



Recommendation for Action

File #: 23-2769, **Agenda Item #:** 43.

9/21/2023

Posting Language

Authorize an amendment to a contract for continued boating and concession operation services with Rowing Dock Inc., for an estimated revenue increase in the amount of \$250,000 and to extend the term by one year, for a revised total estimated contract revenue amount of \$2,008,213.

[Note: This contract was awarded in compliance with the 1996 MBE/WBE Ordinance. There were no opportunities for subcontracting available; therefore, no goals were established].

Lead Department

Financial Services Department.

Client Department(s)

Parks and Recreation Department.

Fiscal Note

This item has no fiscal impact.

Purchasing Language:

Contract Amendment.

Prior Council Action:

April 6, 2000 - Council approved the original contract, item 23, on a 7-0 vote.

March 24, 2022 - Council approved an amendment, item 46, on an 11-0 vote.

For More Information:

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: FSDCentralProcurementRCAs@austintexas.gov or 512-974-2500.

Council Committee, Boards and Commission Action:

July 24, 2023 - Recommended by the Parks and Recreation Board on an 8-0 vote with one vacancy, and Board Members Hugman and Taylor absent.

Additional Backup Information:

The proposed amendment will continue to provide quality recreation on the lake while giving the City and the community time to develop long-term design specifications and recreational plans through the Zilker Park Vision Plan.

In coordination with the Parks and Recreation Department, the Financial Services Department - Central Procurement released a solicitation for a contractor 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 contractors: Air Brothers LLC - Buoy Water Club, Holly Orr - Texas Canoes and Kayaks, Lone Star Kayak Tours LLC, and 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 offeror, one of the other offerors filed a protest.

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.

The current contract with Rowing Dock Inc. will expire October 31, 2023. The proposed amendment for this contract will allow for the continued provision of watercraft activities at this location while a new solicitation is developed and released for a contractor to manage and operate the concession.

Contract Detail:

<u>Contract Term</u>	<u>Length of Term</u>	<u>Actual Contract Revenue</u>	<u>Additional Estimated Revenue</u>	<u>Revised Total Revenue</u>
Initial Term	5 yrs.	\$ 87,775		\$ 87,775
Extension Option 1	5 yrs.	\$ 140,087		\$ 140,087
Extension Option 2	5 yrs.	\$ 507,399		\$ 507,399
Extension Option 3	5 yrs.	\$ 696,425		\$ 696,425
Contract Amendment	1 yr.	\$ 256,527		\$ 256,527
Contract Amendment	6 mos.	\$ 70,000		\$ 70,000 *
Proposed Amendment	1 yr.		\$250,000	\$ 250,000 *
TOTAL	22 yrs.	\$1,758,213	\$250,000	\$2,008,213

Note: Future Contract Revenue amounts are based on the City's estimated annual revenue.

* Estimated revenue.