnership with the East Contra Costa County Habitat Conservancy (Conservancy) and is part of the East Contra Cost County Natural Community Conservation Plan/Habitat Conservation Plan (HCP) network of preserved lands. The property was purchased from the Nunn family, a longtime Contra Costa County farming family. As part of the HCP's restoration goals the property will eventually be restored to tidal and freshwater wetlands, alkali meadow and oak savanna, providing habitat for special status species. In addition to providing habitat, the restoration will be designed to accommodate stormwater during high rain events and address drainage and flooding concerns in the community of Knightsen. The property also has the potential to provide passive recreational regional amenities in the future.

The Nunn family have organized as the farming entity, RRS Farms, a California general partnership, and they are currently farming the subject property. On June 20, 2015, the Park District and RRS Farms entered into an Agricultural Lease Agreement for approximately 565.95 acres, as amended by Amendment No. 1, for the property known as the Nunn property, Contra Costa County Tax Assessor's Parcel Number 020-172-004. RRS Farms, as tenant under the lease, will be responsible for maintaining the house on the site, pump, septic system for the tenant, in addition to maintaining the pump in No-Name Slough and all farm access roads on the property.

The leased area has been farmed for row crops including irrigated tomatoes and alfalfa. In January 2018, the Lease was extended for a period of four years commencing January 1, 2018 and terminating December 31, 2021.

Park District staff wish to amend the Lease with RRS Farms to extend the term for three one-year periods to allow for the Knightsen Wetland Restoration Project's plans to be finalized. RRS Farms will continue to pay \$71,100 per year for the lease land. Park District staff will meet no later than July 1st of each year, to discuss extending the Lease for an additional one-year term based upon the same terms and conditions of the original lease.

Park District staff recommends that the Board Operations Committee approve and recommend to the full Board the Third Amendment of the Agricultural Lease Agreement with RRS Farms in the Delta Access Regional Recreation Area for three one-year terms.

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Sabrina B. Landreth
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1:10 p.m. Item

TO: Board Operations Committee

FROM: Mike Moran, Regional Interpretive and Recreation Services Manager

DATE: May 25, 2021

SUBJECT: Update on Interpretive and Recreation Programs and Service Initiatives for the North/West Region

Regional Interpretive and Recreation Services Manager Mike Moran will provide an update on the Interpretive and Recreation programs and services initiatives for the North/West Region. This presentation will provide an overview of the operations of the Tilden Nature Area, Crab Cove Visitor Center, Mobile Education, Coyote Hills Visitor Center and Outdoor Recreation Department at Tidewater Boating Center.

Due to the COVID-19 Pandemic, program and services were drastically shifted from in-person to online digital learning. In addition, daily care and feeding of fish, reptiles and animals were essential. Staff also made a point to continue to engage with community outreach partners and provide roving programs to support the needs of the park visitors. The presentation will underscore these efforts, along with the continuation of services throughout the region.

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Sabrina B. Landreth
General Manager

1:25 p.m. Item

TO: Board Operations Committee

FROM: Sarah Lamborn, Facilities Supervisor

DATE: May 25, 2021

SUBJECT: Shoreline Center Update: Martin Luther King Jr. Regional Shoreline

Facilities Supervisor Sarah Lamborn will provide an update on the Shoreline Center at Martin Luther King Jr. Regional Shoreline and adjacent Pelican Picnic Area. Staff will review recently completed improvements such as painting the roof and projects in progress such as a new Audio-Visual installation and “living wall” garden. Staff will also share concept plans for possible future upgrades.

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