



## REPORT TO CITY COUNCIL

**To:** Honorable Mayor and Members of the City Council

**From:** Jason Simpson, City Manager

**Prepared by:** Shannon Buckley, Assistant City Manager

**Date:** February 27, 2024

**Subject:** Amendment No. 1 to the Agreement With Area 63 Productions, LLC. for On-call Training and RV Repair Services.

### **Recommendation**

Approve and authorize the City Manager to execute Amendment No. 1 to the agreement with Area 63 Productions, LLC. to increase compensation from \$80,000 to an amount not to exceed \$125,000 for On-Call Training and RV Repair Services in such final form as approved by the City Attorney and authorize the City Manager to execute change orders not exceeding a 10% contingency of \$12,500 for uncertainties.

### **Background**

Area 63 Productions focuses on serving clients' needs in customizing and repairing RVs, Airstream trailers, and yurts. Since 2008, Area 63 has had extensive experience in all aspects of Airstream trailers, vintage trailers, and general recreational vehicle (RV) systems. Area 63 was also one of the first to install solar power on Airstream products. Area 63 has completed many restorations and has several long-term modernizations underway. The initial term of the City's agreement with Area 63 Productions expires June 30, 2024.

### **Discussion**

Area 63 Productions' unique and focused abilities and expertise are helping deliver successful attraction amenities for Launch Pointe through a planned "Vintage Trailer Camp" or "Airstream Village," including the yurts and group camping areas. Their agreement with the City provides on-call services, including training and on-site consulting to activate yurts and trailers like a boutique spa/hotel arrangement. Their staff is uniquely trained in hotel and venue management, focusing on customer service, including housekeeping and back-of-house training, and capacity building of on-site staff. They will continue to focus on yurts and vintage trailer repairs and training.

Amendment No. 1 - Area 63 Productions, LLC.

Over the past few months, the vintage trailers suffered damage that required more repairs than usual. To properly maintain the yurts and trailers for the remainder of the fiscal year, it is necessary to increase the amount of Area 63's agreement by \$45,000.00.

**Fiscal Impact**

The services provided will be funded up to \$125,000 from operating budget funds.

**Attachments**

- Attachment 1 - Amendment No. 1 - Area 63 Productions  
Exhibit A – Proposal
- Attachment 2 - Original Agreement - Area 63 Productions