



Lonnie Lyman

Event Coordinator Senior & Contract Manager

November 10, 2015

Presentation Overview

1. South Austin Tennis Center

- Mission/Purpose
- Current Status
- Background/History

2. Solicitation for Concessionaire

- Goals & Objectives
- Major Elements
- Evaluation Criteria
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South Austin Tennis Center

Mission/Purpose

- The City of Austin Parks & Recreation Department, seeks proposals from highly qualified firms or individuals to manage operations and programs at South Austin Tennis Center, a municipal tennis facility located at 1000 Cumberland Rd., Austin, TX 78704
- The successful Proposer will retain the exclusive right to conduct tennis –related activities at the facility

Current Status

- Current vendor is Rippner Tennis Company
- Received contract through the competitive bid process February 26, 2007
- Initial contract period was 3 years with two 3-year option periods
- Vendor was in good standing and both options were executed and continues to be in good standing

South Austin Tennis Center

Background/History

- South Austin Tennis Center was built in 1981
- Consists of a Pro Shop equipped with bathrooms, showers, storage room, office and 600 square feet of retail space
- 10 lighted tennis courts; one practice wall
- Consistently averages over \$85,000 annually from court fees
- Consistent with 2014 Community Engagement Goals



Solicitation For Concessionaire

Goals & Objectives

- The City of Austin Parks & Recreation Department, through its municipal tennis facilities, strives to offer the community with an open, positive, and inviting atmosphere for players of all ages and skill levels to participate year-round in tennis play

Major Elements

- Three-year contract term with two three-year extension options
- Contractor Responsibilities
 - Operations of Facility
 - Programming

Solicitation (cont'd)

Major Elements (cont'd)

- Tennis Services
- Collect Council approved fees
- Customer Service
- Marketing, Advertising & Promotional Activities to Austin's Tennis Community

In-House vs Contract

- Current Management fee to contractor - \$36,000
- City Staff to operate facility - \$95,000

Solicitation (cont'd)

Evaluation Criteria

- Operation and Management
- Applicable Experience & Personnel Qualifications
- Financial Viability
- Local Presence
- Optional Interview

Evaluation Team Members

- Golf Complex Professional Manager
- Two Recreation Program Managers
- Event Coordinator Senior
- Recreation Program Supervisor

Solicitation (cont'd)

Timeline

- September 28, 2015 – November 5, 2015 – Advertisement of RFP
- October 6, 2015 – Preproposal Conference
- November 5, 2015- Deadline for Submission of RFP
- November 17, 2015 - Proposal Evaluation and Identification of Recommended Proposer
- November 24, 2015- Proposer Interviews (if necessary)

Next Steps

- Concessions and Contracts Committee – January 2016
- Parks and Recreation Board – January 2016
- Austin City Council – February 2016

Contact Information

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