

# Austin Rowing Club Agreement

## Contracts and Concessions Committee

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Presenters: Ricardo Soliz, Acting Assistant Director  
Lonnie Lyman, Senior Event Coordinator

July 10, 2018



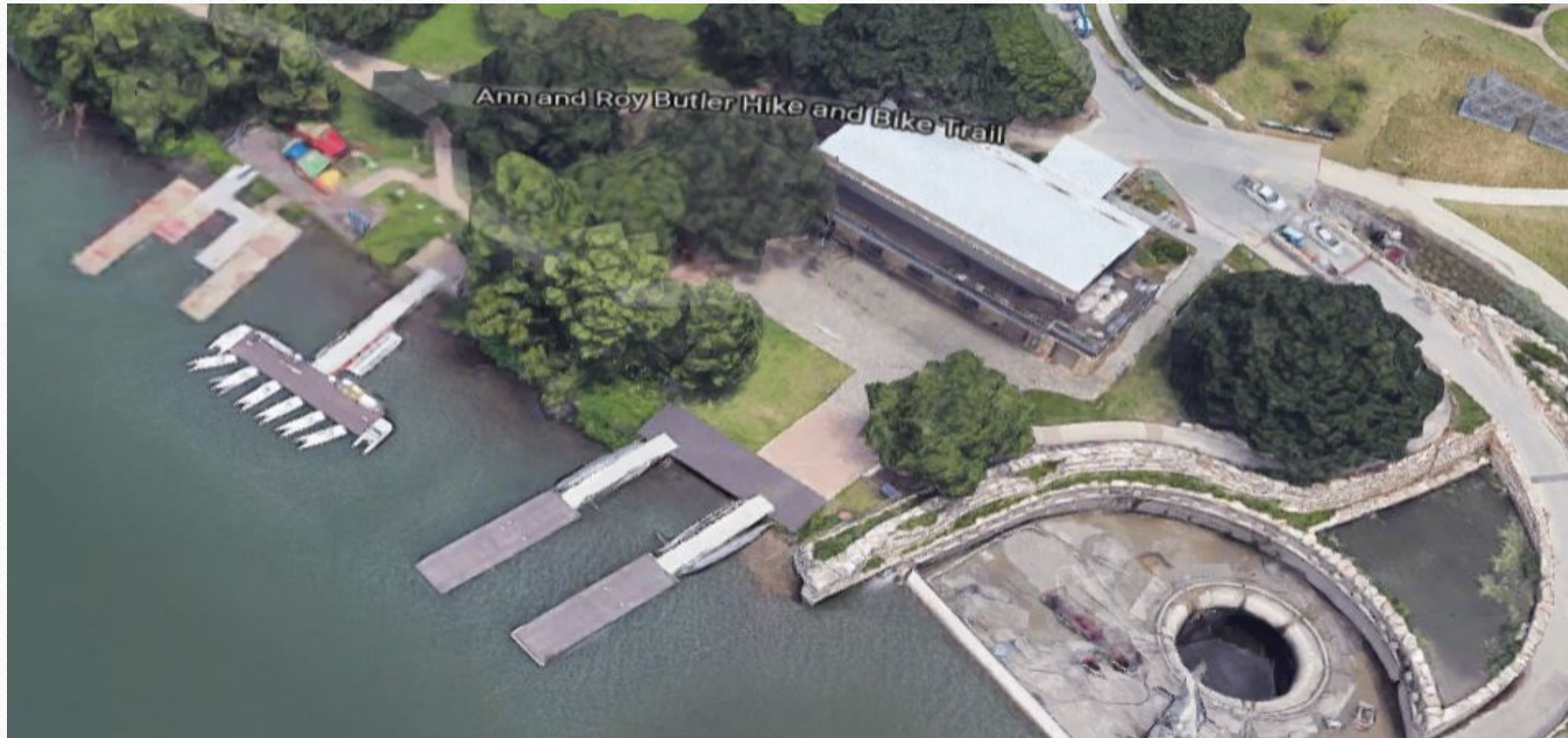


# Austin Rowing Club





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## City Council Resolution No. 20180628-070

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The City Manager is directed to consult the Parks and Recreation Board's Concession and Contracts Committee to solicit feedback on the appropriate process to use in this circumstance and potential contract terms. Pending those recommendations, the City Manager is directed to negotiate and execute a contract with Austin Rowing Club for the management and operation of the boathouse on Lady Bird Lake for an appropriate period.

## PARD Recommendations on Critical Components

Components	Recommendations	CCC Recommendation
Term	4 Years with no extensions	
Revenue Sharing	<ul style="list-style-type: none"><li>• \$1,000 monthly fee, plus</li><li>• 1% of annual gross revenue less than \$80K, and 8% of gross revenue above \$80K which is an annual lump sum payment</li></ul>	
Expansion of existing footprint	No expansion permitted of the existing footprint	



## PARD Recommendations on Critical Components

Category	Recommendations	CCC Recommendation
Youth Programming	\$40K programming per year for underserved youth	
Financial Assistance for Rowing Program Memberships	10% of the value of Rowing Revenue per year to be dedicated to financial assistance for ARC memberships, ARC lessons, or ARC camps.	
Relocation Clause	Remove relocation clause: Upon termination, the City agrees to work in good faith to identify and make available alternative locations on Ladybird Lake for ARC to operate	
New Contract or Amendment	New contract that is consistent with the terms and conditions of current concession agreements.	

# Standard Components for Concession Agreements

Category	Responsibilities
Maintenance	Concessionaire is responsible for: <ul style="list-style-type: none"><li>• All equipment and personnel necessary to operate</li><li>• Preventive maintenance</li><li>• Nonstructural building repairs</li><li>• Repair and replacement of gangway and all docks</li><li>• Annual Operations and Maintenance Reports</li></ul>
Utilities	Concessionaire is responsible for all utilities
Other Deliverables	<ul style="list-style-type: none"><li>• IPM, Waste Management, and Housekeeping Plan</li><li>• Sustainability / Resource Conservation Plan</li><li>• General Safety, Security, and Evacuation Plan</li><li>• Marketing Plan</li><li>• Calendar of Events</li></ul>



## **Request for Committee Action:**

Provide feedback on the appropriate process to use in a concession contract with the Austin Rowing Club, and potential contract terms.

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## Next Steps

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**July 24, 2018:**

Present CCC recommendations to the Parks and Recreation Board for discussion and recommendation to the City Manager.

