

Annual Concession Report 2018

ENVIRONMENTAL COMMISSION MEETING

PARKS AND RECREATION DEPARTMENT (PARD) PRESENTERS:

PAT ROSSETT – CONTRACT MANAGEMENT SUPERVISOR II

SAM HERNANDEZ – CONTRACT MANAGEMENT SPECIALIST IV

IDELLA WILSON – CONTRACT MANAGEMENT SPECIALIST IV

NOVEMBER 7, 2018

Section 8-1-73 of the City of Austin Code requires an annual report to the Parks and Recreation Board and the Environmental Commission providing the following information regarding concessions on Town Lake Park:

- Name & Location
- Gross Revenue, Expenditures, & Payments
- Boat Inventory
- Contract Terms
- Concession Improvements

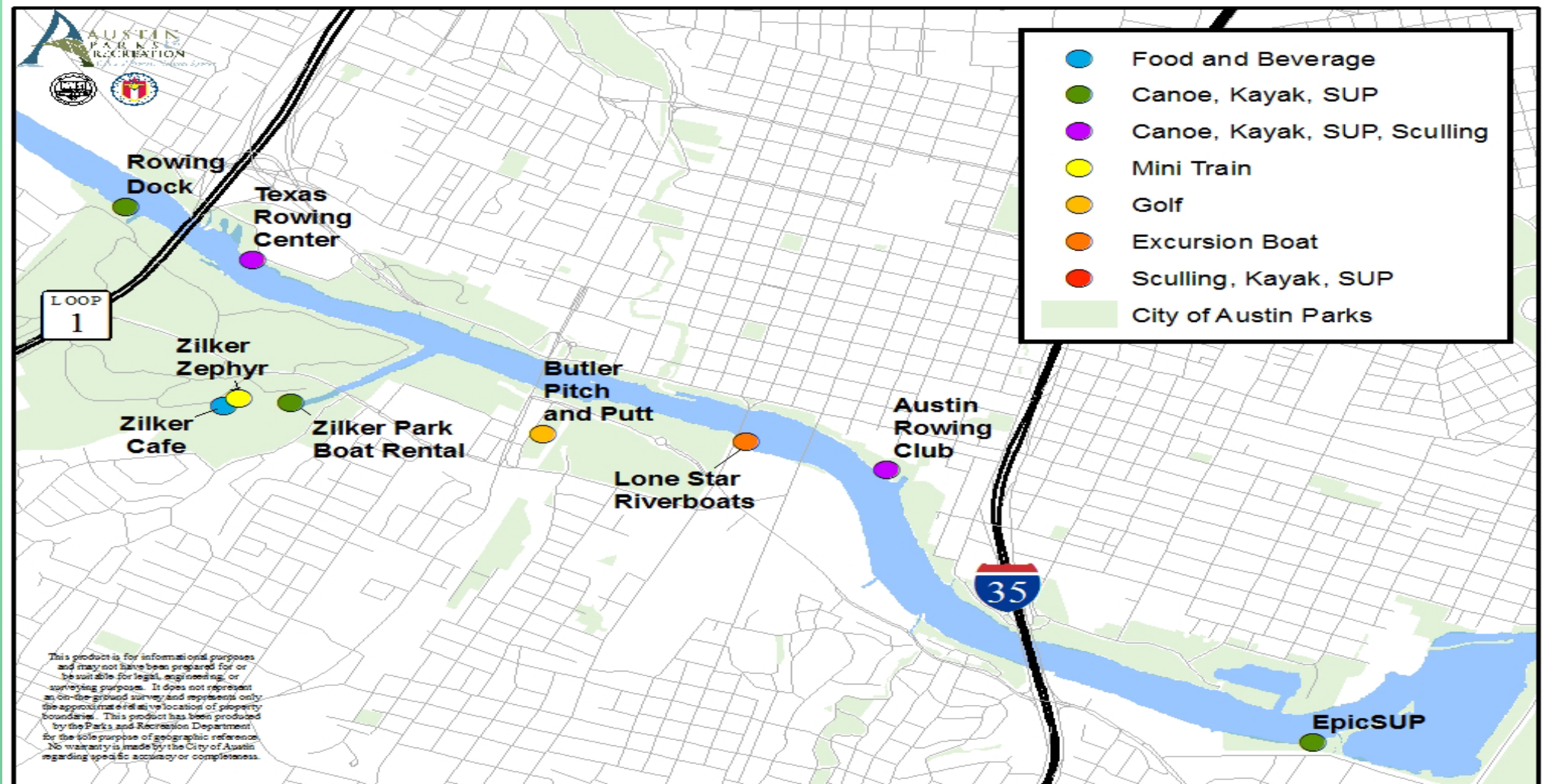


Annual Concession Report – 2018

Concession Locations

Town Lake Park Concessions:

1. Rowing Dock
2. Texas Rowing Center
3. Zilker Zephyr Railroad
4. Zilker Cafe
5. Zilker Park Boat Rental
6. Butler Pitch and Putt
7. Lone Star Riverboats
8. Austin Rowing Club
9. EpicSUP



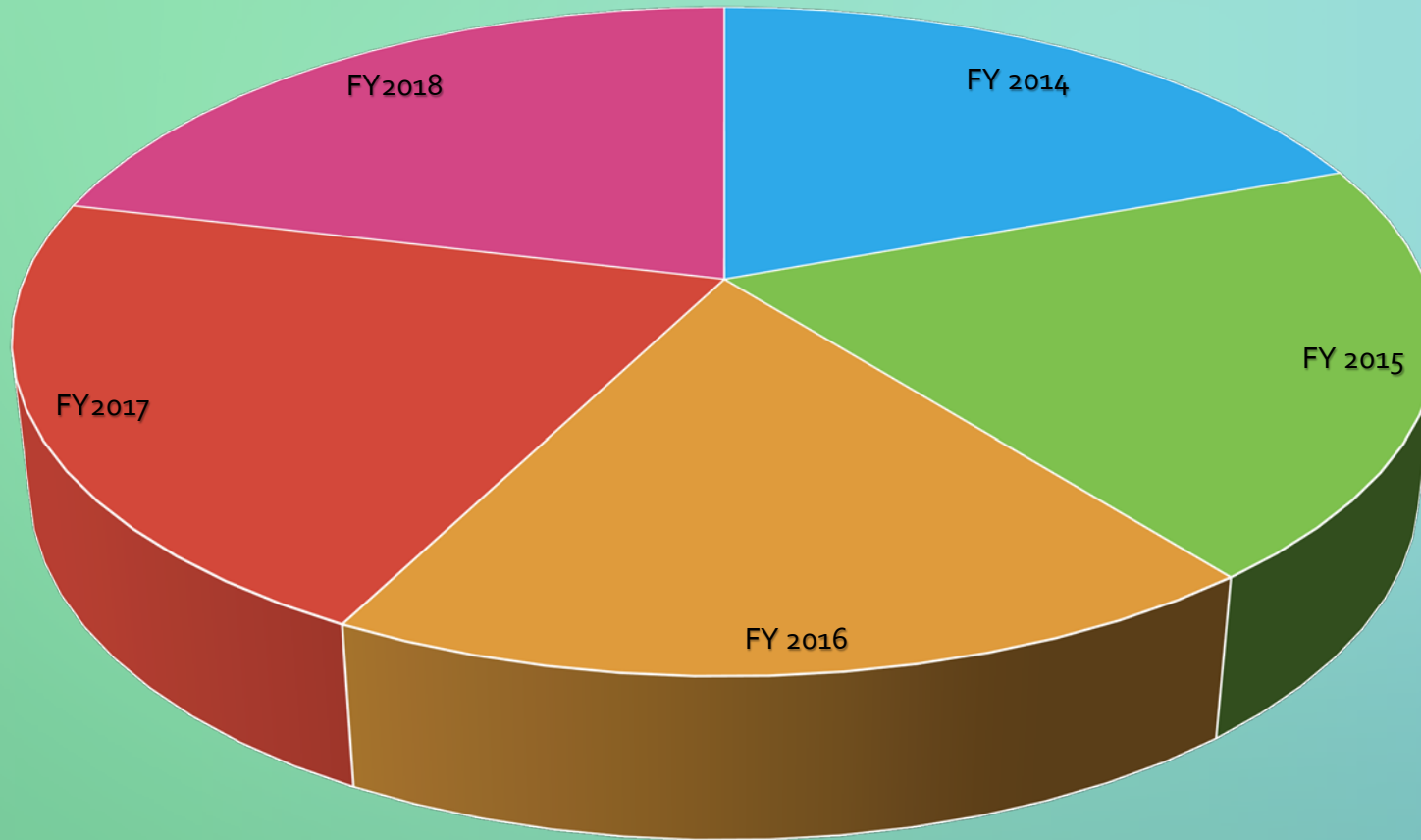
Town Lake Park Concessions: Location Map

Feb. 13, 2015 K. Scanlon

Annual Concession Report - 2018

Gross Sales

**FY 14 to FY 18
Gross Sales
by Concession**



■ FY 2014

■ FY 2015

■ FY 2016

■ FY 2017

■ FY 2018

Annual Total:

\$6,247,327

\$7,086,523

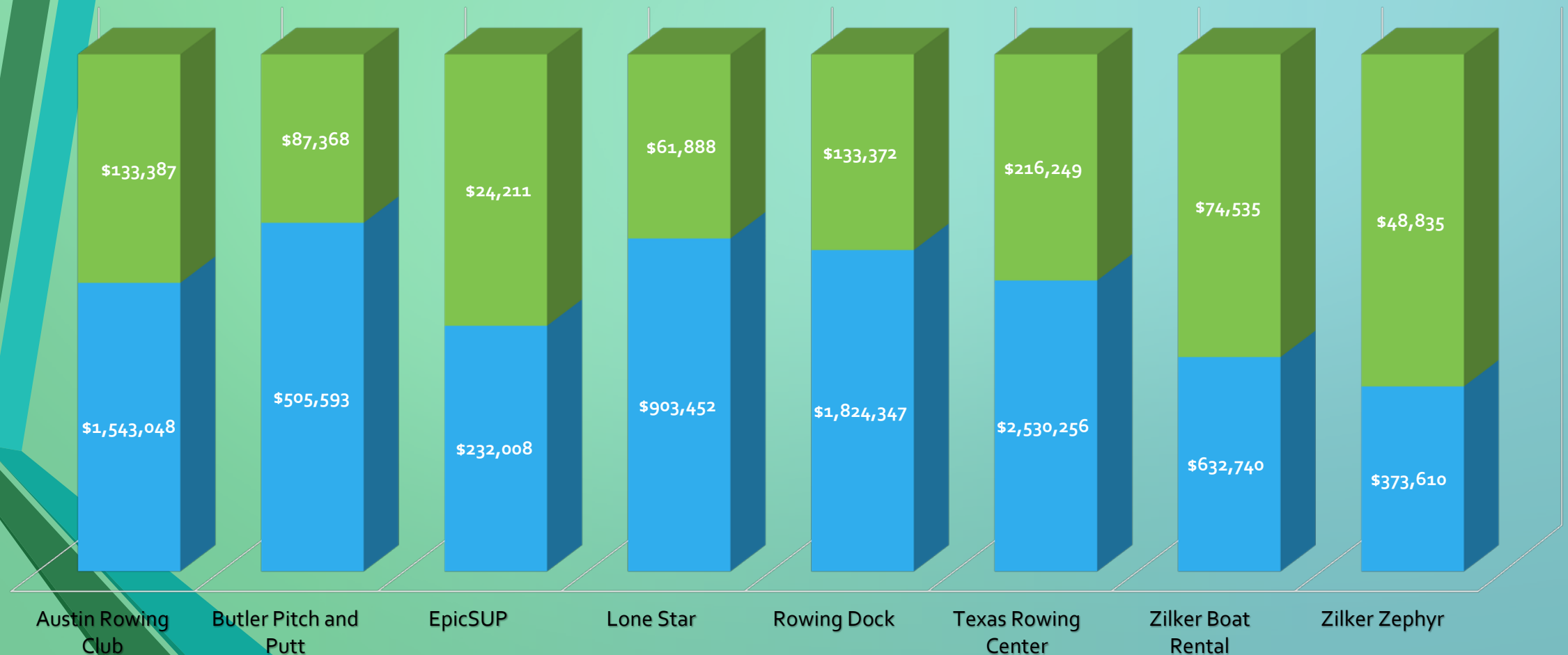
\$6,372,596

\$7,945,477

\$8,812,340

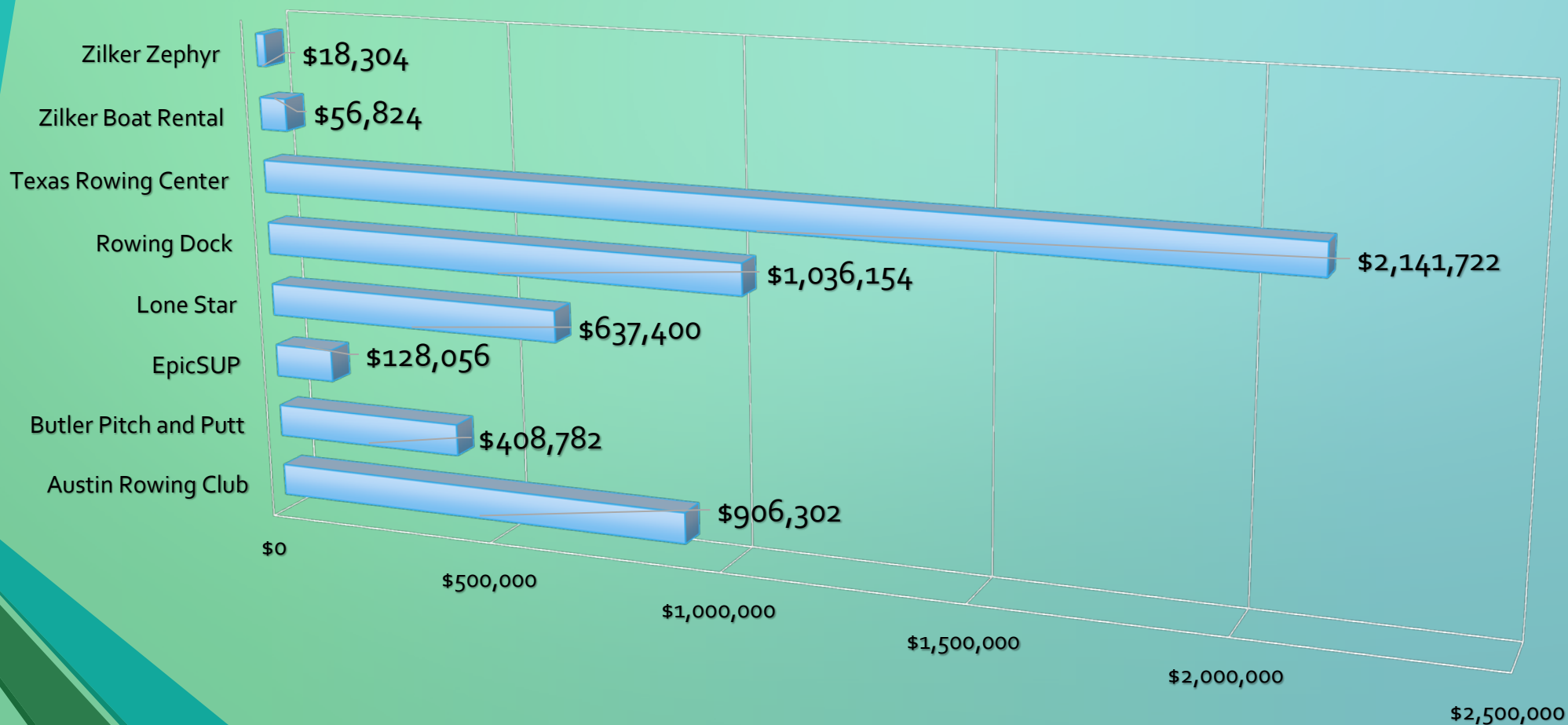
Annual Concession Report - 2018

REVENUE ■ PAYMENTS ■ BY LOCATION



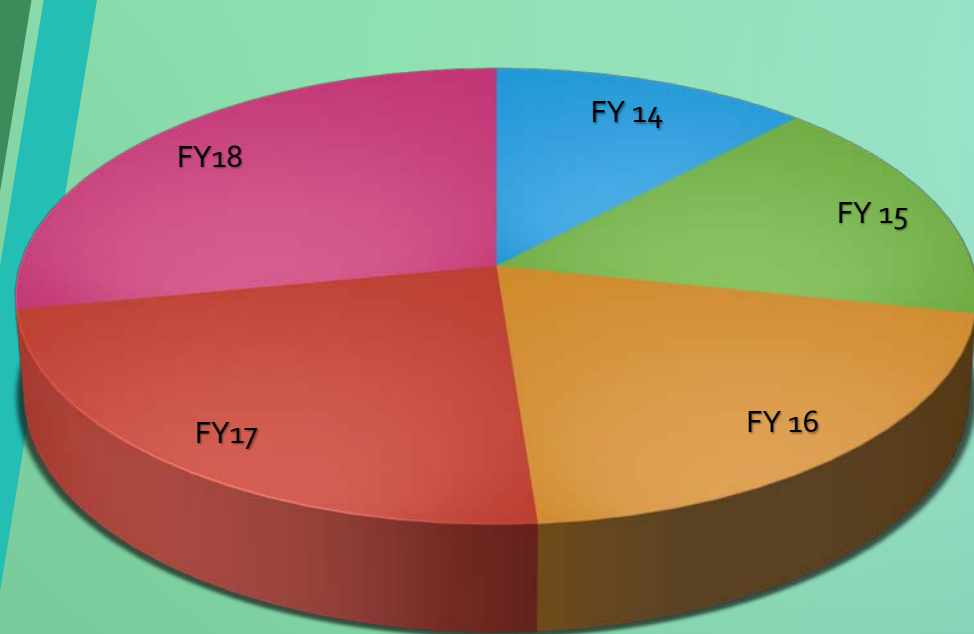
Annual Concession Report - 2018

Expenditures By Location



Annual Concession Report - 2018

Concession Payments



FY 14 to FY 18
Annual
Payments
by Concession

- The Texas Rowing Center paid the highest revenue to the City for FY18 in the amount of \$216,249
- The revenues paid by Zilker Park Boat Rental and Lone Star River Boat showed the highest percentage increase from FY17 to FY18 of 25%
- EpicSUP had the lowest revenue payment to the City for FY18 in the amount of \$24,211 due to contract requirements. Vendor payments were not required until the Payments In-Kind reached \$500,000

Annual Total:	FY 14	FY 15	FY 16	FY 17	FY 18
	\$620,989	\$700,447	\$716,317	\$642,319	\$779,848

Annual Concession Report - 2018

Reporting of Peak Times

Peak Time - Holiday	Austin Rowing Club	EpicSUP	Rowing Dock	Texas Rowing Center	Zilker Park Boat Rentals
Spring Break Week	1830 Watercraft	418 Watercraft	3473 Watercraft	3523 Watercraft	1506 Watercraft
Memorial Day Week	2721 Watercraft	692 Watercraft	5048 Watercraft	6389 Watercraft	2833 Watercraft
Fourth of July Week	2974 Watercraft	880 Watercraft	5427 Watercraft	7080 Watercraft	3470 Watercraft
Labor Day Week	2214 Watercraft	524 Watercraft	3292 Watercraft	4327 Watercraft	1710 Watercraft



Annual Concession Report - 2018

Boat Inventory



	Texas Rowing Center	Austin Rowing Center	Rowing Dock	EpicSUP	Zilker Boat Rental
Kayaks	151	236	123	20	90
Stand-up Paddle Boards (SUP)	412	72	115	85	55
Canoes	16		24		60
Sculls	149	86	0	0	0
Total:	728	394	262	105	205

Boat Inventory*

- 2014: 1,044 2015: 1,254 2016: 1,456
- 2017: 1,794 2018: 1,694

Annual Concession Report - 2018

Concession Improvements

- Rowing Dock:
 - Dock improvements worth over \$49,000
 - \$98,000 of quality equipment upgrades
- Butler Pitch and Putt:
 - Installed new sign & banner
 - Upgraded AC and Heating Unit
 - Donated over 2400 rounds of golf to beginners
- Texas Rowing Center:
 - Now under contract with Safe-Board and Jay-Reese Contractors to build a dock worth \$800,000 by May 2019



Annual Concession Report - 2018

Concession Improvements - Continued

- Lone Star River Boat:
 - Boat dock improvements in the amount of \$10,000
- EpicSUP: \$20,000 of upgraded equipment for patron usage
- Zilker Park Boat Rentals: Installed new patio deck \$3200



Annual Concession Report - 2018

Contract Terms



	Start	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Lone Star River Boat	August 1, 2015																									
* Zilker Zephyr	October 1, 1996																									
Butler Pitch & Putt	March 15, 2004																									
Texas Rowing Center	May 19, 2000																									
Zilker Park Boat Rental	February 2, 2006																									
Rowing Dock	May 1, 2001																									
EpicSUP	February, 2013																									
**Austin Rowing Club	March 1, 2012																									
Basic Term																										
Option -- executed																										
Option -- remaining																										
Extension - not executed																										

Note * Zilker Zephyr contract extension will be based on results of the Zilker Park Comprehensive Plan

Note ** 4 year contract extension granted to the Austin Rowing Club per City Resolution No. 20180628-070

Annual Concession Report - 2018

Commission Recommendations to PARB

Per Code of Ordinances, **§ 8-1-73** the board shall:

Prepare a joint report, with the Environmental Board, to the Austin City Council no later than the 30th day after the board's receipt of the annual concession report and recommend the following to the Council.

- Creation, continuation or termination of a concession;
- Status of each existing concession
- Issuance of request for proposal for a concession under this division