



Council Agenda Item 25-0873R

MEETING DATE: 11/24/2025

SUBJECT/TITLE: RESOLUTION AUTHORIZING A FIVE-YEAR AGREEMENT WITH SPIRIT LAKE DEVELOPMENT, LLC FOR THE OPERATION AND MANAGEMENT OF INDIAN POINT PARK AND CAMPGROUND.

SUBMITTED BY: Bridget Erickson, Parks & Recreation

RECOMMENDATION: Approve

BOARD/COMMISSION/COMMITTEE RECOMMENDATION: N/A

PREVIOUS COUNCIL ACTION: N/A

BACKGROUND: Indian Point Park and Campground is located at 7000 Pulaski Street in Duluth on an elevated peninsula along the St. Louis River. The campground has 76 camping sites available to rent, with the camping season operating from the second weekend in May through the third Sunday in October. Spirit Lake Development, LLC has managed Indian Point Park and Campground since 2012 under previous agreements, including a current agreement which expires on December 31, 2025. The City issued a request for proposals on April 17, 2025, to select a qualified operator to manage the campground and provide services at Indian Point. Spirit Lake responded and was selected by the City.

This resolution authorizes a five-year (2026-2030) with Spirit Lake Development, LLC for the operation and management of Indian Point Park and Campground. Spirit Lake will be responsible for managing reservations, employing staff, marketing and advertising the campground, and performing routine maintenance. The City will be responsible for major repairs and non-routine maintenance. Spirit Lake will retain a percentage of the revenue generated and the remaining revenue will be paid to the City.

BUDGET/FISCAL IMPACT: This agreement outlines a yearly percentage of revenues that will be paid to the City: 36% of camping fees received in 2026; 37% of camping fees received in 2027; 38% of camping fees received in 2028; 39% of camping fees received in 2029; 40% of camping fees received in 2030; 15% of revenues from concessions, equipment rentals, and special services received each year of the term; 25% of sales from vending equipment received each year of the term; 15% of revenues from special event fees received each year of the term.

OPTIONS: Approve the agreement and maintain continued operation of the Indian Point Campground, or decline to approve which will interrupt services at the Campground.

NECESSARY ACTION: Approve.

ATTACHMENTS: Agreement with Spirit Lake Development, LLC; RFP submittal from Spirit Lake Development, LLC