

LADY BIRD LAKE EXCURSION BOAT PROPOSAL

ITEM 6c

ENVIRONMENTAL BOARD
FEBRUARY 18TH, 2015



Overview

Code of Ordinance:

§ 8-1-74 - REVIEW OF A PROPOSAL SEEKING A CONCESSION.

A representative from the (Parks and Recreation) board, the Environmental Board, and the Design Commission **may** evaluate each proposal received in response to a request for proposals for a boating concession authorized under [8-1-72](#) (*Boating Concessions*). The representatives **shall** make a joint recommendation to the council on the grant of a concession under this article.

Previous Action:

Jan. 13th - Concessions and Contracts Committee (Subcommittee of the Parks Board)

Committee members unanimously (3-0) agreed to place the item on the PARB agenda for the January 27th meeting to the City Council the approval of the negotiation and execution of the Lady Bird Lake Excursion Boat agreement.

Jan. 21th - Environmental Board

Moved to delegate the review of the Lady Bird Lake Excursion Boat RFPs to the Parks and Recreation Board. Board Member James Schissler moved to approve and Mary Ann Neely seconded. Vote 6-0-0-1. Robert Deegan was absent.

Jan. 27th - Parks and Recreation Board

Board members unanimously (5-0) agreed to recommend to the City Council the approval of the negotiation and execution of the Lady Bird Lake Excursion Boat agreement

Jan 29th - Parks and Recreation Board Representative Review

Parks and Recreation and Purchasing Department staff met with Jane Rivera, Chair Parks and Recreation Board, to evaluate the single proposal received from the Lady Bird Lake Excursion Boat Request for Proposals (RFP). Ms. Rivera approved the proposal and recommends Council grant the concession to the best evaluated proposer: Lone Star Riverboat.

Concession Location Map



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Concession Facilities:

- Dock
- Three Boats
- Ramp to dock
- No buildings or other structures



Concessions Type

- Food and Beverage
- Canoe, Kayak, SUP
- Canoe, Kayak, SUP, Sculling
- Recreational Train
- Golf
- Excursion Boat
- Sculling, Food & Bev., SUP

Town Lake Park Concessions: Location Map

Feb. 13, 2015 K. Scanlon

Excursion Boat - FAQ

- **Lone Star Riverboats Contract:** All concession contracts are license agreements that allow for the operation and provision of recreational services on parkland. |
- **Contract Performance:** Contractor in compliance with contract. No incidents of cure.
- **Gross Revenue:** Lone Star generated \$507,000 in FY14.
- **Commissions to the City:** Lone Star pays 8% of gross revenue to City as rent.
- **Environmental Programming**
 - **Bat Tours:** Partner with the Bat Conservation Society to establish and interpretive
 - **Student Tours:** Lone Star has partnered with the Expedition School to provide fee environmental tour of Lady Bird Lake to approximate 300 students annually.

Respondents Proposal

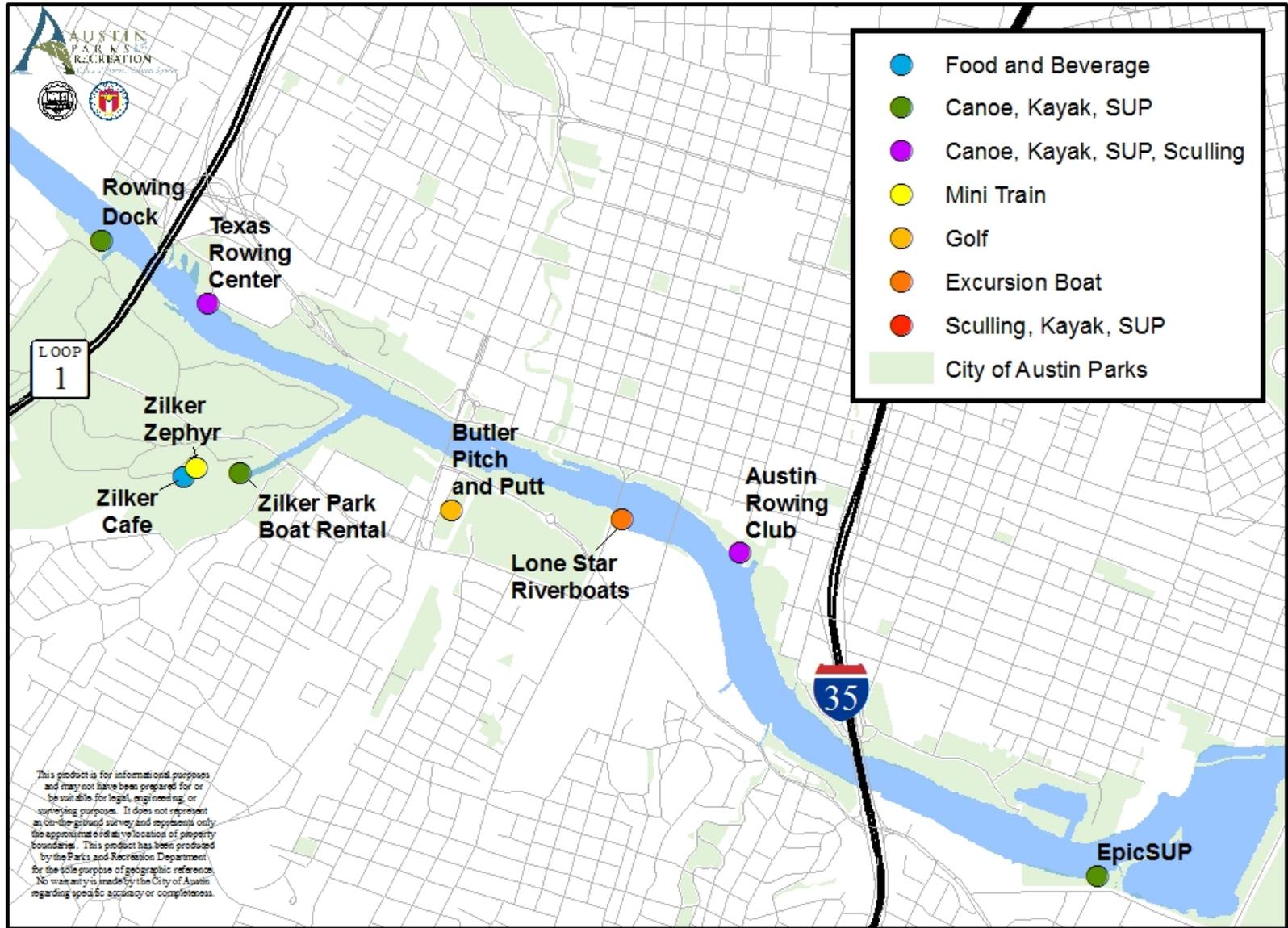
- **Experience:** 27 years operating on Lady Bird Lake
- **Term:** The term of the agreement will be one (1) five year primary term with one (1) five year option period.
- **Increased Revenue:** Increase in commissions paid to the City from the current 8% of gross revenue to 9% of gross revenue for the first 5-years and 10% for five year option period.
- **ADA Compliance:** The Respondent shall finance, design, permit and construct the sidewalks, railings; parking and sundries to ensure compliance with the American Disabilities Act.
- **Increase Capacity:** The Respondent shall increase the capacity of the fleet by approximate 30 seats. No expansion of the dock will be required.

Action

Whereas, the Environmental Board delegates the review of Lady Bird Lake Excursion Boat solicitations to the Parks and Recreation Board.

And whereas, there is negligible impact to the environment by whichever contractor is chosen.

Therefore, the Environmental Board recommends to defer reviewing RFP responses to the Parks and Recreation Board representative and authorizes the chair to take appropriate action to enter a joint recommendation to City Council to authorize award and execution of a revenue contract with LONE STAR RIVERBOAT, INC., to provide boat excursion services on Lady Bird Lake.



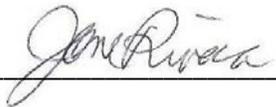
Town Lake Park Concessions: Location Map

Feb. 13, 2015 K. Scanlon

Review of a Proposal Seeking a concession in Town Lake Park
Management and Operation of Excursion Boat Services on Lady Bird Lake

Solicitation #: RFP TVN0048

On January 29th, Parks and Recreation and Purchasing Department staff met with Jane Rivera, Chair Parks and Recreation Board, to evaluate the single proposal received from the above referenced Request for Proposals (RFP). As stated in City of Austin Code of Ordinances Section 8-1-74 the Environmental Board and Design Commission *may* participate in the evaluation; however, both entities decided to defer to the judgment of the Parks and Recreation Board representative. Therefore, based upon the review of the proposal submitted and the evaluation criteria provided and in accordance with the above referenced section of the City's Code of Ordinances, the Boards and Commission make a joint recommendation to council to grant the concession to the best evaluated proposer: Lone Star Riverboat, Inc.



Date 02/09/2015

Parks and Recreation Board

_____ Date: _____

Environmental Board

_____ Date: _____

Design Commission