



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: January 28, 2020

Subject: On-Call Services with Area 63 Productions

Recommendation

Approve and authorize the City Manager to execute On-Call Services Agreement with Area 63 Productions in an amount not to exceed \$50,000 per fiscal year, 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 RV, Airstream trailers, and yurts. Since 2008, Area 63 has 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 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 ten years, which are 3-day hands-on training events that teach owners skills to repair and restore their own trailers. Their staff has formal hotel management training in Europe and are positioned to train, educate and elevate the customer service offerings at Launch Pointe for a period of time while operations ongoing before transitioning out.

Discussion

Area 63 Productions' unique and focused abilities as well as expertise is helping deliver successful attraction amenities for Launch Pointe through a planned "Vintage Trailer Camp" or "Airstream Village" including the yurts and group camping areas. The proposed Agreement provides for on-call services, including training and consulting for on-site to activate the yurts and trailers to run like a boutique spa/hotel arrangement. Their staff is uniquely trained in hotel and venue management with a focus on customer service, including housekeeping and back of

house training and capacity building of on-site staff. They will continue the focus on yurts and vintage trailer repairs and training.

Fiscal Impact

The services for repairs, training and activation of on-site amenities and related consulting will be funded up to \$50,000 from operating budget funds.

Exhibits

A - Agreement