



Zilker Zephyr:

Miniature Train Concession

**Professional Services Contract for the Provision of the Miniature
Train Concession at Zilker Park**

**Parks and Recreation Board
October 22, 2019**

**Presenter: Gabrielle Restivo, PARD Contract Management
Specialist IV
Patricia Rossett, PARD Contract Supervisor**

Zilker Zephyr: History, Operations & Improvements

- October 1996- Contract inception.
- Winter 2014- Concessionaire financed, designed and constructed a small retaining wall to contain erosion.
- August 2017- Concessionaire completed ADA improvements: train car, ticket booth, ramp with handrails.
- October 2018- Ticket price increased by \$1 (discounts for active military, seniors, public schools, special needs groups).



Zilker Zephyr: Contract & Revenue History



11% Gross Revenue Sales

Contract Term	Start Date	End Date	Revenue Payments
Basic Term	10/1/1996	9/30/2006	\$265,716.85
Option 1:	10/1/2006	9/30/2011	\$208,626.14
Option 2:	10/1/2011	9/30/2016	\$209,547.93
Contract Extension:	10/1/2016	9/30/2018	\$ 94,974.95
Contract Extension:	10/1/2018	9/30/2019	\$ 35,196.55*

* Reduced revenue due to issuance of May 8, 2019 Suspension of Operations letter.



MAY 2019 STORM DAMAGE

Estimated repair cost: \$286,000, 14-month timeline. Repair cost is the responsibility of the vendor per the current contract.

Contributing Factors for Establishment of Professional Services Contract



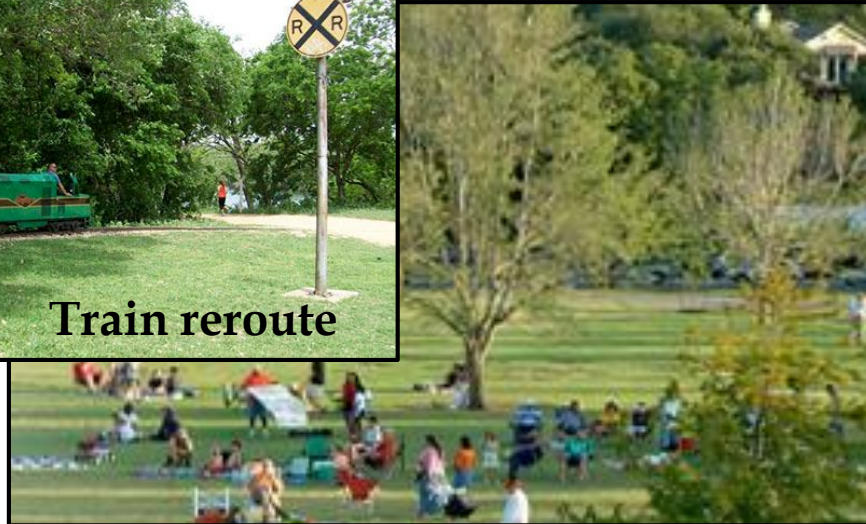
May 2019 storm damage



Barton Springs Pool Master Plan assessments



Train reroute



Zilker Park Master Plan development in progress

Contributing Factors *Explained:*

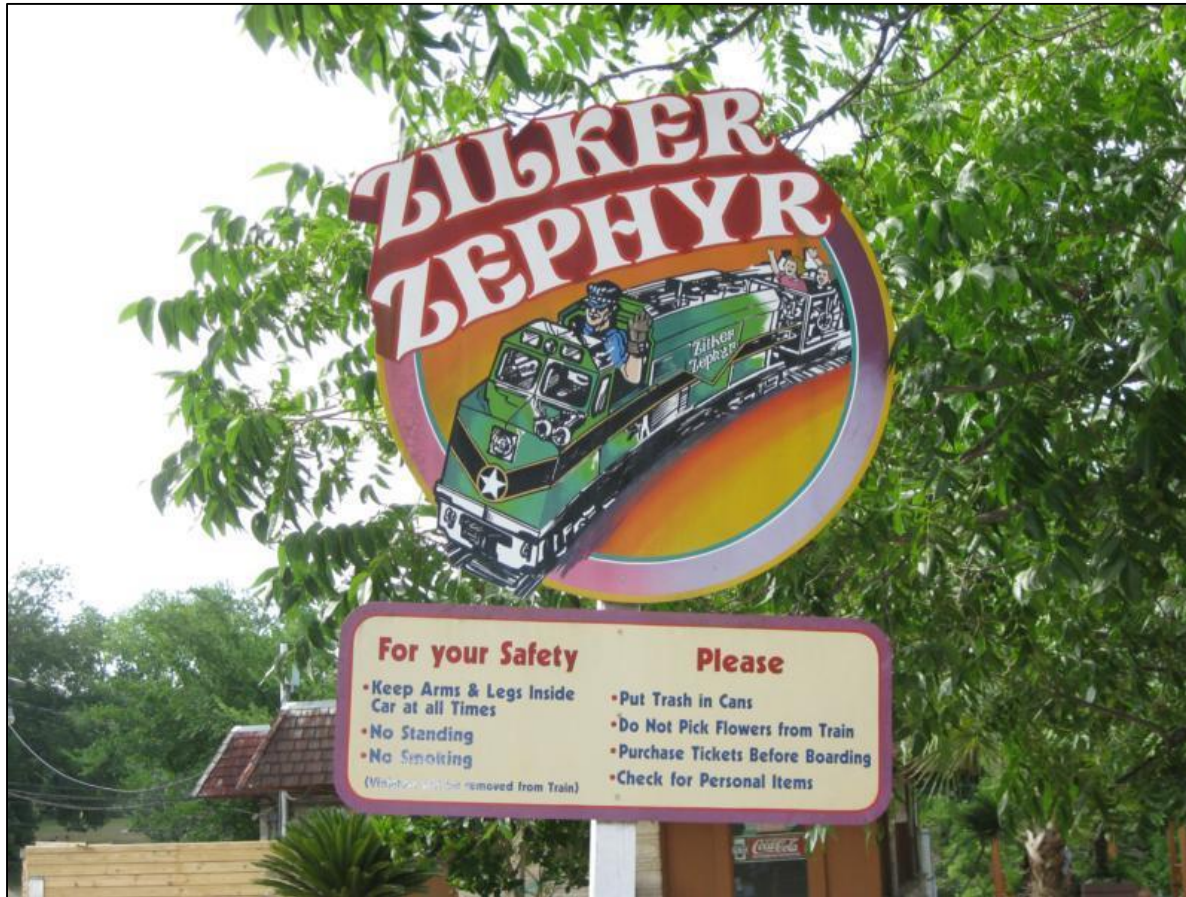
- Barton Springs Master Plan concession assessments recommended changes.
- A future Zilker Park Master Plan could have additional recommendations with substantive changes to current Zilker Park concessions.
- Delaying solicitation allows Zilker Park Master Plan to be adopted.
- Force Majeure event invokes contractor to suspend services.
- Establishment of a professional services contract would allow the vendor to recoup track repair cost.

Projected Revenue for Extended Contract



Fiscal Year	Revenue Estimate	
FY 20	\$0.00	Repair Planning & Construction Only
FY 21	\$60,000.00	
FY 22	\$60,000.00	
FY 23	\$60,000.00	
FY 24	\$60,000.00	
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	\$240,000.00	

Professional Services Contract Benefits



- The proposed professional services contract would:
 - Allow TEXAS SPECIAL, INC. to continue providing the iconic Miniature Train Concession to Zilker Park patrons for five additional years
 - Four-year initial term with
 - 1 one-year extension
 - Provide sufficient time for the current vendor to recoup the \$286,000 repair resulting from the May 2019, storm damage

Requested Board Action

Staff Recommendation:

Recommend to the PARD Director to authorize the negotiation and execution of a professional services contract allowing Texas Special Inc. to continue providing the miniature train concession at Zilker Park for a five-year period.

Concessions and Contract Committee Recommendation (October 8, 2019):

Recommend to the PARD Director to re-compete the miniature train concession at Zilker Park.