

Zilker Park Boat Rental Legacy Concession on Barton Creek

Parks and Recreation Board Meeting



Austin Parks and Recreation | February 2, 2026

Presented by:

Lucas Massie, Assistant Director

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Legacy Concession Policy



■ Authority

- Revised Policies and Procedures for Concessions in City of Austin Parks approved by Council on November 6, 2025, under Resolution 20251106-043
 - In accordance with City Code Title 8, the Austin Parks and Recreation Director has the authority and responsibility to execute policies and procedures for concessions in Austin parks in accordance with City policies and best practices and under City Code: 8-1-71-73.
 - The Director shall evaluate a proposed Legacy Concession and determine in their sole discretion whether it meets the requirements set forth in these Policies and Procedures.

Legacy Concession Policy



Legacy Concession Criteria

- A Legacy Concession is an existing concession operating in the Parks System under an agreement with the Department that:
 - Has been continuously owned and operated in the same park location by the same person, Local Business, or a family member of the person or owner of the Local Business for at least 20 years;
 - Has operated under the same or a similar name throughout its existence;
 - Contributes to the City's history and culture, as determined solely by the Department; and
 - Has maintained its physical features in good condition.

Current Zilker Park Boat Rental Agreement



- Zilker Park Boat Rentals opened for business in 1969 as a canoe rental service for Barton Creek and Town Lake. Later they included kayaks and stand-up paddle boards (SUPs) among their boat inventories.
- **Current Agreement:**
 - On February 28, 2006, the City of Austin entered into a revenue concession agreement. The initial agreement period expired on March 1, 2011, with two additional five-year extensions. The City extended this agreement four additional times with the last extension expiring on February 28, 2026.

Basic Period (02/28/2006 – 03/01/2011)
Extension #1 (03/01/2011 – 02/29/2016)
Extension #2 (03/01/2016 – 02/28/2021)
Extension #3 (02/28/2021 – 02/28/2022)
Extension #4 (02/28/2022 – 02/28/2024)
Extension #5 (02/28/2024 – 02/28/2025)
Extension #6 (02/28/2025 – 02/28/2026)
Contract Expires (2/28/2026)

Current Zilker Park Boat Rental Agreement



- **Revenue Share:**

- The agreement includes revenue obligations: Payment of minimum \$18,000 annually plus 10% of any amount over \$180,000 gross revenues.

- **Annual Gross Revenue**

FY25: \$755,059

FY24: \$902,856

FY23: \$994,395

FY22: \$1,124,276

FY21: \$915,893

- **Annual Concession Payments-City**

FY25: \$75,506

FY24: \$90,285

FY23: \$99,548

FY22: \$134,607

FY21: \$91,589

New Legacy Concession Agreement



- **Term**

- An Initial Term of Ten (10) years with Two optional Five-Year Extensions

- **Updated Contractual Requirements include:**

- Revenue Share
- Living Wage
- ADA Updates
- Environmental and Leave No Trace Principles and Practices
- Capital Improvements
- Reporting Requirements
- Safety and CBI
- Public Benefit

Action Request



- *Recommend to City Council to authorize the negotiation and execution of a revenue Legacy Concession contract with Zilker Park Boat Rental to operate and maintain a watercraft concession at the Barton Creek location within Zilker Metropolitan Park. .*
- **Next Steps**
 - City Council-February 5, 2026
- **Questions**