



REPORT TO CITY COUNCIL

To: Honorable Mayor and Members of the City Council

From: Grant Yates, City Manager

Prepared by: Jason Simpson, Assistant City Manager

Date: September 25, 2018

Subject: Amendment No. 2 to Agreement for Consulting Services with Area 63 Productions

Recommendation

Approve and authorize the City Manager to execute Amendment No. 2 in an amount not to exceed \$30,000 and in such final form as approved by the City Attorney.

Background

Area 63 Productions is a multi-disciplinary firm focused on serving the needs of clients in the customization and repair of Airstream trailers. Area 63 Productions started with and for friends, and then it became a runaway in 2008 (full-time in 2009) when the vintage trailer boom and small space craze really hit America. At that time, Area 63 already 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 big, power solar on Airstream products. Area 63 has completed many complete restorations, and still has several long-term modernizations underway.

In addition to full rehabilitation and restoration services, Area 63 provides consulting to evaluate and informally assess the condition, determine upgrades needed, or appraise the value of vintage trailers. Insurance companies and prospective buyers use Area 63 Productions services for pre-purchase decisions, for road safety, and for habitation safety and cleanliness. Area 63 Productions also consults on commercial projects, and has conducted start-up tours for outdoor events companies that needed instruction on how to drive with a trailer and handle a promotional tour with an Airstream. Area 63 has also conducted annual restoration seminars in Albuquerque for the past nine years, which are 3-day hands-on training events that teach owners skills to repair and restore their own trailers.

Discussion

Based upon the RV Rehabilitation project currently undertaking, their unique and focused abilities as well as expertise will be helping deliver successful attraction amenities for the site through a planned "Vintage Trailer Camp" or "Airstream Village" including the yurts and group camping areas. This amendment will continue the focus on Airstream trailers which has also included

important input regarding the yurts, group camping, the bait and tackle shop for aesthetics with high impact concepts and suggested deliverables with practical application.

Fiscal Impact

The consulting services and this amendment are funded with the RV Campground Project (CIP PROJECT #Z40007) is included in the Fiscal Year 18/19 Capital Improvement Plan (CIP) budget.

Exhibits

- A Amendment No. 2
- B Amendment No. 1
- C Original Agreement