



# County of Monterey

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

## Board Report

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**File #:** A 23-138, **Version:** 1

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- a. Approve and authorize the Monterey County Laguna Seca Representative to execute a retroactive Non-Standard Agreement between Sunbelt Rentals Inc. and the County of Monterey for heavy equipment rentals for WeatherTech® Raceway at Laguna Seca with a term beginning April 20, 2022, through December 31, 2023, for an amount not to exceed of \$300,000;
- b. Accept the nonstandard terms as stated in Addendum A-Equipment Rentals.
- c. Approve and authorize the Monterey County Laguna Seca Representative to execute up to 3 future amendments to the Standard Agreement where the total amendments do not exceed 10%, or \$30,000, of the agreement amount and do not significantly change the scope of work, subject to County Counsel approval.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Monterey County Laguna Seca Representative to execute a retroactive Non-Standard Agreement between Sunbelt Rentals Inc. and the County of Monterey for heavy equipment rentals for WeatherTech® Raceway at Laguna Seca with a term beginning April 20, 2022, through December 31, 2023, for an amount not to exceed of \$300,000;
- b. Accept the nonstandard terms as stated in Addendum A-Equipment Rentals.
- c. Approve and authorize the Monterey County Laguna Seca Representative to execute up to 3 future amendments to the Standard Agreement where the total amendments do not exceed 10%, or \$30,000, of the agreement amount and do not significantly change the scope of work, subject to County Counsel approval.

### SUMMARY/DISCUSSION:

Sunbelt Rentals Inc. (Sunbelt) provides heavy equipment rental services for the County of Monterey (County), its vendors, marketing partners, and affiliates at WeatherTech® Raceway at Laguna Seca (WRLS).

Sunbelt has provided heavy equipment rentals to WRLS for 4 years while also consulting on various available equipment to assist new projects to improve the facility, including but not limited to new sponsors, track renters, facility upgrades, and public safety. The heavy equipment provided by Sunbelt will be of the highest quality and best-in-class pricing in the industry and will help WRLS with sponsorship, advertising, events, and other operational needs.

Sunbelt will ensure its services reflect a world-renowned racetrack that has worldwide coverage and welcomes top sponsors in the sporting industry.

The term of this Agreement is April 20, 2022, through December 31, 2023, with a not to exceed the value of \$300,000.

Staff requests the Board of Supervisors approve this retroactive Non-Standard Agreement (Attachment A), accept the nonstandard terms, and authorize the Monterey County Laguna Seca Representative to execute the proposed Non-Standard Agreement and up to 3 future amendments where the total amendments do not exceed 10% or \$30,000 of the Agreement amount and do not significantly change the scope of the work. This agreement is retroactive due to the prior and continued use of Sunbelt services by the County's contracted

management firm without a written contract in place.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel and Auditor-Controller's Office reviewed and approved the proposed retroactive Agreement as to form and fiscal provisions, respectively.

**FINANCING:**

The total cost of the contracted services provided by Sunbelt Rentals Inc. is not to exceed \$300,000 for the duration of the Agreement. There is sufficient appropriation in the Fiscal Year 2022-2023 Adopted Budget in Fund 453, Unit 8579, Appropriation Unit PFP067. Funding needs for the rest of the agreement term are considered in the upcoming budget fiscal year requests to ensure sufficient appropriations will be available.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The recommended action supports the Board of Supervisors Strategic Initiative for Administration and Public Safety. Use of the services will assist in conducting quality events at Laguna Seca facilities and improve the effectiveness of County Services.

Economic Development  
X Administration  
Health & Human Services  
Infrastructure  
Public Safety

Prepared by: Ryan Bell, Administrative Operations Manager, LSRA, (831) 755-8912

Reviewed by: Bryan Flores, Chief of Parks

Approved by: Randell Ishii, MS, PE, TE, PTOE, Director of Public Works, Facilities, & Parks

**Attachment:**

Attachment A - Non-Standard Agreement with Sunbelt  
(Attachment is on file with the Clerk of the Board)