



CHANNEL ISLANDS HARBOR
Ventura County Harbor Department

Lyn Krieger
Director

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October 20, 2015

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, CA 93009

SUBJECT: Approval of the First Amendment to the Channel Islands Harbor Fuel Dock Concession Agreement with Dave's Marine Fuel Service, Inc. at Channel Islands Harbor.

Recommendation:

1. Approve and authorize the Director of the Harbor Department to execute the attached First Amendment to the Channel Islands Harbor Fuel Dock Concession Agreement with Dave's Marine Fuel Service, Inc. for operation of the County fuel dock at the Channel Islands Harbor.

Fiscal/Mandates Impact:

Mandatory:	No
Source of Funding:	Enterprise Fuel Revenues
Funding Match Required	No
Impact on Other Departments:	None

Summary of Revenue and Costs

	<u>FY 2015-16</u>	<u>FY 2015-16</u>
Revenue	\$ 650,000	\$ 1,950,000
Direct Costs	\$ 610,000	\$ 1,830,000
Indirect Costs	\$ 28,300	\$ 85,000
Net Income	\$ 11,700	\$ 35,000

CURRENT FY 2015-16 Budget Projection for Harbor Enterprise Org 5100				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	9,073,960	9,073,960	9,073,960	0
Revenue	8,270,500	8,270,500	8,270,500	0
Operating Gain/Loss	(803,460)	(803,460)	(803,460)	0

Discussion:

The fuel dock at the Channel Islands Harbor has operated under a concession agreement since its construction in 1994. Due to the relatively low volume of fuel sales historically, combined with uncertainties about the future of commercial fishing, a major source of fuel sales, it is more profitable for the Harbor to operate this facility as a concession.

The Harbor Department last issued a Request for Proposal (RFP) in 2010 for a concessionaire to manage fuel dock operations. The RFP was sent to six businesses including the existing Concessionaire, and posted on the Harbor Department website. We received complete responses from two interested parties, and the contract was awarded to the current concessionaire.

The pool of experienced fuel dock operators is limited, and the performance of the current concessionaire has been satisfactory. In consideration of these factors, Harbor staff recommends extending the Agreement for an additional four years, for a total contract term of ten (10) years.

This item and its attachment have been reviewed by County Counsel, the Auditor-Controller's Office and County Executive Office.

If you have any questions regarding this item, please contact me at 973-5952.


LYN KRIEGER
Director

Exhibit 1 – First Amendment