

Austin Rowing Club Concession Contract

71 Trinity Street
Austin, TX 78701



Contract Term: The initial term of the agreement is from March 1, 2012 – February 28, 2017. This agreement may be extended for one 24-month period through February 28, 2019

Services: Rowing Classes, Clinics and Private Lessons, Kayak Lessons, Stand-Up Paddle Boards (SUP) Lessons, Yoga, Core Strength, and Boot Camp Classes, Fitness Memberships, Corporate Teambuilding, and Special Event Space Rental with direct access to Town Lake.

Contract Compliance: PARD staff has conducted a compliance and performance review of the contract.

- **Management:** All ARC contract deliverables (Annual Programming, Capital and Maintenance Fund, Quarterly Financial Reports, Quarterly Management Reports, Quarterly Sales Tax Report, Annual IRS Report and Insurance) have been submitted as required by the contract.
- **Fiscal: Revenue Breakdown**
 1. Austin Rowing Club has increased gross revenue each year, with an 11% increase from FY15 to FY16
 2. For the fourth year in a row, the Austin Rowing Club has increased revenue paid to the City

	% of Gross Revenue	Flat Fee		Percentage of Gross		
		Monthly Fee	Annual Ttl	Type	%	\$
Austin Rowing Club		-	-	Monthly Payment	3%	<300,000
					10.5%	>300,001 to <1,200,000
					15%	>1,200,000

Concession	Gross Sales				
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Austin Rowing Club	\$0	\$274,173	\$632,491	\$940,903	\$1,045,392

Commission Revenue	FY 12	FY 13	FY 14	FY 15	FY 16
	Austin Rowing Club	\$0	\$9,377	\$57,540	\$77,126

- **Facilities:** All Facility requirements, as it relates to preventative maintenance, electrical, signage, and inspections, have been met.
- **Programing:** ARC has exceeded the \$40k requirement for “Underserved Youth Programming” in FY16. ARC has provided over \$48k in youth outreach to McBeth Recreation Center, Sunshine Camp, RISE (in school program at Burnett Middle School) and 3D Team Scholarships (scholarships for the Junior Rowing Team).

Staff Recommendation: Based on all contract deliverables and requirements being met, PARD staff recommends that this agreement be extended for the final 24-month term.

Attachment A: Austin Rowing Club Community Impact Report