

CONCESSION REPORT 2012 - 2013

ENVIRONMENTAL BOARD

NOVEMBER 6, 2013



Presentation Outline



- Purpose
- History & Contract Status
- Boat Inventory
- Financial Summary
- Annual Highlights



Annual Concessions Report 2012 - 2013

History & Contract Status

	Start	Next Renewal/Option Date	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
Butler Pitch & Putt	August 13, 2004	August 12, 2014	5- year					5-year					5-year									
Barton Springs Food & Beverage	August 13, 2004	August 12, 2014	5- year					5-year					5-year									
Lone Star River Boat	May 26, 2000	February 28, 2015	5- year	5-year																		
Texas Rowing Center	May 19, 2000	May 18, 2015	5- year	5-year					5-year					5-year								
Zilker Zephyr Railroad	October 1, 1996	September 30, 2016	10 - year			5-year					5-year											
Zilker Park Boat Rental	February2, 2006	February 1, 2016		5- year					5-year					5-year								
Austin Rowing Club (WCB)	March 1, 2012	March 1, 2017										5- year					2					
EpicSUP	February 7, 2013	February 8, 2018										5- year					2					
Rowing Dock	May 1, 2001	May 1, 2022	5- year			5-year					10-year											

Basic Term

First Option

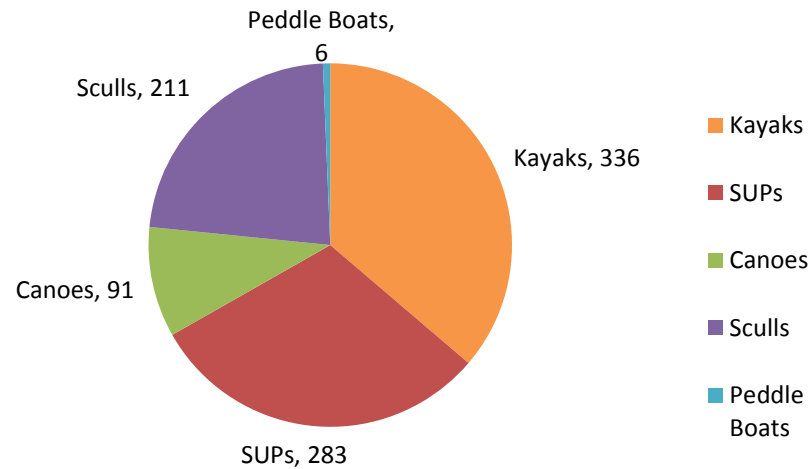
Option -- not executed

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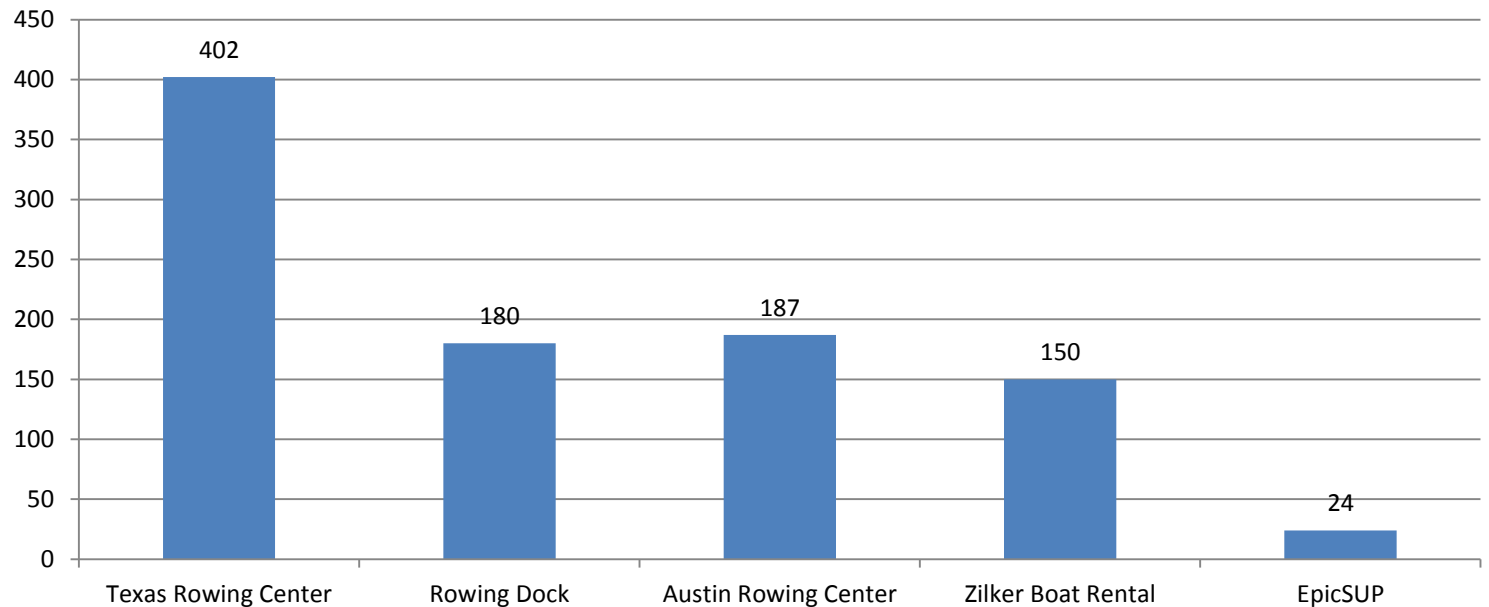
Boat Inventory

Boat Inventory

- **2011: 441**
- **2012: 756**
- **2013: 946**



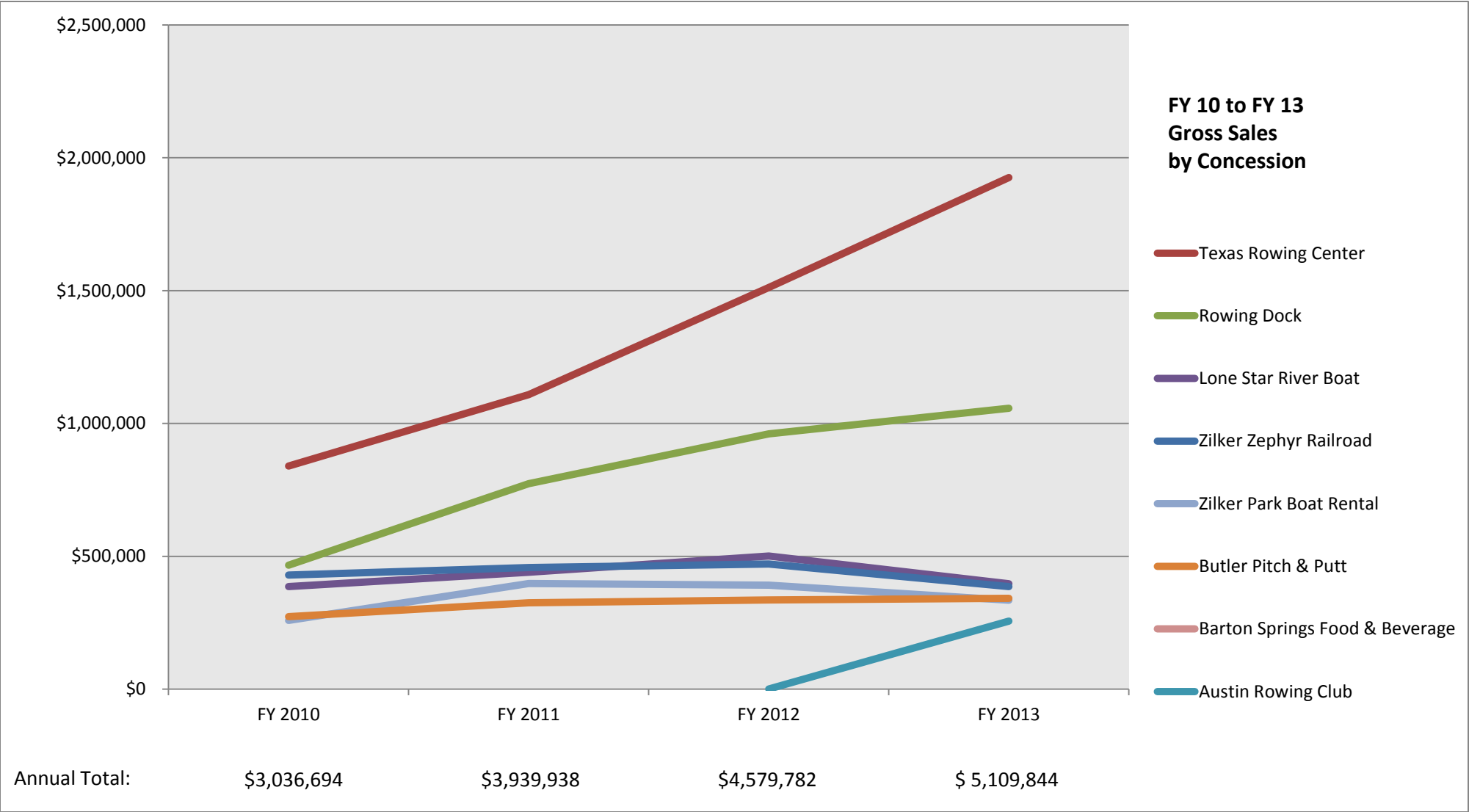
**Total Capacity:
1,815 Users**





Annual Concessions Report 2012 - 2013

Financial Summary

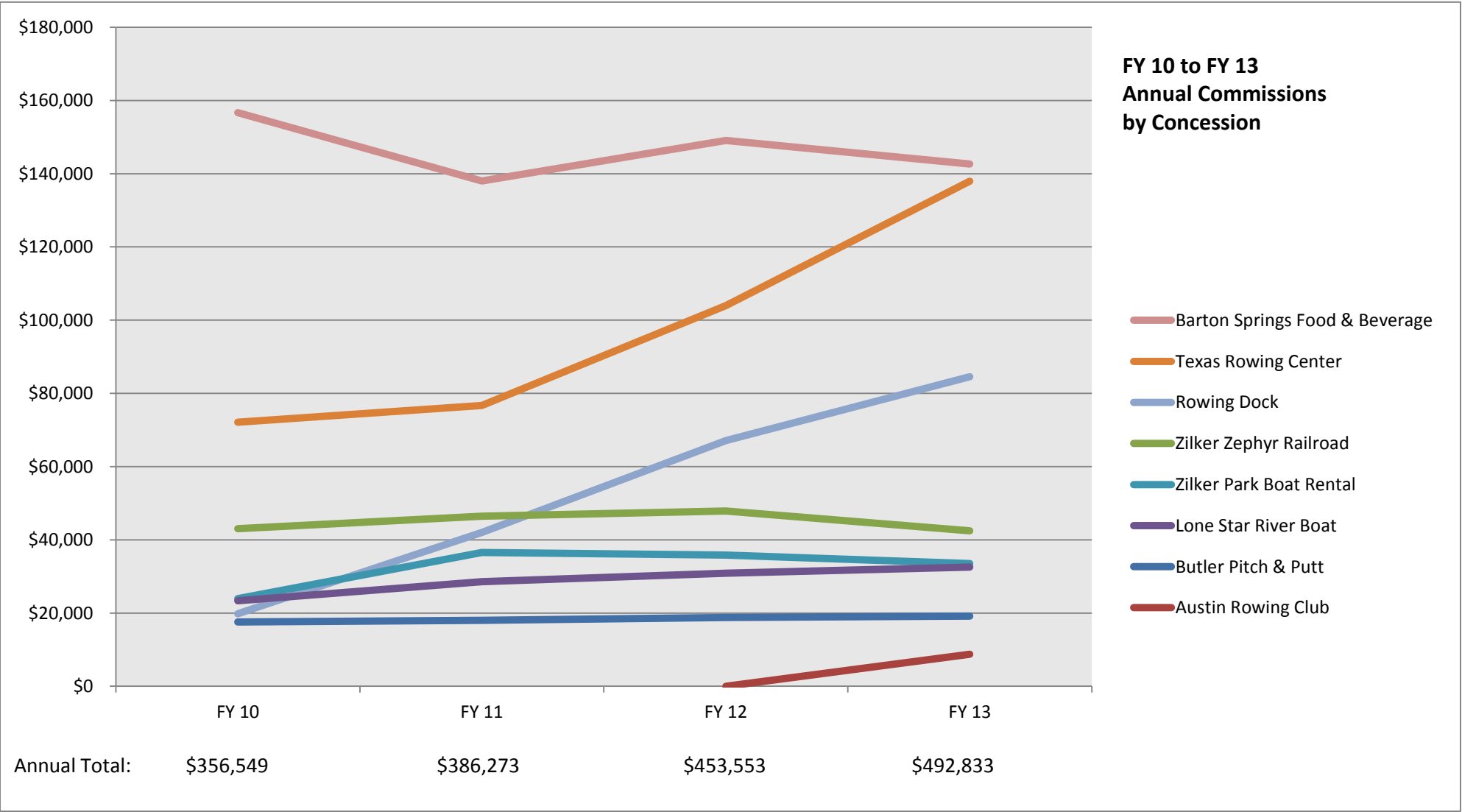


Total FY 13 Gross Sales: \$ 5,109,844



Annual Concessions Report 2012 - 2013

Financial Summary



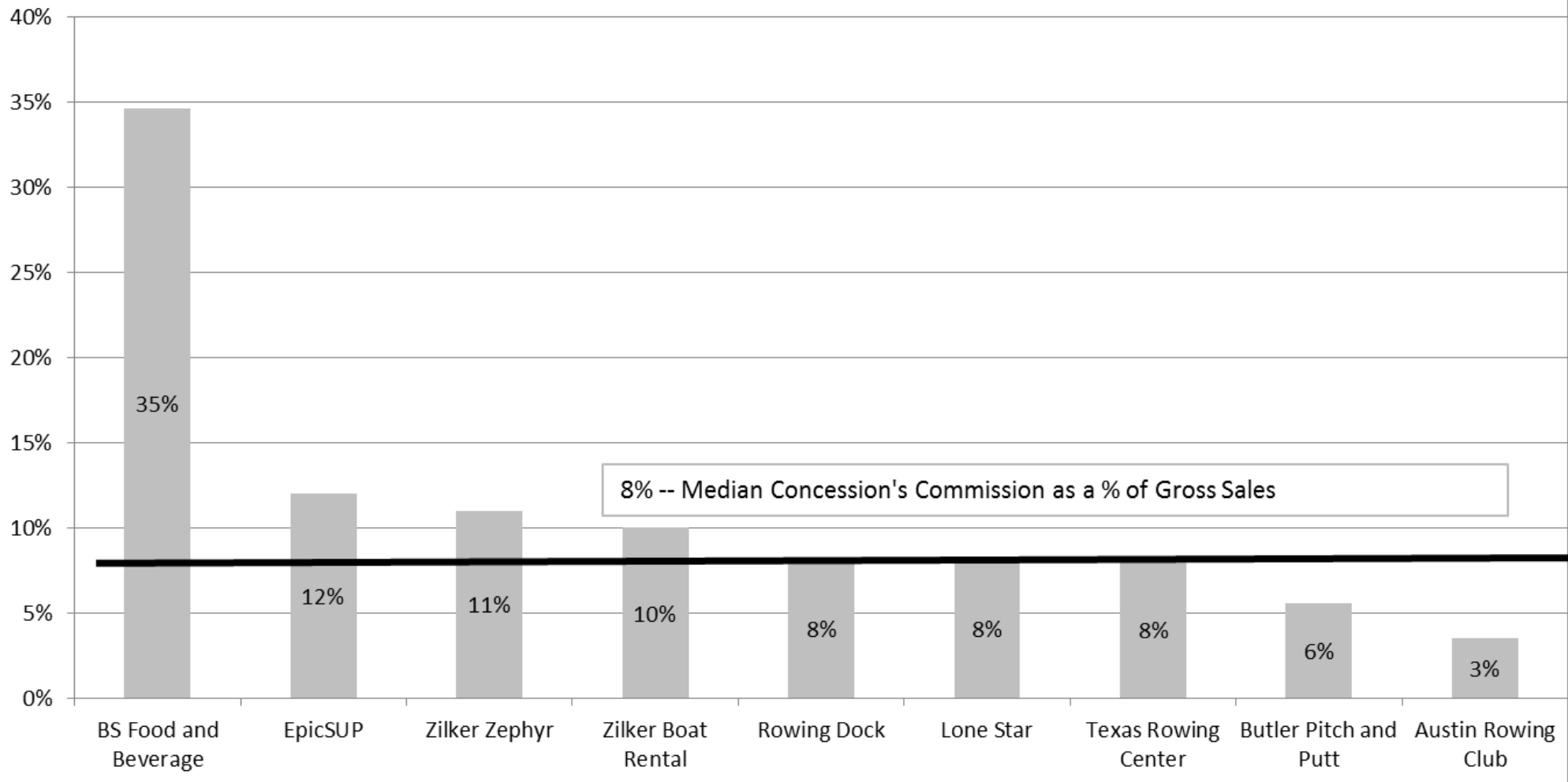
Total FY 13 Commissions: \$ 492,833

Annual Concessions Report 2012 - 2013

Financial Summary

Commissions as % of Gross Sales – FY 13

Average Concession's FY 13 Commission as a % of Gross Sales



Annual Highlights

- **Gross Sales & Commission Increase**
- **Capital Projects and Improvements**
- **Programs**
- **Aquatic Vegetation Permit**
- **Awards**



Annual Concessions Report 2012 - 2013

Looking Forward - FY 2014



Opportunity

- Option periods triggered for two concessions.
- Radisson Hotel is proposing new café & public terrace.
- Austin Rowing Club will open Alta Café.
- Austin Rowing Club – 18 month evaluation
- New projects (e.g. Auditorium Shores)

Concerns

- Saturation
- Aquatic vegetation
- Commercial Use



Questions

KIRK SCANLON
CONTRACT ADMINISTRATOR
974-6767