



County of Monterey

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

Board Report

File #: 19-0892, **Version:** 1

- a. Receive a presentation summarizing the proposals received for management of Laguna Seca Recreation Area;
- b. Approve a management agreement from January 1, 2020 through December 31, 2023 between the County of Monterey and A&D Narigi Consulting, LLC for management services at Laguna Seca Recreation Area; and
- c. Authorize the Chair of the Board to execute the Agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Receive a presentation summarizing the proposals received for management of Laguna Seca Recreation Area;
- b. Approve a management agreement from January 1, 2020 through December 31, 2023 between the County of Monterey and A&D Narigi Consulting, LLC for management services at Laguna Seca Recreation Area; and
- c. Authorize the Chair of the Board to execute the Agreement.

SUMMARY/DISCUSSION:

On January 31, 2017, the Board of Supervisors passed a General Agenda Item, File #17-0104, approving a three-year management agreement between the County of Monterey and Sports Car Racing Association of the Monterey Peninsula (SCRAMP), retroactive from January 1, 2017, for management services at the Laguna Seca Recreation Area (LSRA), and authorized the Chair of the Board to execute the Agreement, No. A-13425. The current agreement was required to ensure continued operations of events at LSRA and was completed to allow time to determine next steps in operating the business. The current management agreement will expire on December 31, 2019.

The County Administrative Office has been reviewing the business operations of LSRA and has received four proposals to operate the business and facility. One proposal was a resubmittal of a concessionaire proposal from 2016 and three were new submittals for a management agreement. At this time the County was not entertaining concessionaire proposals and due diligence was conducted on the three management proposals. Attachment A outlines the major terms sought by the three management proposals. The most favorable and aligned with what was sought by the County was the proposal from A&D Narigi Consulting, LLC. County staff has negotiated an agreement with A&D Narigi Consulting, LLC, as attached, for Board consideration. While all firms were considered, A&D Narigi Consulting, LLC brought a unique local business/hospitality approach to the forefront and is most closely aligned with the timeline and business model required for future success. Staff concluded that A&D Narigi Consulting, LLC would be the best firm to move LSRA to the next phase. Staff and A&D Narigi Consulting, LLC continue to be committed to working with all volunteer groups to value and honor their continued service and spirit of volunteerism at LSRA.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved the agreement.

FINANCING:

The funding for this agreement will be included in each fiscal year for the term of the agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

- ☒ Economic Development
- ☒ Administration
- ☐ Health & Human Services
- ☐ Infrastructure
- ☐ Public Safety

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Attachments: Attachment A - Comparative Terms in Brief; Attachment B - Proposals for Management of Laguna Seca Recreation Area; Attachment C - Recommended Management Agreement