





## **Summary:**

- Zilker Café renovations are complete, awaiting a food concessionaire to serve metro park patrons
- The contemplation of beer/wine sales supported by previous actions including CCC, PARB & City Council via approval of the RFP process







## Clarifications

- Operational controls: 6' non-climbable fence surrounding pool with gated entry, defined vendor perimeter, signage
- Safety Measures in place: TABC licensed concession staff
- Revenue generated is allocated to the COA General Fund





# **Pre-Solicitation Survey and Planning**

 Survey conducted in Spring 2015 prior to solicitation for Café issued

What items would you like to be available?

Responses included:

- Beer, wine, whiskey, and alcohol.
- Requests for a biergarten.
- PARB citizen comments may not reflect entire user group of large metropolitan park

#### **Current Vendor Solicitation Timeline:**

Concessions and Contract Committee Meeting:	April 9, 2019
(RFP Review/Committee Feedback)	
RFP Published (including Committee Feedback)	April 29, 2019
RFP Close Date	June 6, 2019
Recommendation for RFP Award Posted:	
(Austin Finance Online)	July 23, 2019
Concessions and Contract Committee Meeting:	
Recommendation to PARB	September 10, 2019
Parks and Recreation Board Meeting: Recommendation to	
City Council	September 24, 2019
City Council Recommendation to Negotiate and Execute	
New Contract with Springfed LLC JV	October 3, 2019
Contract Executed with Springfed LLC, JV	October 18, 2019





## **Basic Contract Terms and Conditions**

#### Contract Term:

- Ten (10) years initial term;
- Extension with two (2) Five (5) years extension options.

#### Menu Selection:

- Includes options that are low in salt, sugar, saturated and trans fats; vegetarian and gluten-free; and include fruits and vegetables and whole grains.
- Has price points for healthy, nutritious foods that are reasonable and affordable for every visitor to the facility regardless of income or financial circumstance.
- May sell alcoholic beverages with prior written approval from the PARD Director
  - If approved, alcoholic beverages are limited to the sale of beer and wine.
  - \*Requires the Conditional Use Permit Process
- Mobile vending cart for food/non-alcoholic beverages only; no alcoholic beverages permitted on mobile cart
- Concessionaire and staff shall have and maintain all appropriate state and city permits, licenses, or certifications to handle, manage, prepare, distribute, and serve food and beverages.

### • Reporting:

- Building and Maintenance Report
  - Maintenance and Repair Plan
  - Facility Maintenance Plan
  - Integrated Pest Management Plan
  - Waste Management Plan
  - Housekeeping Plan
- Staff Policy
- Criminal Background Investigations (CBI) for staff
- Sales Report
- Audit by Certified Public Accountant

#### Revenue Share Model:

- Concessionaire shall pay the City quarterly installments of \$17,500 equal to the sum of \$70,000 annually.
- Concessionaire shall pay the City an annual lump sum payment consisting of eight percent (8%) of the Contractor's gross annual sales (minus sales tax and quarterly installments).





<sup>\*</sup>Process as regulated by the Land Development Code



## **Vendor Area Clarifications**

- The vendor area will have a defined perimeter in which beer and wine may be sold and consumed.
- The demarcation of the defined area could vary with each future vendor, but may include railings, fences, planters and signage. PARD could potentially install a permanent fence in character with the architecture of the area.
- This area is just over 6,500 SF, or 0.04% of Zilker Metro Park.





