



CORDOVA RECREATION AND PARK DISTRICT



CORDOVA SHOOTING CENTER CONCESSIONAIRE'S AGREEMENT



May 17, 2017 Regular Board Meeting Item F-5

ORIGINAL RECOMMENDATION

“Staff recommends that the Board of Directors authorize the District Administrator to notify MARKSMANSHIP CONSULTANTS, INC. that the District will not extend the term of the current Concessionaire Services Agreement dated June 1, 2012 beyond the term stated in the agreement of June 30, 2018.”

REQUESTED MOTION

“I move the Board of Directors AUTHORIZE the District Administrator to Notify the Cordova Shooting Center Concessionaire, Marksmanship Consultants, Inc., that the District will not extend its Concessionaire Agreement beyond the Term of June 30, 2018.”

- **June 12 Special Meeting on Shooting Center Topic**
 - Board provided opportunity for community input
 - Clarification for public that staff's intention is to address the Concessionaire's Agreement due to safety concerns, and not to close the shooting center.

- **July 12, 2017 CRPD Meeting with Marksmanship Consultants, Inc. and legal representation**
 - Discussed CRPD's needs, concerns, potential adjustments to existing terms and conditions in Concessionaire's Agreement.

- **July 19, 2017 Staff Report - Option Added**
 - As a result of July 12 meeting with Concessionaire and Concessionaire's potential willingness to possibly accept revised terms and conditions, another option was added to the staff report.

PROPERTY USE PER DEED - FEDERAL GOVERNMENT

The Cordova Shooting Center was deeded over to the Cordova Recreation & Park District from the Federal Bureau of Outdoor Recreation in 1977.

The Deed states, *“The property shall not be sold, leased, assigned, or otherwise disposed of except to another eligible governmental agency that the Secretary of the Interior agrees in writing can assure the continued use and maintenance of the property for public park or public recreational purposes.”* Any changes in recreational use require written concurrence by the National Park Service (NPS).



Why is Non-renewal of the Lease being Considered Now?

\$2 million in upgrades are needed for improved safety and code compliance (OSHA and ADA). \$2 million does not include retail & classroom building or trap and skeet upgrades.

The facility has exceeded its life-cycle. Replacements are needed.

Per the current Lease all repairs and replacements over \$1,500 are the responsibility of the District.

Annual revenues per the current Lease are only \$183,000/year.

Now is the time to evaluate the fiscal responsibility of the current Lease before agreeing to extend it beyond June 2018.

The return on investment of \$2 million exceeds 10 years with current agreement. Recent and near-term surrounding development may be incompatible with an outdoor shooting range. Investment may be lost before pay back can be realized.

CONCESSIONAIRE'S AGREEMENT OPTIONS (AKA "Lease")

1. **MUTUALLY AGREE TO ALLOW CONCESSIONAIRE TO EXTEND EXISTING AGREEMENT FOR FOUR YEARS PER CURRENT AGREEMENT.**
 - **Activate renovation plan**
2. **AUTHORIZE DISTRICT ADMINISTRATOR TO GIVE NOTICE OF NON-EXTENSION OF CURRENT LEASE AND ISSUE A REQUEST FOR PROPOSALS (RFP) WITH REDEFINED FINANCIAL TERMS AND CONDITIONS AND CONTINUE TO NEGOTIATE WITH EXISTING VENDOR TO AMEND THE CURRENT LEASE TO ADDRESS REDEFINED TERMS AND CONDITIONS.**
 - **Potential to adjust terms and conditions with existing concessionaire before issuing RFP**
3. **DO NOT EXTEND LEASE AND ISSUE A RFP WITH REDEFINED FINANCIAL TERMS AND CONDITIONS.**
 - **Open bid process for qualified shooting center operators**
4. **DO NOT EXTEND LEASE BEYOND EXISTING TERM OF JUNE 30, 2018.**
 - **Prepare for lead stabilization and plan for long-term recreational use**



FINANCIAL – REVENUE

REVENUE RECEIVED – estimated average

TYPE	AMOUNT	MONTHLY	ANNUALLY
Rent (flat rate)	\$1,500	\$1,500	\$18,000
General Use Fee (average @ 2,750 visits)	\$3	\$8,250	\$99,000
District Facilities Fee (average @ 2,750 visits)	\$2	\$5,500	\$66,000
TOTAL		\$15,250	\$183,000

CRPD EXPENDITURES

FY 2016-17	AMOUNT
CH&D Architects (concept cost estimate for rifle range renovations)	\$4,677.50
City of Rancho Cordova (lead abatement SWPPP)	2,101.99
County of Sacramento (SWPPP filing fee)	991.00
Odell Engineering (prepare SWPPP)	4,630.20
TOTAL EXPENDITURES	\$12,400.69

*SWPPP = Storm Water Pollution Prevention Plan

- Expenses were for environmental, permit and architect preliminary design review of the Cordova Shooting Center

SITE AREAS





RENOVATION COSTS

Pistol Range Renovation – Original Phase One Project

1. Target retrieval system and baffles at pistol range
2. Structural steel overhead system for retrieval system and baffles
3. Concrete slab covering pistol range
4. Retaining wall on east side of pistol range
5. Rangemaster Building and ADA Restrooms
6. Septic system
7. ADA parking on concrete
8. Fence

Total Project Cost (Construction and soft costs)

\$1,560,000



RENOVATION COSTS

Rifle Range Renovation – Revised Phase One

1. New concrete walkway at both the rifle and pistol ranges
2. Metal canopy over rifle and pistol ranges
3. New baffles at rifle range
4. New backstop at top of berm at rifle range
5. Rangemaster Building and ADA Restrooms (duplicate item)
6. Septic System (duplicate item)
7. ADA parking on concrete (duplicate item)
8. Fence (duplicate item)

Total Project Cost as stand-alone project

(Construction and soft costs)	\$572,000
Delete Items duplicated in Rifle Range Renovation	(\$490,000)

Combined Pistol and Rifle Range Cost **\$1,642,000**

RENOVATION COSTS

ADA Accessibility Compliance Projects

(not including ADA projects already included in Rifle and Pistol range renovation projects)

Estimated Costs of ADA Compliance Projects

\$300,000 - \$400,000

Combined Pistol and Rifle Range Renovation

\$1,642,000

Renovations including ADA Compliance

\$2,000,000 approximate

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