

RESOLUTION NO. 2023-64

RESOLUTION BY THE FINANCE AND HUMAN RESOURCES COMMITTEE AUTHORIZING RACINE COUNTY TO RENEW AN AGREEMENT WITH FOUNDERS 3 MANAGEMENT COMPANY FOR THE PROPERTY AND OPERATIONS MANAGEMENT OF REEFPOINT MARINA

To the Honorable Members of the Racine County Board of Supervisors:

BE IT RESOLVED by the Racine County Board of Supervisors that the fiscal note, as set forth in Exhibit "A," that is attached hereto, is authorized and approved; and

BE IT FURTHER RESOLVED that the Racine County Board of Supervisors hereby authorizes and approves the renewal of an agreement with Founders 3 Management Company for the property and operations management of Reefpoint Marina for an additional five (5) year term under the general terms and conditions set out in "Exhibit B", which is attached hereto, subject to any changes deemed necessary and appropriate by the Corporation Counsel and the Finance Director.

BE IT FURTHER RESOLVED by the Racine County Board of Supervisors that such agreement shall incorporate such terms and conditions as the Corporation Counsel and the Finance Director deem necessary and appropriate.

BE IT FURTHER RESOLVED by the Racine County Board of Supervisors that any two of the County Clerk, the County Executive and/or the County Board Chairman are authorized to execute any contracts, agreements, amendments, or other documents necessary to carry out the intent of this resolution.

Respectfully submitted,

1st Reading \_\_\_\_\_

FINANCE AND HUMAN RESOURCES COMMITTEE

2nd Reading \_\_\_\_\_

BOARD ACTION

Donald J. Trottier, Chairman

Adopted \_\_\_\_\_

For \_\_\_\_\_

Robert N. Miller, Vice-Chairman

Against \_\_\_\_\_

Absent \_\_\_\_\_

VOTE REQUIRED: 2/3 M.E.

John A. Wisch, Secretary

Prepared by: Corporation Counsel

Scott Maier

Nick Demske

1 Res No. 2023-64

2 Page Two

3 \_\_\_\_\_  
4 Jody Spencer

5 \_\_\_\_\_  
6 \_\_\_\_\_  
7 Jason Eckman

8  
9 **The foregoing legislation adopted by the County Board of Supervisors of**  
10 **Racine County, Wisconsin, is hereby:**

11 **Approved: \_\_\_\_\_**

12 **Vetoed: \_\_\_\_\_**

13  
14 **Date: \_\_\_\_\_,**

15  
16 \_\_\_\_\_  
17 **Jonathan Delagrave, County Executive**

18  
19  
20  
21  
22 **INFORMATION ONLY**

23  
24 **WHEREAS**, Resolution 2011-99 authorized Racine County to purchase from  
25 Racine Harbor Marina, LLC (RHM) all the assets of Reefpoint Marina ("RPM") and RPM  
26 has been run as a county property continuously since February 2012; and

27  
28 **WHEREAS**, Resolution 2013-89 authorized Racine County to enter into an  
29 operations agreement with Siegel-Gallagher for the property and operations  
30 management of the Reefpoint Marina and that agreement was renewed for an  
31 additional five (5) year term pursuant to Resolution No. 2018-112; and

32  
33 **WHEREAS**, Founders 3 Management company, successor in interest to Siegel-  
34 Gallagher Management Company, has expressed a willingness to continue their  
35 operations of the Reefpoint Marina in the public interest on said premises; and

36  
37 **WHEREAS**, it is in the best interest of the County and Racine County residents  
38 to renew for an additional term the lease with Founders 3 for the continued operation of  
39 the Reefpoint Marina for the next five years.

Property management and operations services will be for \$795,000 payable in 60 monthly installments of \$13,250.00

<b>2024</b>	\$	159,000.00
<b>2025</b>	\$	159,000.00
<b>2026</b>	\$	159,000.00
<b>2027</b>	\$	159,000.00
<b>2028</b>	\$	159,000.00

TOTAL FOR THE 5 YEAR CONTRAT	<u>\$</u>	<u><b>795,000.00</b></u>
------------------------------	-----------	--------------------------

An incentive may be paid for exceeding a base annual revenue of \$1,250,000.

<b>Revenue that exceeds base amount</b>	<b>Incentive fees</b>
\$0 - \$100,000	20%
\$100,001 - \$175,000	35%
\$175,001 +	50%

The term of this contract is extended to 1/1/2023 - 12/31/2028.

FINANCE COMMITTEE RECOMMENDATION

After reviewing the Resolution/Ordinance and fiscal information supplied, your Finance Committee recommends FOR--AGAINST adoption.

REASONS

FOR

---

---

---

---

---

---

---

---

---

---

AGAINST

---

---

---

---

---

---

---

---

---

---