



ANNUAL CONCESSION REPORT

2018

CONTRACTS AND CONCESSIONS COMMITTEE MEETING

PARKS AND RECREATION DEPARTMENT

FINANCE CONTRACT COMPLIANCE STAFF

NOVEMBER 13, 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



Concession Locations

Town Lake Park Concessions:

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



City of Austin Parks: Town Lake Concessions Contracts



Legend

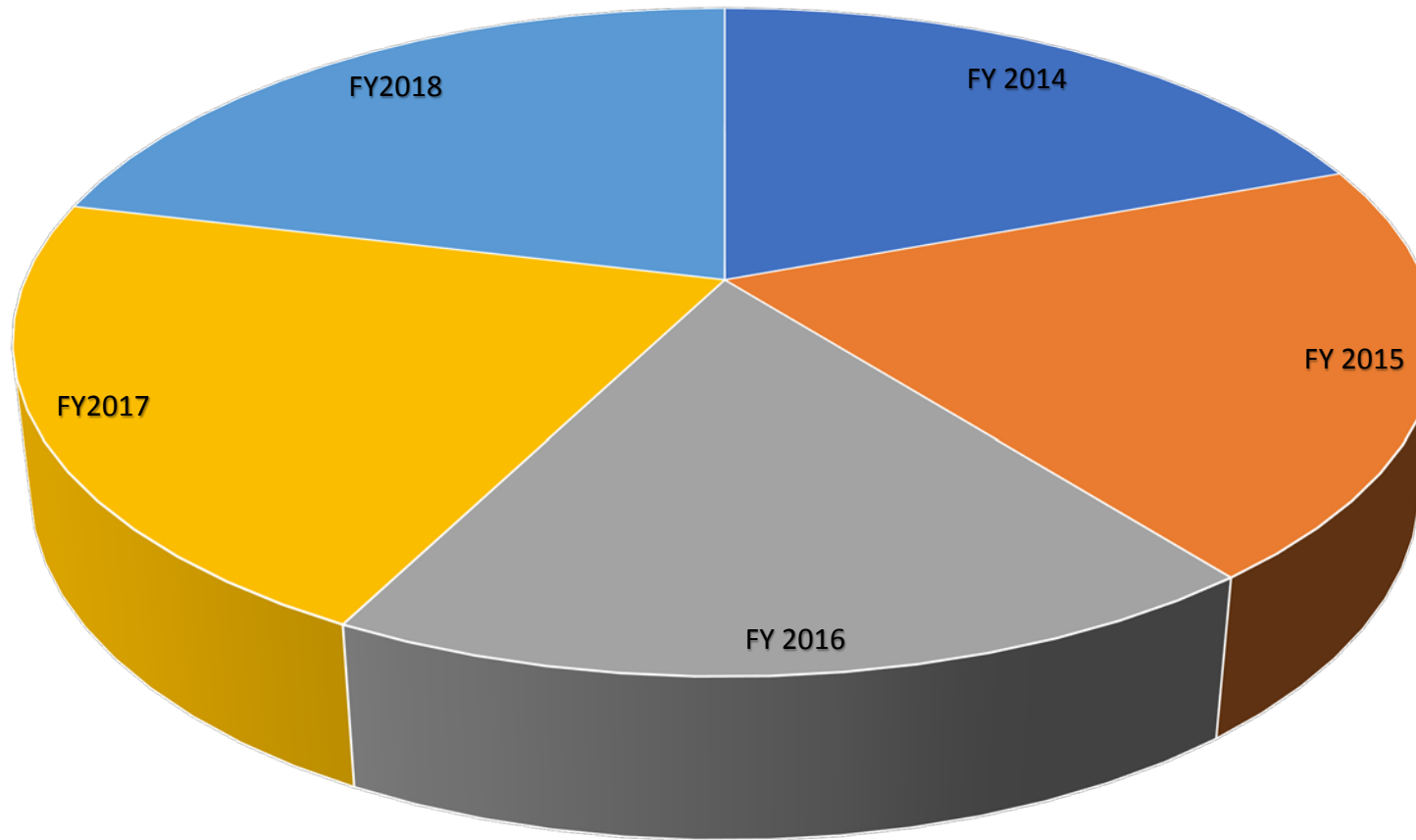
- Town Lake Concessions
- City of Austin Parks

This product is for informational purposes and may not have been prepared for or be suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries. This product has been produced by the Parks and Recreation Department for the sole purpose of geographic reference. No warranty is made by the City of Austin regarding specific accuracy or completeness.

0 500 1,000
Feet



Gross Sales 2014-2018



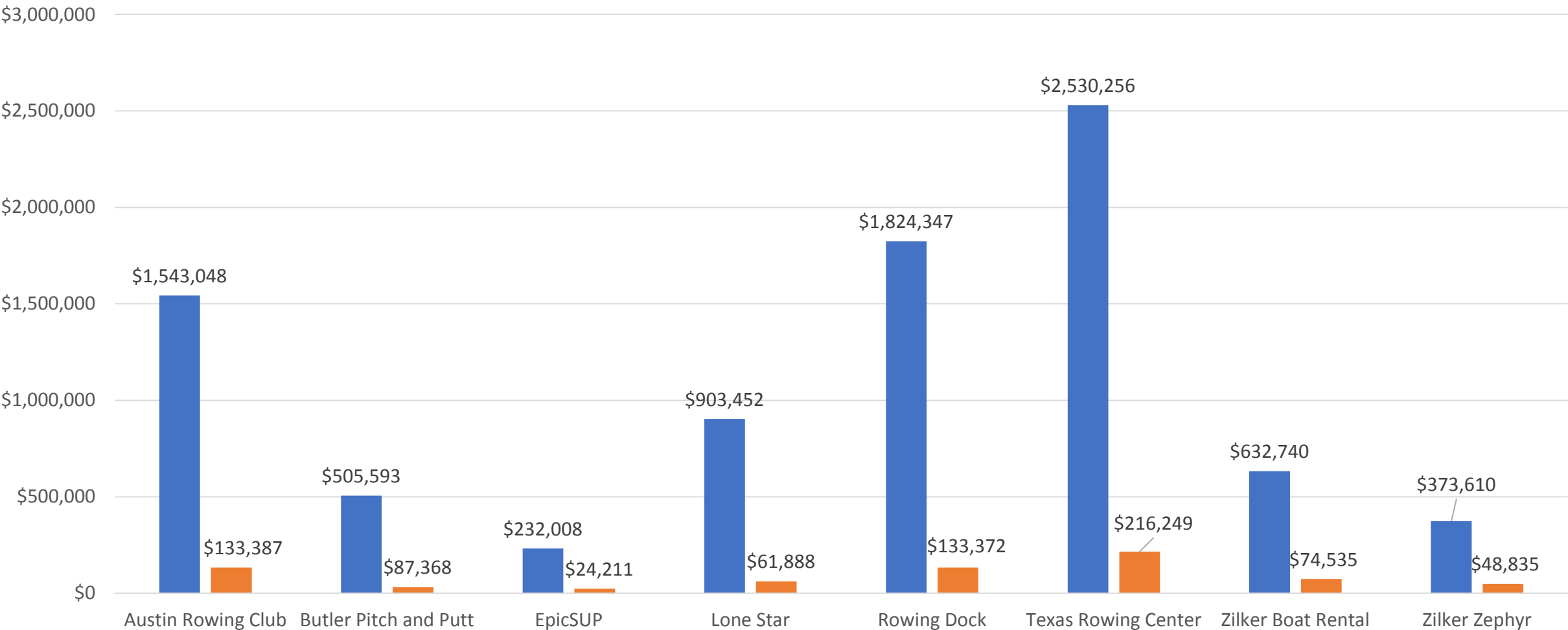
**FY 14 to FY 18
Town Lake
Concessions
Gross Sales**

FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
\$6,247,327	\$7,086,523	\$6,372,596	\$ 7,945,477	\$ 8,812,340

Annual Total:

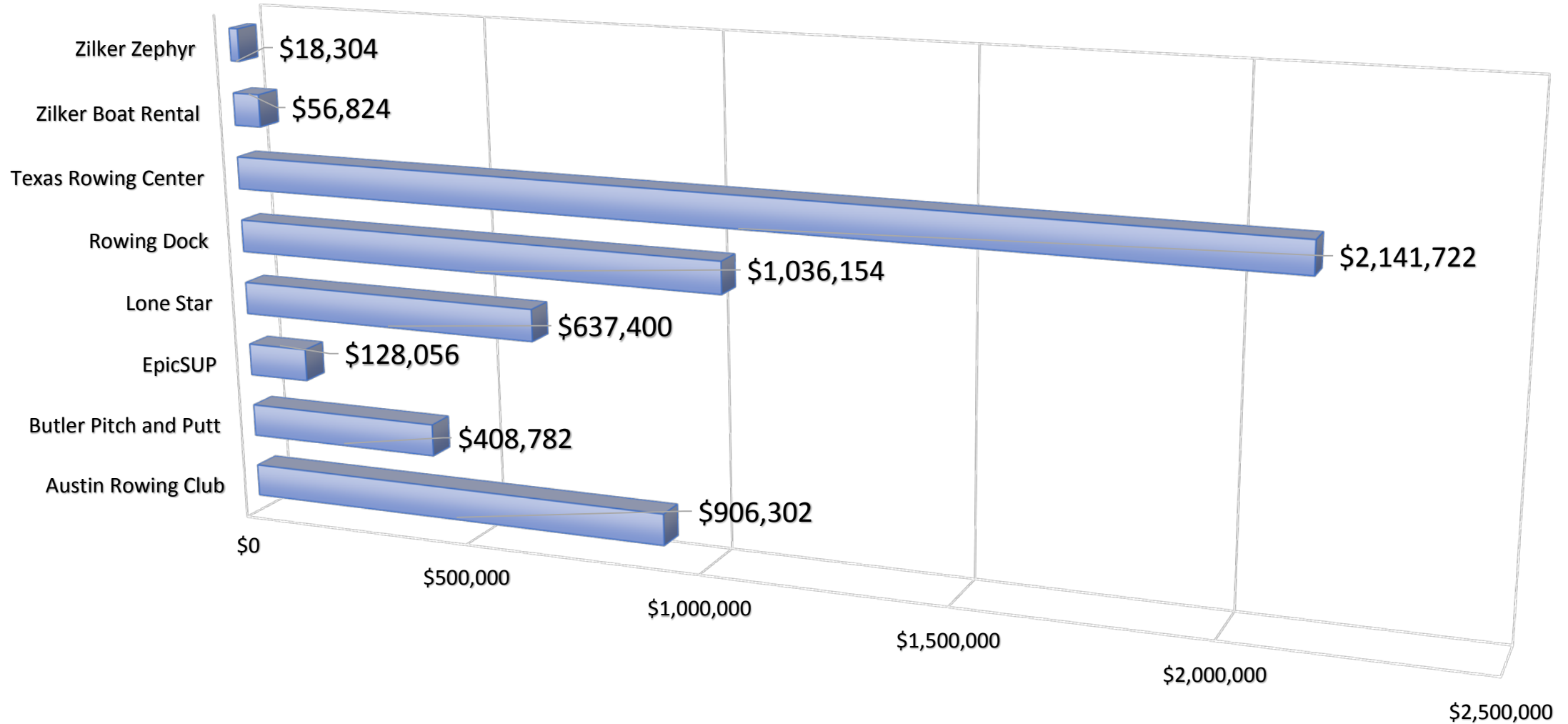
Revenue & Payments By Location

Revenue Payments By Location

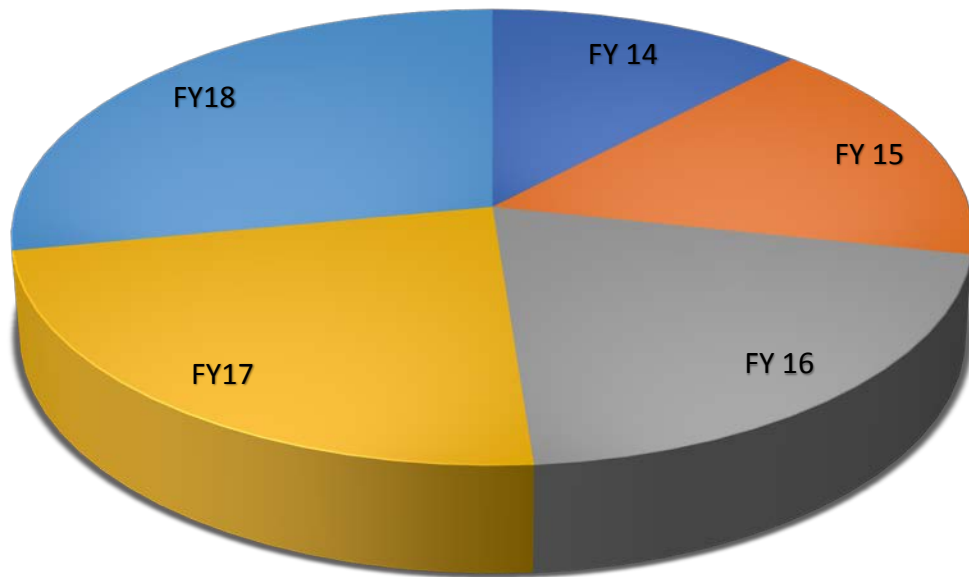


Expenditures by Location

Expenditures By Location



Revenue Payments



FY 14 to FY 18
Annual
Payments
by Concession

- The Texas Rowing Center paid the highest revenue payment 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

Reporting Watercraft of Concession Highest Use

	Austin Rowing Club	EpicSUP	Rowing Dock	Texas Rowing Center	Zilker Park Boat Rentals
SPRING BREAK WEEK	1830	418	3473	3523	1506
MEMORIAL DAY WEEK	2721	692	5048	6389	2833
FOURTH OF JULY WEEK	2974	880	5427	7080	3470
LABOR DAY WEEK	2214	524	3292	4327	1710

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	2015	2016	2017	2018
1,044	1,254	1,456	1,794	1,694

Concession Improvements



Rowing Dock: \$147,000

- Dock improvements worth over \$49,000
- \$98,000 of quality equipment upgrades

Butler Pitch and Putt: \$12,000

- Installed new sign & banner
- Upgraded AC and Heating Unit

Texas Rowing Center: \$80,000

- Now under contract with Safe-Board and Jay-Reese Contractors to build a dock by May 2019

Concession Improvements - continued



Lone Star River Boat: \$10,000

- Boat Dock Improvements

EpicSUP: \$20,000

- Upgraded equipment for patron usage

Zilker Park Boat Rentals: \$3,200

- Installed new patio deck

Summary

Revenue to City of Austin

- Increase of \$137,529

Total Investment

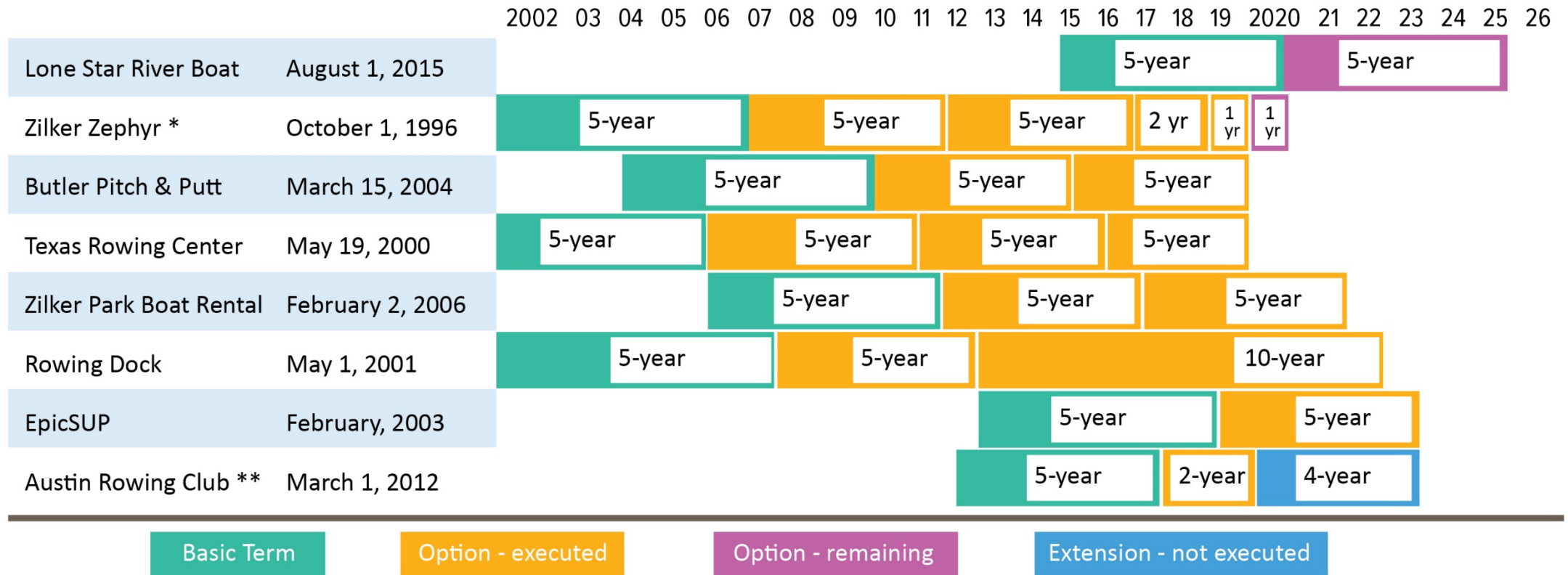
- Improvements valued at \$272,200

Public Benefit

- 2,400 donated rounds of golf to beginners
- \$98,600 Charitable Contribution by Texas Rowing Center
- \$317,076 Charitable Contribution by Austin Rowing Club



Contract Terms



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

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

Committee Recommendation to PARB

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

Prepare a joint report, with the Environmental Commission, 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

