

**FOURTH AMENDMENT TO AGREEMENT FOR A
MINIATURE TRAIN CONCESSION
BETWEEN THE CITY OF AUSTIN
AND THE TEXAS SPECIAL COMPANY
CONTRACT NO. RA0165-96**

Concession Overview

The Zilker Zephyr, Zilker Park's miniature train, provides a 20-25 minute train ride around the park. This is a great way for children and adults to get a tour of Zilker Park, allowing them the perfect opportunity to see Barton Creek and Lady Bird Lake at a leisurely pace.

What is the Purpose of the Amendment?

The Amendment extends the agreement for one year with a one-year extension remaining.

What is the Term of the Agreement?

The initial term of the current contract was October 1, 1996 through September 30, 2006. Two five-year extension options were granted.

In 2009, the Barton Springs Pool Master plan adopted by the City of Austin led to ongoing assessments on existing buildings and amenities at Zilker Park, including the miniature train concession in 2016. Because of the ongoing assessment and the potential effect the findings could have on the concession, the City did not believe it would be feasible to seek new vendor proposals for the concession operation. Because of the major capital investment required of a new vendor and the likelihood that the park would undergo substantial changes in the near future not allowing the vendor to recoup its investment, PARD opted to extend the current agreement during the short term.

In August 2016, the agreement was extended for an additional two-year term with the possibility of two additional one-year terms. As part of the amendment, the vendor was charged with making the concession ADA accessible.

In August 2017, the current vendor completed ADA improvements, including an accessible train car, accessible ticket booth, and a ramp with handrails.

How Much Revenue is Paid to the City?

A monthly payment of 11% of the gross revenue is paid to the City:

FY' 13	\$42,476
FY'14	\$40,173
FY'15	\$38,832
FY'16	\$43,326
FY'17	\$42,771

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What are the Terms and Conditions of Amendment?

A price increase request (first increase in nine years):

Current	Proposed
Adult (ages 12-24) \$3.00	\$4.00
Children ages 1-11 \$2.00	Children ages 2 -11 \$3.00
Seniors 65+ \$2.00	
	Active military \$3.00
Group rate (20+ tickets) \$2.00	\$3.00
Public schools and special needs groups \$2.00 per person	

The proposed pricing is commensurate with other train rides in surrounding areas:

- San Antonio Zoo – ages 3+ - \$4.00
- Fort Worth Zoo - \$3.00 for one-way, three-minute ride (Zilker Zephyr 20-25 minute ride)

The vendor has requested the price increase to enable them to raise its minimum wage to match that of the City of Austin’s living wage to assist them in recruiting quality employees.

Next Steps

This information will be included in the Director’s Report to the Parks and Recreation Board at its regularly scheduled meeting on September 25, 2018. Committee or Board action is not required.