



# County of Monterey

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

## Board Report

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**File #:** 16-872, **Version:** 1

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Approve and authorize the Contracts/Purchasing Officer to sign Amendment 1 to the Agreement between Monterey County and Urban Park Concessionaires, dba "Monterey Lakes Recreation Company", extending the term of the agreement from July 26, 2016 through October 31, 2017 for management services of resort business operations at Monterey County Parks lakes resort.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts/Purchasing Officer to sign Amendment 1 to the Agreement between Monterey County and Urban Park Concessionaires, dba "Monterey Lakes Recreation Company", extending the term of the agreement from July 26, 2016 through October 31, 2017 for management services of resort business operations at Monterey County Parks lakes resort.

SUMMARY/DISCUSSION:

On October 1, 2007 the County took ownership of assets from Water World Resorts, Inc. and Lake San Antonio Resorts, Inc., including both real and personal property, as authorized by the Board of Supervisors on July 24 2007. Six months later, on April 22, 2008, the County contracted with a management company to operate the resort business operations at both lakes which include marinas, stores, restaurants, fueling facilities, lodging units, and boat rentals.

Subsequently, on May 3, 2011 the Board of Supervisors approved the Management Agreement with Urban Park Concessionaires (UPC) for an 18 month term from May 11, 2011 through October 31, 2012 and also approved Addendum No. 1 to extend the terms for a one-year extension through October 31, 2013 and Addendum No. 2 to extend the terms through January 31, 2015. The agreement and addenda have authorized UPC to manage operations at Lakes San Antonio and Nacimiento.

On May 17, 2016, the Board of Supervisors approved the agreement through July 26, 2016. This date was agreed to in order to allow the 2016-17 budget process to be completed. The proposed budget had contemplated the layoffs of full time County employees. The Board allocated one-time funding for fiscal year 16-17 that allowed for the restoration of 3 employees and expense funds for the County to continue with the operations of resort repairs, public safety, water, sewer and trash removal. The recommendation to approve this new Agreement through October 31, 2017, is being made to continue with the existing business relationship. The extended term will allow for Management Services of the resort operations through collaboration between both parties.

This agreement allows the County ample time to begin the analytical work needed in order to decide on

negotiating a new agreement for up to a five year period as requested by the current vendor or decide to rebid as either a Management Agreement, Concession Agreement or a combination. In preparation of this report, County staff met with the representative of S.E.I.U.

OTHER AGENCY INVOLVEMENT:

In addition to the Parks Department, Parks Ad Hoc Committee and County Counsel have reviewed and approved the Agreement as to form.

FINANCING:

There is no impact to the General Fund as a result of the action recommended in this report.

Prepared by:

Approved by:

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**Jacqueline Zhang**  
Parks Finance Manager  
831-755-4895

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**Mark Mariscal**  
Parks Director  
831-755-4895

Attachments: 16-872 Management Agreement with Urban Park Concessionaires dated May 11, 2011, along with attachment No. 1 and No. 2 and Agreement dated May 17, 2016.

Amendment to No. 1 Agreement