



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Parks



Date: August 7, 2014
Board Meeting Date: September 9, 2014
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: Marlene Finley, Parks Director
Subject: Amend Agreement with Equi Kneads

RECOMMENDATION:

Adopt a Resolution authorizing an amendment to the agreement with Equi Kneads for barn management services at the historic Folger Stable, Wunderlich County Park, extending the term through April 30, 2015, and increasing the amount by \$81,000 to an amount not to exceed \$180,000.

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 November 2010, the County entered into a lease concession agreement with Bay Area Equestrian Connection, LLC, (BAEC), for the management and operation of the Folger Stable facility for the term of October 1, 2010 through November 30, 2013 with an option to extend for two additional three year terms. Due to concerns with BAEC's management and service provision, the option for agreement renewal was not exercised, creating a need for immediate barn management services for horses being boarded at the stable until the issuance of an RFP and execution of a new concession operator agreement.

County Parks entered into Agreement No. 39000-14-D012 with Equi Kneads to provide barn management services at Folger Stable for the term of December 1, 2013 through March 31, 2014 in the amount of \$39,017.80. The RFP process was waived by the department due to the immediacy of the termination of the concession agreement with BAEC, the needed support services for horses boarded at the Stable, and there being no other qualified and interested service providers found to meet the December 1, 2013 services need.

Four amendments were made to the original agreement. The first amendment effective March 1, 2014 extended the term through June 30, 2014 and increased the amount by \$29,263 to an amount not to exceed \$68,281.15. The second amendment effective May 1, 2014 extended the term through August 30, 2014 and increased the amount by \$30,718.85 to an amount not to exceed \$99,000. The third amendment effective June 22, 2014 amended Exhibit A, Section 1, paragraph 2 to read "Contractor will be responsible for Barn Management at Folger Stable for boarding horses including staffing 8:00 a.m. to 4:00 p.m. Tuesday through Sunday (including weekends and holidays), horse feeding, horse grooming, stall cleaning and bedding, turn-outs, and other associated services for the safe and professional care of boarder horses at the Stable." The fourth amendment effective July 24, 2014 extended the term of the agreement to December 1, 2014.

DISCUSSION:

The Department in implementing its Five-Year Strategic Plan adopted by the Board in March 2013 is examining business best practices and recently issued an RFP for a consultant to work with us to develop concession, fee, and other revenue-producing models. We also plan to have this consultant assist in the preparation of an RFP for commercial horse stable concession at Folger Stable. In the interim, we are requesting that the Board approve a fifth amendment to the agreement with Equi Kneads for the provision of barn management services extending the term through April 30, 2015, and increasing the amount by \$81,000 to an amount not to exceed \$180,000.

County Counsel has reviewed and approved Amendment Number 5 to Agreement No. 39000-14-D012 and the Resolution as to form.

Approval of the Resolution to amend the agreement with Equi Kneads contributes to the Shared Vision 2025 outcome of an Environmentally Conscious Community as the provided barn management services increase and enhance the number and quality of natural experiences and recreational opportunities for County Park visitors.

FISCAL IMPACT:

Should the Board approve this request to approve a fifth amendment to the agreement with Equi Needs, the fiscal obligation with the contractor would be extended through April 30, 2015 for an amount not to exceed \$180,000. Funding for this agreement has been included in the Parks FY 2014-15 budget and represents an increase of \$81,000 in Net County Cost.