



Contracts and Concessions Committee
July 21, 2023

BOATING CONCESSION ON LADY BIRD LAKE CONTRACT EXTENSION

STRATFORD DRIVE

Presented by:

Patricia Rossett

Business Process Consultant



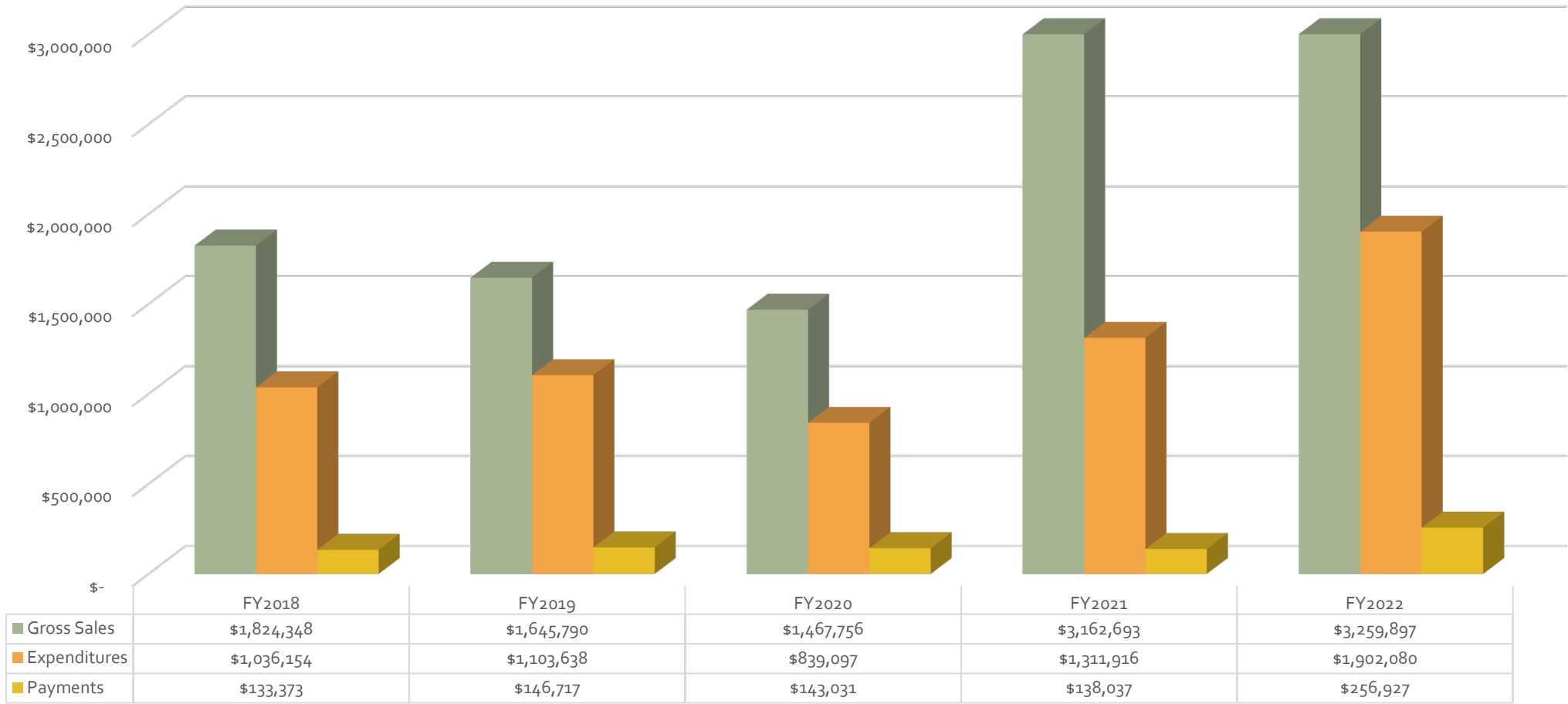
BACKGROUND

- In 1997, the City solicited proposals for a Rowing and Sculling Concession on Town Lake. Rowing Dock is awarded contract for operations at undeveloped site at 2418 Stratford Drive, just west of the MoPac bridge.
- Rowing Dock business purchased by current owner in 2010. Business changes focus from rowing to rentals of non-motorized watercraft, including canoes, pedal boats, kayaks, and stand-up paddleboards (SUPs).
- **Current contract**
 - Interim period (11/01/2000 – 04/30/2002)
 - Basic period (05/01/2002 – 04/30/2007)
 - Extension #1 (05/01/2007 – 04/30/2012)
 - Extension #2 (05/01/2012 – 04/30/2017)
 - Extension #3 (05/01/2017 – 04/30/2022)
 - Extension #4 (05/01/2022 – 04/30/2023)
 - Extension #5 (05/01/2023 – 10/31/2023)
 - **Extension #6 (11/01/2023– 10/31/2024)**

BACKGROUND (cont'd.)

- In coordination with PARD, Central Procurement released a solicitation for a vendor to manage and operate the watercraft concession on Stratford Drive on November 9, 2022, with a proposal due on January 1, 2023.
- Four proposals were received from the following vendors:
 - Air Brothers LLC – Buoy Water Club
 - Holly Orr – Texas Canoes and Kayaks
 - Lone Star Kayak Tours LLC
 - Rowing Dock Inc.
- At the conclusion of the evaluation process, a successful proposer was selected, Holly Orr – Texas Canoes and Kayaks
- Subsequent to the announcement of the successful proposer, the lawyer for Rowing Dock Inc. (current vendor), filed a protest on behalf of their client.
- Upon receipt of the protest, Central Procurement conducted a thorough investigation of the solicitation process and concluded that an administrative error had occurred and cancelled the solicitation, thus making the protest null and void.

HISTORICAL GROSS SALES, REPORTED EXPENDITURES, AND REVENUE PAYMENTS



■ Gross Sales ■ Expenditures ■ Payments

Next Steps

- PARD staff has developed a new scope of work for a vendor to manage and operate the watercraft concession on Stratford Drive and has submitted it to Central Procurement for review and approval.
- Once Central Procurement approves the new scope of work, a new solicitation will be released. The anticipated timeline for the solicitation process is as follows:
 - Solicitation Process (Solicitation Release and Closing) – August 2023–September 2023
 - Evaluation Process – September 2023–November 2023
 - Committee and Board Presentations – January 2024
 - Council Action – February 2024
 - Contract Negotiation and Execution – February 2024

STAFF RECOMMENDATION AND REQUEST FOR COMMITTEE ACTION

- PARD recommends the extension of the revenue contract with Rowing Dock Inc. to provide watercraft rentals on Lady Bird Lake.
- The proposed one-year extension will assist the Department in providing quality recreation while giving the City time to resolicit a concessionaire for the Stratford Drive location.



Requested Committee Action

Recommend to the Parks and Recreation Board City Council authorization for the negotiation and execution of the contract extension with the Rowing Dock Inc.