

CITY OF AUSTIN



Annual Concession Report - 2015

*Environmental Board
November 4, 2015
Presenter: Kirk Scanlon, AICP*



2015 Annual Concession Report Overview

Section 8-1-73 of the City of Austin Code requires an annual report to the Parks and Recreation Board (Board) and the Environmental Board in October providing the following information regarding concessions on Town Lake Park:

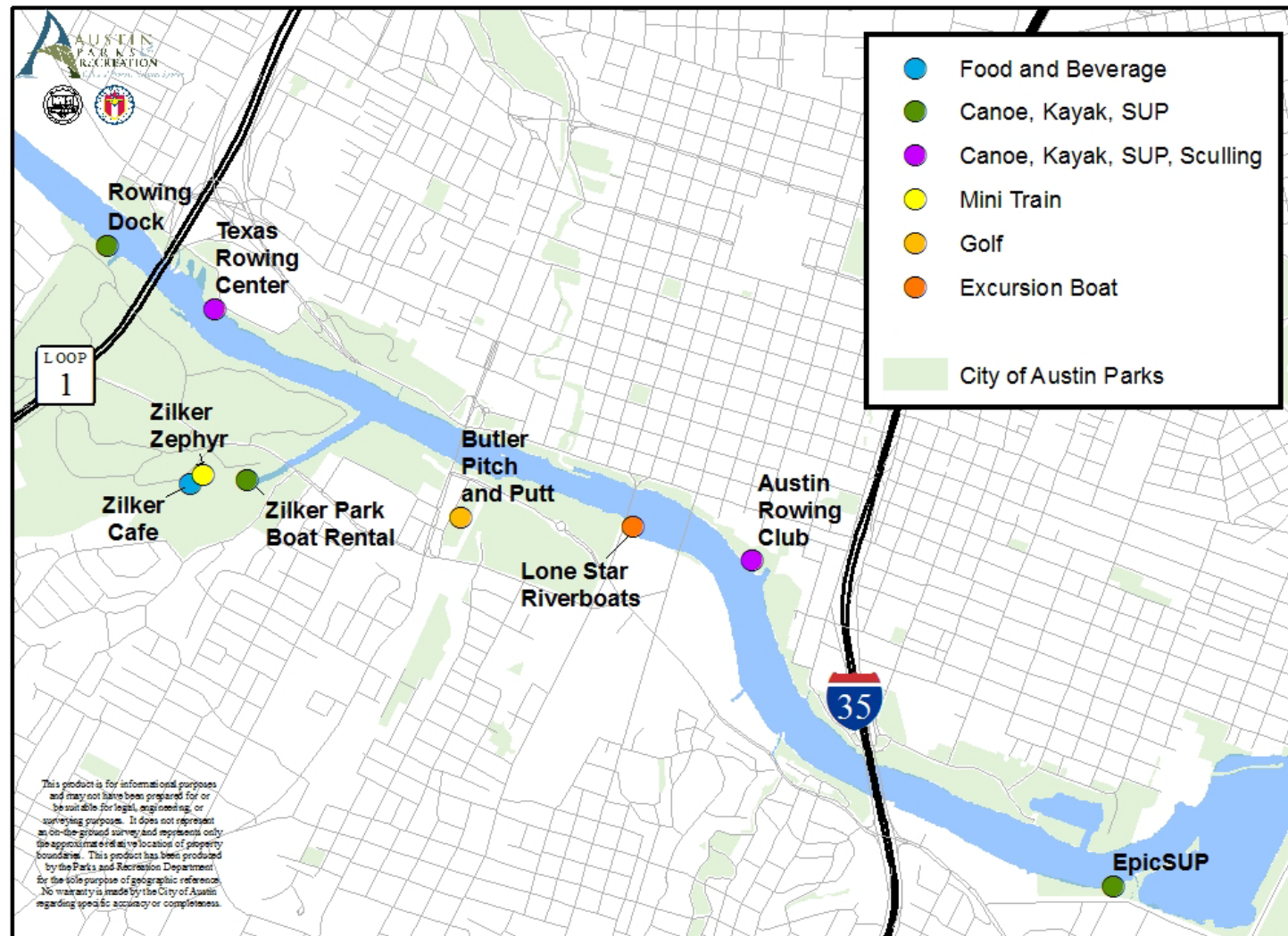
- Name & Location
- Boat Inventory
- Extensions/RFPs
- Revenue, Payments, Expenditures
- Lake Impacts
- Environmental Concerns

	Start	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Lone Star River Boat	August 1, 2015																5-year			5-year								
Zilker Zephyr Railroad	October 1, 1996	10 - year					5-year			5-year																		
Butler Pitch & Putt	March 15, 2004				5- year			5-year			5-year																	
Rodriguez Concessions (Zilker Café)	August 13, 2004				5-year			5-year																				
Texas Rowing Center	May 19, 2000	5- year			5-year			5-year			5-year																	
Zilker Park Boat Rental	February 2, 2006					5- year			5-year			5-year			5-year													
Rowing Dock	May 1, 2001			5- year			5-year			10-year																		
EpicSUP	February, 2013														5-year			5-year										
Austin Rowing Club	March 1, 2012														5- year			2										
Basic Term																												
Option -- executed																												
Option -- remaining																												
Holdover																												

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Concessions



Town Lake Park Concessions:

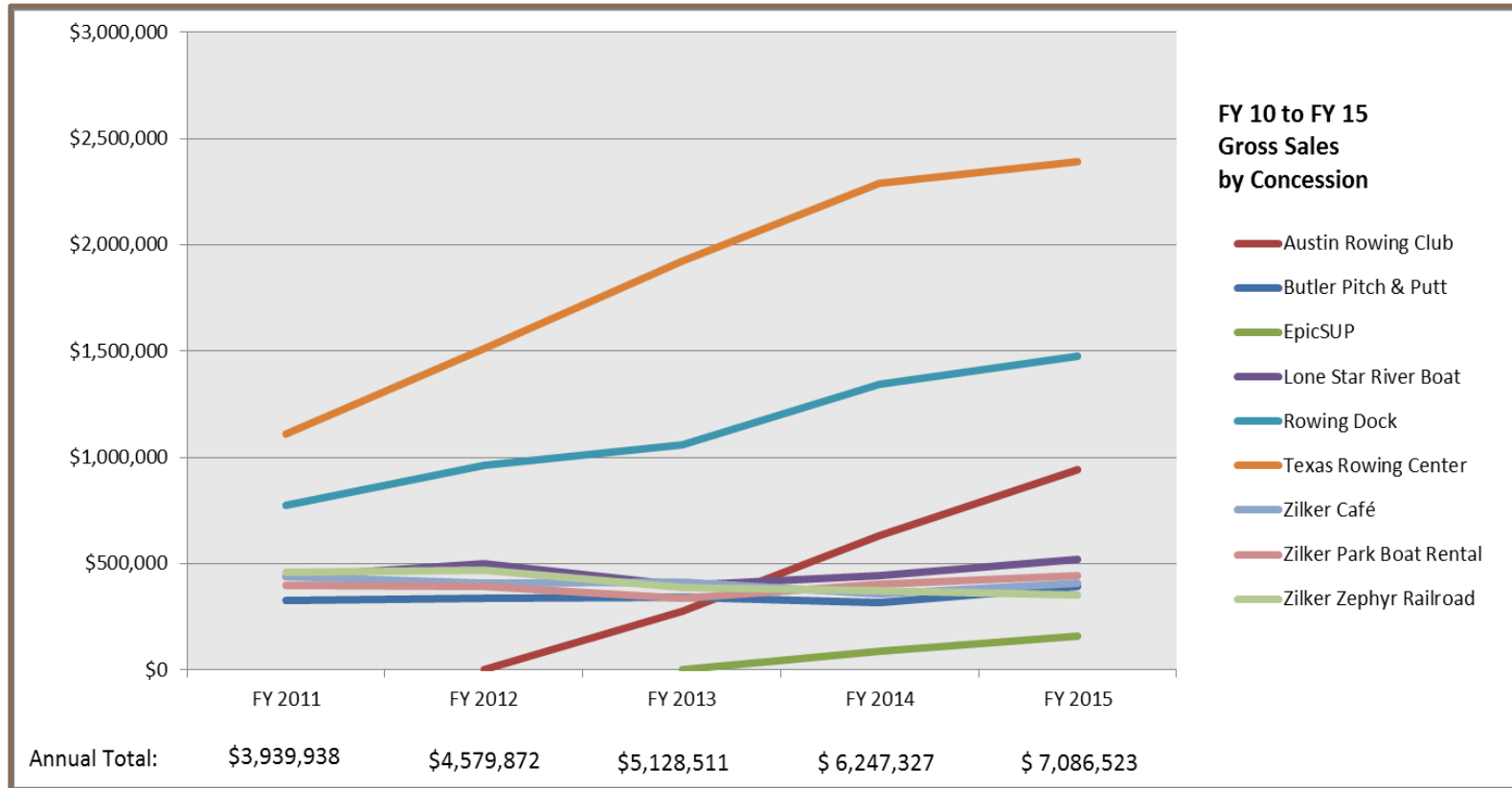
1. Rowing Dock
2. Texas Rowing Center
3. Zilker Zephyr Railroad
4. Zilker Café
5. Zilker Park Boat Rental
6. Butler Pitch and Putt
7. Lone Star Riverboats
8. Austin Rowing Club
9. EpicSUP

Town Lake Park Concessions: Location Map

Feb. 13, 2015 K.Scanlon

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Gross Revenue



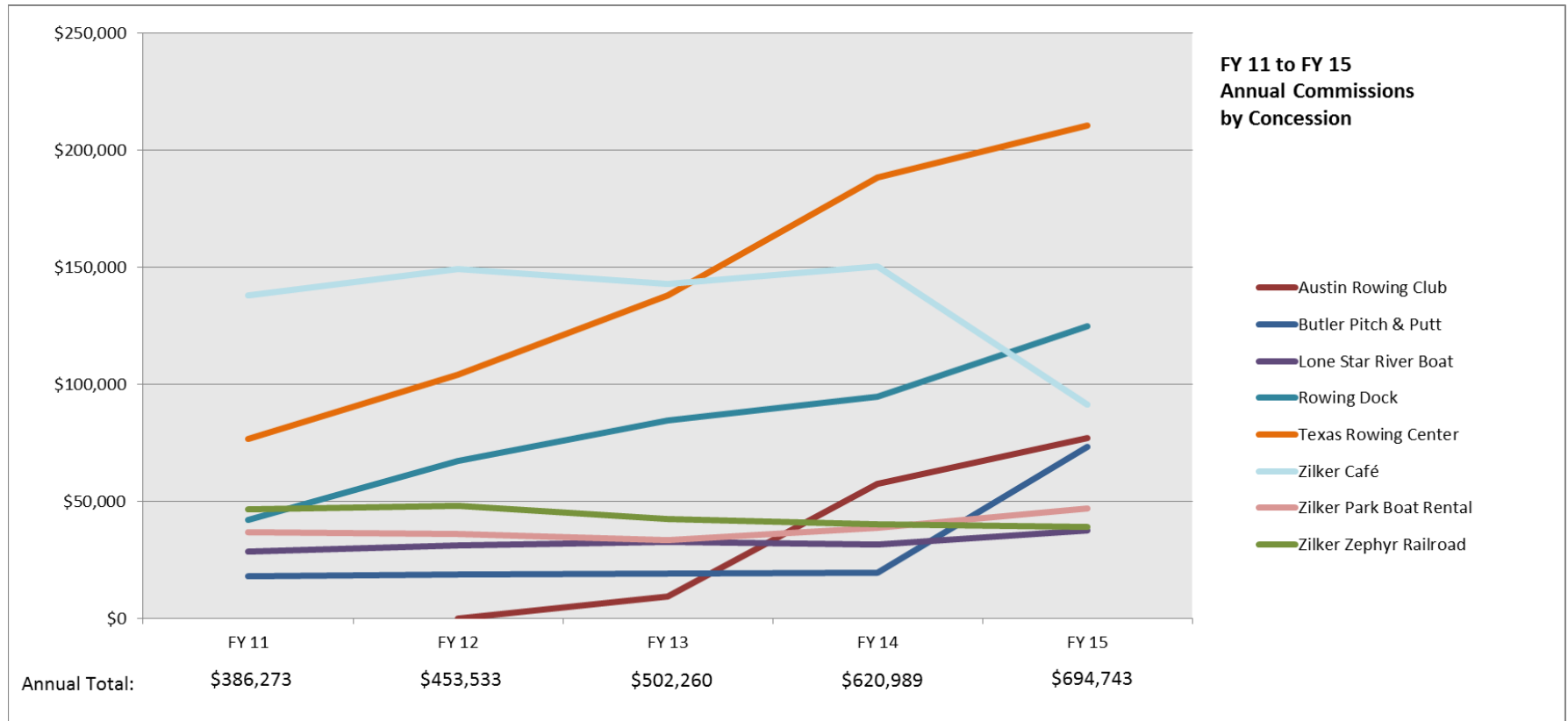
Key Points:

- Austin Rowing Club increased gross revenues by the highest percentage of any concession between FY 2014 and FY 2015.
- Texas Rowing Center and Rowing Dock continue to realize the highest revenue of any concessions for the fifth year in a row, but it seems that revenues have started to flatten.
- The completion of the Boardwalk and the pedestrian bridge have helped increase EpicSUP's revenues
- Every concession exceeded prior fiscal year gross revenue generation despite a wet spring and early summer.



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Payment

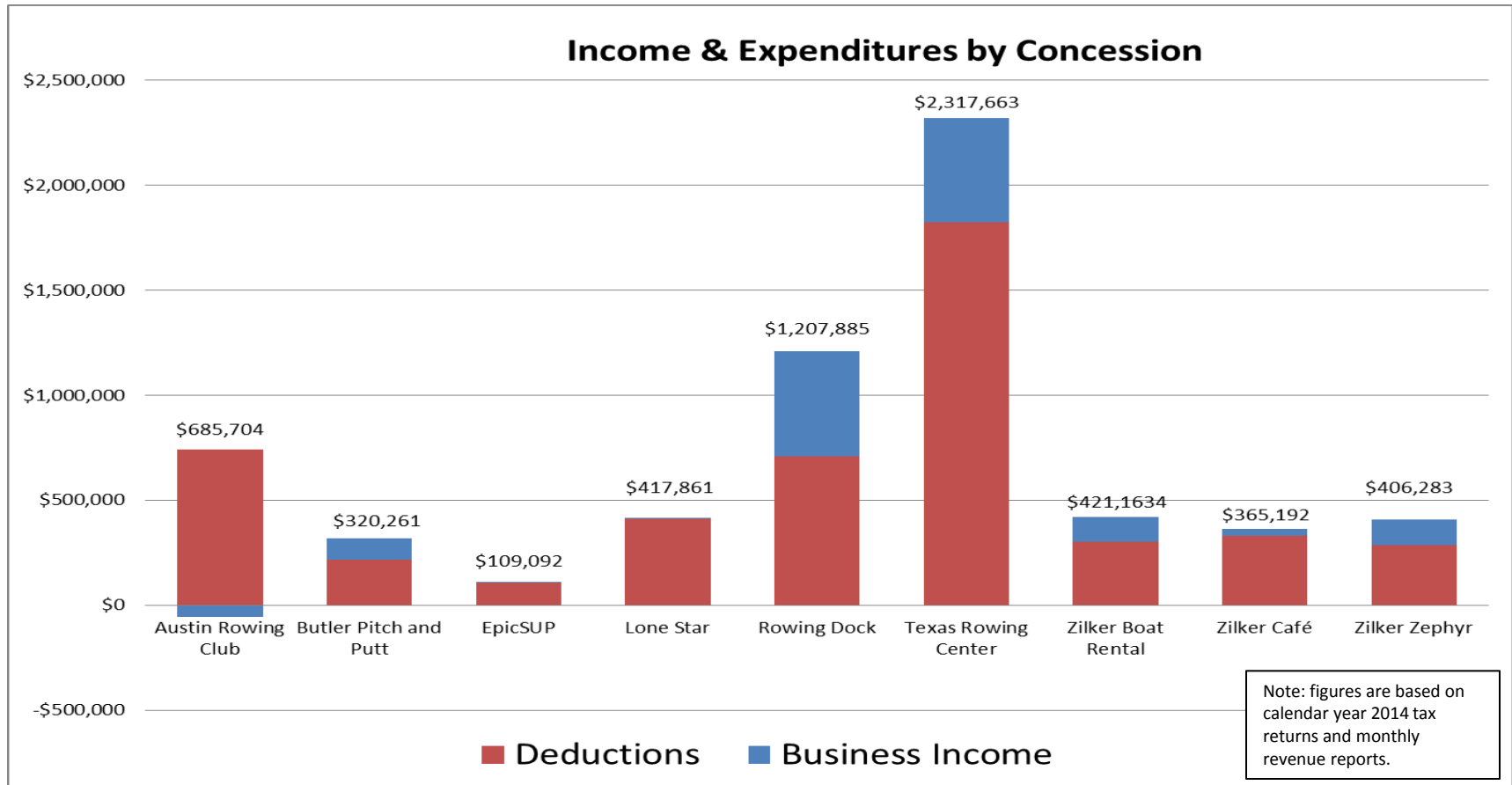


Key Points:

- The Texas Rowing Center paid the highest payments to the City for FY 15 of \$210,699 followed closely by the Rowing Dock, which paid \$124,847.
- The revenues paid by Butler Pitch and Putt showed a steep increase due to new business terms negotiated in November of 2014.
- For the third year in a row, the Austin Rowing Club's revenues, paid to the City, have increased.
- The Zilker Café paid less in revenue this year due to a change in the terms for the interim/holdover agreement executed in January of 2015.

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Income to Expenditures

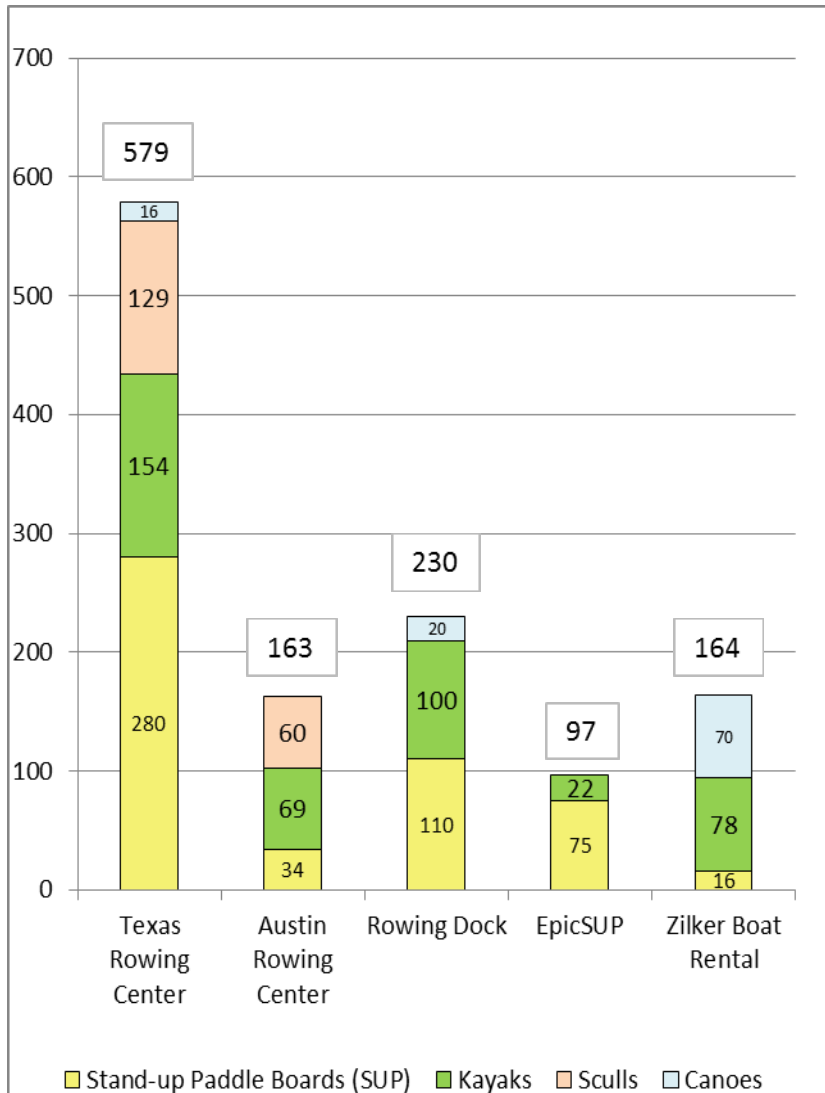


Key Points:

- Austin Rowing Club operated at a net loss for calendar year 2014.
- Texas Rowing Center and Rowing Dock continue to realize the highest business income.
- EpicSUP and Lone Star Riverboat both realized the lowest positive percentage of business income to total income, 1% and 4% respectively.

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Boat Inventory



Boat Inventory*

- 2011: 441
- 2012: 756
- 2013: 946
- 2014: 1,044
- 2015: 1,254
- Includes excursion boats and coaches launches

**Total Capacity:
2,174 Users**

	Texas Rowing Center				Austin Rowing Center			Rowing Dock			EpicSUP			Zilker Boat Rental	
	#	Day\$	WE\$	#	\$	#	Day\$	WE\$	#	Day\$	WE\$	#	\$		
Kayaks - Single	82	\$10	\$15	24	\$10	50	\$10	\$15	17	\$10	\$15	39	\$15		
Kayaks - Double	64	\$15	\$20	45	\$15	50	\$15	\$20	5	\$15	\$20	39	\$15		
Kayaks - Triple	8	\$20	\$25												
Stand-up Paddle Boards (SUP)	280	\$15	\$20	34	\$20	110	\$15	\$20	75	\$15	\$20	16	\$15		
Canoes	16	\$20	\$25			20	\$20	\$25				70	\$15		
Day\$ - Daily Rate															
WE\$ - Weekend Rate															
Sculling is through 'memberships' or various packages at both Texas Rowing Center and Austin Rowing Club															

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Concession Improvements

Butler Pitch and Putt:

- Site Improvements: ADA accessibility to club house, upgrades to greens, and landscaping. Currently, 85% complete. Current cost ~\$78,832 (FY15).

Texas Rowing Center:

- Boathouse expansion. Currently, in design, estimated cost ~\$600,000.
- ADA compliant wheelchair ramp to access boathouse from street, ~\$30,000 (FY11).
- Dock expansion, ~\$75,000 (FY13); Boat Racks, ~\$12,000 (FY13).

Lone Star Riverboats:

- ADA access and other site improvements, restoration of City dock. Currently, in design, no cost estimates available.
- Ordinance 20150917-007 was passed by Council revising Chapter 6-5 relating to the discharge of sewage from watercraft.

Zilker Park Boat Rental:

- Constructed stairs from Barton Creek to the parking lot, \$12,014 (FY12).

EpicSUP

- Construction of boathouse, dock, ADA ramp and other improvements, \$168,767 (FY13).

Rowing Dock

- Improvements to parkland including grounds and parking lot (FY11 - FY15 ~\$71,433).



Butler Pitch and Putt, ADA Ramp to Clubhouse



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Environmental Board Action

Comments or Issues

To include in a joint report by Parks and Recreation Board and the Environmental Board to the Austin City Council recommending the following to City Council:

- Creation, continuation or termination of a concession;
- Status of each existing concession; and
- Issuance of request for proposal for a concession under this division.