

A G E N D A



Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	10766	Agenda Number	53.
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Meeting Date:	November 10, 2011
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Department:	Purchasing
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Subject

Authorize award, negotiation, and execution of a 5-year revenue concession contract with AUSTIN ROWING CLUB, Austin, TX, to RFP No. CB30017, for the management and operation of a boathouse on Lady Bird Lake with an estimated revenue of \$732,713 and one 2-year option with an estimated revenue of \$489,599 for a total estimated revenue of \$1,222,312.

Amount and Source of Funding

The revenue will begin upon construction completion and start of operation.

Fiscal Note

There is no unanticipated fiscal impact. A fiscal note is not required.

Purchasing Language:	Sole Proposal remaining.
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Prior Council Action:	
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For More Information:	Cynthia Gonzales, Contract Manager /974-1905; Jacqueline Cullom, Asst. City Attorney/974-2918.
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Boards and Commission Action:	To be reviewed by the Parks and Recreation Board on November 8, 2011.
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MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority Owned and Women Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.
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Related Items:	
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Additional Backup Information

The Boathouse at Waller Creek on Lady Bird Lake is a component of the City of Austin's Waller Creek Tunnel Project. The City's Purchasing Department is seeking authorization to negotiate and execute a contract for the management and operation of the Boathouse on Lady Bird Lake for the Parks and Recreation Department. The projected completion date for the Boathouse located at 74 Trinity is January 2012. The new construction will include a commercial driveway; 330 linear feet of access road; 400 square feet of parking area and sidewalks; construction of one two-story building with an approximate gross floor area of 10,800sf and a building foot print of 6,900sf (including electrical, structural, utility and mechanical systems); associated site improvements and landscaping; and construction and installation of two pier supported docks and three floating docks and appurtenances will be the anchor for this project.

RFP No. CB30017 was issued on March 15, 2010 seeking an experienced contractor to manage and operate the Boathouse at Waller Creek on Lady Bird Lake. The process used in the selection of a contractor to manage the Boathouse was conducted in accordance with City Code § 8-1-71. Two proposals were received by the City; only one proposer remains qualified. The Parks and Recreation Board is scheduled to consider this issue at a special meeting on November 8.

As reflected in the ARC proposal, Austin Rowing Club will provide management services and equipment necessary for operating, maintenance and repair of the Boathouse at Waller Creek. ARC will provide expanded rowing programs, kayaking, stand up paddle boarding, dragon boating, cycling and a Café bringing coffee, food and beverage services to park users. Other activities include special events and meeting space rental and use, educational and social programming and events, and exercise concession services such as yoga. Programs and services will benefit the general public at large, disabled citizens, youth and seniors. Austin Rowing Club will also provide subcontracting opportunities for other concession activities. ARC will bring an initial capital investment of \$240,680 and program specific equipment exceeding \$870,000. Austin Rowing Club will continue to host its 3 nationally recognized rowing events annually and will host dozens of visiting crews from cold weather regions during the winter.

Austin Rowing Center proposes to pay the City 3% of gross commercial revenues up to \$300,000, 10.5 % of gross commercial revenue between \$300,000 - \$1,200,000 and 15% of gross commercial revenue at \$1,200,000 and above annually for the first five year term.

MBE /WBE solicited: 7/9

MBE /WBE bid: 0 /0

PRICE ANALYSIS

- a. Adequate competition.
- b. One hundred and sixty-nine notices were sent, including 7 MBEs and 9 WBEs. Two proposals were received, with no response from the MBE /WBEs.

APPROVAL JUSTIFICATION

- a. Evaluated proposal.
- b. The Purchasing Office concurs with the Parks and Recreation Department's recommended award.
- c. Advertised in the Austin American-Statesman and the Internet