



## CHANNEL ISLANDS HARBOR

### Ventura County Harbor Department

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September 15, 2020

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

**SUBJECT: Approval of, and Authorization for the Director of the Harbor Department, or his Designee, to Execute, a Third Amendment to License Agreement with Raw Inspiration, Inc. for Operation of a Second Farmers' Market at the Channel Islands Harbor on Wednesdays.**

#### **Recommendations:**

1. Approve and authorize the Harbor Director, or his designee, to execute the attached Third Amendment to License Agreement (Third Amendment) (Exhibit 1) with Raw Inspiration, Inc. for operation of a second farmers' market at the Channel Islands Harbor (Farmers' Market) on Wednesdays.
2. Authorize the Harbor Director to make corrections, clarifications, and technical modifications to the Third Amendment, subject to County Counsel approval, provided such changes are consistent with the stated intent of the underlying agreement, as previously amended, do not result in the loss of any income to the County, and do not subject the County to additional costs.

#### **Fiscal Impact:**

Mandatory:	No
Source of Funding	Raw Inspiration, Inc.
Funding Match Required	No
Impact on Other Departments	None

<b>Summary of Revenue and Costs:</b>	<u>2020-21</u>	<u>2021-22</u>
Revenue	\$ 7,200	\$ 9,600
Direct Costs	\$ 0	\$ 0
Indirect Costs	\$ 0	\$ 0
Net Cost	\$ (7,200)	\$ (9,600)

Current Fiscal Year Budget Projections:

FY 2020-21 Budget Projection for <b>Harbor Enterprise</b> Fund E200 Division 5100				
	Recommended Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	10,875,321	10,875,321	10,875,321	0
Revenue	8,776,475	8,776,475	8,776,475	0
Net Cost	2,098,846	2,098,846	2,098,846	0

**Discussion:**

The Certified Farmers' Market at the Channel Islands Harbor has been a popular resident and visitor serving amenity for more than 20 years. The Farmers' Market has been historically managed by an operator under a License Agreement with the County of Ventura for the benefit of its Harbor Department (Harbor Department). Under the terms of the contract, the County approves the vendor mix, type, and specific vendors, while the operator manages, advertises, provides insurance, and provides needed equipment (tables, chairs, storage) for the weekly market. The operator also holds all vendor agreements, collects payment of booth fees, and pays the County a fixed fee for use of the public's property.

In October 2013, the Harbor Department solicited requests for proposals to operate the Farmers' Market. The County received submissions from five qualified candidates and went through an extensive interview and selection process. In May 2014, the Harbor Department selected Raw Inspiration, Inc. and the parties entered into a three-year license agreement with Raw Inspiration, Inc. (Exhibit 2). The Agreement included an option for a two-year extension granted to the licensee. In March 2017, Raw Inspiration, Inc. exercised its right to extend the term of the Agreement for two (2) years. To that end, the parties executed a First Amendment to License Agreement in April 2017, with the revised term of the Agreement expiring on April 30, 2019.

Raw Inspiration, Inc. has been an extremely responsible and responsive market operator, and has tremendous resident and visitor support. As a result, in March 2019, the parties executed a Second Amendment to the License Agreement, extending the term of the Agreement until April 30, 2024.

The COVID-19 pandemic has created significant challenges for the Farmers' Market operation. As a result, Raw Inspiration, Inc. has approached the Harbor Department with a request to add a second market on Wednesdays, which will support local farmers, non-

food vendors and residents who rely on the Farmers' Market as an alternative to grocery stores.

Based on the past performance of Raw Inspiration, Inc., the Harbor Department is now recommending that your Board approve the attached Third Amendment. The Third Amendment will enable Raw Inspiration, Inc. to operate a second market on Wednesdays and increases the current monthly fee by \$800, from \$1,250 to \$2,050, effective October 1, 2020.

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

If you have any questions, please contact me at (805) 973-5952.



MARK SANDOVAL  
Director

Exhibit 1 – Third Amendment to License Agreement  
Exhibit 2 – License Agreement