

**STATE OF FLORIDA
FLORIDA FISH AND WILDLIFE CONSERVATION COMMISSION**

AMENDMENT NO. 1 TO CONTRACT

This Amendment to Contract No. 00252 , referred to as the Original Contract, is entered into by and between the FLORIDA FISH AND WILDLIFE CONSERVATION COMMISSION, whose address is 620 South Meridian Street, Tallahassee, Florida 32399-1600, hereafter "Commission," and Indian River County Board of County Commissioners, F596000674-006, whose address is 1801 27th Street, Building A, Vero Beach, FL 32960, hereinafter "County", collectively, "Parties".

WHEREAS, the Commission and the County entered into a Concessionaire Contract on March 13th, 2001 for the operation of the Florida Fish and Wildlife Conservation Commission Indian River Public Shooting Range.

WHEREAS, the Parties desire to renew that Contract.

Now, therefore, in consideration of the mutual benefits set forth herein, the parties agree to amend the Original Contract, as follows, which amendments shall govern to the exclusion of any provision of the Original Contract to the contrary:

In accordance with Provision two (2) thereof, the Original Contract, is hereby renewed for an additional 10 (ten) year term, commencing March 13, 2016, and terminating March 12, 2026.

An updated 2016 Operations and Shooting Plan is attached to this Amendment as Exhibit B.

All provisions of the ORIGINAL CONTRACT not specifically amended herein shall remain in full force and effect.

The Remainder of This Page Left Blank

IN WITNESS WHEREOF, the parties hereto have caused this Amendment to Contract to be executed through their duly authorized signatories on the day and year last written below.

INDIAN RIVER COUNTY
BOARD OF COUNTY
COMMISSIONERS

FLORIDA FISH AND WILDLIFE
CONSERVATION COMMISSION

Bob Solari
Bob Solari, Chairman

Eric Sutton



Name: Eric Sutton

Title: Assistant Executive Director

Date approved: 2.2.16

Date: 25 Feb 2016

ATTEST:

Jeffrey R. Smith, Clerk of the
Circuit Court and Comptroller

By: [Signature]
Deputy Clerk

Approved as to form and
legal sufficiency:

Approved as to form and legality by FWC Attorney:

By: [Signature]
William K. DeBaal
Deputy County Attorney

[Signature]
Name: Carla Oyle
Date: 2/23/16

EXHIBIT B

INDIAN RIVER COUNTY SHOOTING RANGE
10455 102ND Terrace
Vero Beach, FL 32967
772-581-4944

1. Operational Plan 2016

Hours of Operation

The Indian River County Shooting Range (hereinafter referred to as “Range”) will be open to the public a minimum of 40 hours per week as per the Concessionaire Contract requirement for public use.

The Range will be available to groups, organizations, or individuals on an appointment basis during the days and hours not open to the public. Shooting activities will not begin prior to 6:00 a.m. nor continue past 9:00 p.m. The Range will be open on weekends.

Marketing Plan

As a governmental agency, Indian River County (County) will continue to market the Range through County press releases, in County Parks & Recreation brochures, newsletters and through social media to our patrons. We will have our brochure available at all area gun shops, pawnshops and other businesses related to shooting. The informational brochure and price sheet will be sent to area law enforcement and military organizations.

Direct Marketing

Direct Marketing will occur via mail or email blasts with previous customers based on their shooting interests. The time honored “word of mouth” recommendations from previous patrons has proven to be a benefit to our direct marketing efforts.

Trade Show Marketing

The County’s Shooting Range Manager is a member of the National Association of Shooting Ranges and will attend and promote the Range at several large trade and industry events around the country. The Range will host a table at most local gun shows to promote the Range and talk to interested attendees.

Organizational Marketing

Indian River County Shooting Range management will continue to work closely with the Florida Wildlife Conservation Commission to improve on this unique partnership. Once the classroom is completed, regularly scheduled FWC Hunter Education courses will bring interested groups to our doorstep. Local groups such as Boy Scouts, 4-H and ROTC groups will continue their involvement with the Range on a regular basis. The Range management will continue its

EXHIBIT B

memberships in national organizations including the National Rifle Association, National Skeet Shooting Association, National Sporting Clays Association, Amateur Trapshooting Association, National Shooting Sports Foundation and Rocky Mountain Elk Foundation to offer their programs and to promote the Range.

Print Ad Marketing

The Range will continue marketing in the National Shooting Sports Foundation list of ranges, National Rifle Association list of ranges, as well as several State of Florida publications that feature recreation or shooting. Indian River County Shooting Range staff has worked with DOT for signage on I-95 and placement of entrance signs.

Web Based Marketing

The Range is featured on Indian River County's website at ircgov.com. The Range now has its own website: www.goshootingirc.com. We actively promote the Range through social media with Facebook page and Twitter accounts. These social media accounts offer all types of information such as events, promotions, hours and upcoming classes. The Range is listed on the National Shooting Sports Foundation's "Where to Shoot" member ranges, as well as links from many other shooting and recreation sites.

Promotional Activities

Staff will work with manufacturer representatives to have sponsored shoots at the Range. These events are frequently lucrative for the Range as manufacturers and vendors pay for the cost of advertising for the event which brings new patrons to the Range. The Range intends to develop strategic relationships with major firearms industry vendors. The Range management team is highly in tune with the motivations of manufacturers and the various ways the two entities can help each other. This inside industry experience will be called upon to promote the Range and its services. We are the first range in Florida to host a major shooting industry event in the last 20 years. We intend to continue to showcase the Range, County and community with more of these types of events.

EXHIBIT B

II. Shooting Opportunities

Leagues

The Range will organize and promote clubs to be based from the Indian River County Shooting Range. Staff will also run registered tournaments of all types. Leagues and clubs provide a great initial customer base to the Range. Industry experience has shown that when gone unchecked, leagues have the capacity to financially damage retail ranges. League members often expect unrealistic discounts and can direct business away from the Range by selling to new initiates “out of their garage” Leagues also tend to occupy the Range during high usage periods, restricting the availability of the facilities for other shooters. The Range is not averse to allowing the formation of shooting leagues and management is a strong supporter of these activities, but the leagues will be strictly limited to ensure there is no negative impact to the perception of other range patrons or the Range business entity.

Shooting Types

The Indian River County Shooting Range will offer pistol, rifle and shotgun shooting of all types including air gun and archery. The types of shooting allowed on the Range have been identified in previous sections. These activities are consistent with the engineering and safety design specifications of the Range. The engineered range safety features will not be bypassed during specialized shooting activities such as action pistol, cowboy or plinking. Any activity forward of the static shooting lines will be closely monitored and controlled by the range management. All courses of fire will need to be pre-approved by the range management before any firing can commence.

Training

The Range will offer Florida Wildlife Conservation Commission Hunter Education and Bow Hunting courses as well as National Rifle Association safety classes. Indian River County Shooting Range’s commitment to safety and training opportunities has been accentuated throughout the plan. The Range will constantly strive to offer the latest and most effective training opportunities to the patrons. As with the shooting opportunities listed above, no training program or class will undermine the safety features engineered into the Range.

Facility Improvements

Since the opening of the Range, Indian River County has added the following improvements:

- Large storage building with roll door for clay and equipment storage
- Replaced and upgraded the clay traps on the 5-Stand
- Built a walk through 14 station NFA archery course
- Lighting has been installed on the rifle range, pistol range, airgun range, field archery and 5-Stand clays field

EXHIBIT B

- Baffle replacement on both the pistol and rifle ranges
- A new action pistol range is now open for classes, clubs and events
- A 15 station walkthrough sporting clays course

Perhaps the most exciting improvements are currently under construction:

- ✓ A \$1,300,000 project to install three lighted combination skeet and trap fields with storage building including improvements to the walkthrough sporting clays course

In the future, with funding and expertise from the Florida Wildlife Conservation Commission, the County plans to build a new classroom to be constructed near the new clays facilities.

As an advocate of Total Quality Management, the Range has a strong commitment towards constantly evaluating our facility, operations and customer's needs to make sure we are doing everything possible to further the needs of state, county and the shooting public using our ranges.

Maintenance will be a County function. We have made a substantial investment in equipment, and this equipment is vital to the Range and the services we offer. We will continue to maintain, replace and upgrade the buildings and equipment to provide a first class range and shooter experience.

Indian River County Shooting Range has added rear ready areas on both pistol and rifle ranges. Plus we added sliding safety gates at the entrance to each range. Range booths on each of the pistol and rifle ranges provide on-range storage and bottled water for patrons.

Safety is a paramount concern of the Indian River County Shooting Range. In the range office shooters will be required to read with staff the range rules and information. Range staff will continue to be on hand to answer questions. Shooters will continue to be required to sign a waiver and then will be issued a "waiver/rules acknowledgment card before they can purchase a range pass for any use of our ranges. As mentioned in previous sections, our goal is to continue to exercise positive control over every shooting situation. Our Range Officers will be expected to be on the shooting lines during all shooting activities. Each shooter must check in with the Range Officer who will conduct a safety inspection of all firearms and answer any rules or safety questions. Normal commands on the firing line will be communicated via loudspeaker system. A Range Officer will be walking the firing line aiding shooters and providing safety.

Dated: January 1, 2016