



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Parks



Date: June 17, 2015
Board Meeting Date: July 21, 2015
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Marlene Finley, Parks Director

Subject: Agreement with Chaparral Country Corporation for the Management of Folger Stable Rental and Lessons Concession

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Chaparral Country Corporation for the management of Folger Stable Rental and Lessons Concession at Wunderlich County Park, for the term of August 1, 2015 through July 31, 2025.

BACKGROUND:

Since 1974, the Parks Department has leased a portion of Wunderlich Park in Woodside for the exclusive purpose of operating a commercial horse stable concession.

In April of this year, the Parks Director issued a new Request for Proposal (RFP) for a rental and lessons concession, inclusive of horse boarding, riding lessons, and related equestrian services at Folger Stable. The RFP was advertised in both print and Web media, which included Horsemansnews.com, Bay Area Equestrian Network, Mercury News, San Mateo County Parks' Website, and San Mateo County Procurement. In addition to advertising, the RFP announcement was sent to 39 recipients via electronic mail (e-mail). As a result, a total of three proposals were received.

DISCUSSION:

Chaparral Country Corporation (Chaparral) is the successful proposer for managing the rental and lessons concession, inclusive of horse boarding, riding lessons and related equestrian services at Folger Stable in Wunderlich Park. Equestrian related services include, but are not limited to, horse boarding, riding lessons and instruction, trail rides, coordination with non-profits, and day to day maintenance.

The proposed agreement outlines the operation of Folger Stable and the public services to be delivered for a term of ten years. The County established a minimum fee based on

the required and authorized services. The minimum payment to the County for concession fee is based upon annual adjusted gross revenue and shall be paid quarterly. The minimum concession fee required is one percent in the first year, one percent in the second year, and four percent per year from the third to the tenth year. Payment of personal property lease/rent shall be \$1,750 annually per year for ten years. Personal property reserve shall be 0.7 percent of annual adjusted gross revenue per year for ten years. Concessionaire's share of utility cost shall be \$2,800 per year for ten years increasing at a rate of 2.7% per year. Educational activities will be developed and implemented with the assistance of the Friends of Huddart and Wunderlich Parks.

PERFORMANCE MEASURE(S):

Measure	FY 2014-15 Actual	FY 2015-16 Projected
Numbers of the Public Served: Trail Rides, Camps and Special Events	N/A	5,000

Concessionaire will offer trail rides conduct horse camps and special events at Folger Stable.

County Counsel has reviewed and approved the resolution as to form. The final terms of the agreement will be negotiated by the Parks Director, with the County Manager or his designee authorized to execute the agreement, subject to approval as to form by County Counsel.

A request for a three-year waiver was submitted to and approved by the Contract Compliance Committee.

Approval of the resolution and agreement contributes to the Shared Vision 2025 outcome of an Environmentally Conscious Community as the Stable and educational programs will enhance the quality of natural experiences for County Park visitors. Each visitor that experiences the County's natural resources gains a greater appreciation of the need for their stewardship and preservation.

FISCAL IMPACT:

This proposed agreement will bring in fee revenue on an annual basis from Folger Stable operation and from personal property lease/rent. There is no negative Net County Cost impact associated with approval of this resolution and agreement.

