

# BOATING CONCESSION ON LADY BIRD LAKE

**Award Recommendation** 

Presented by:

**Gabrielle Restivo** 

**Contract Management Specialist IV** 

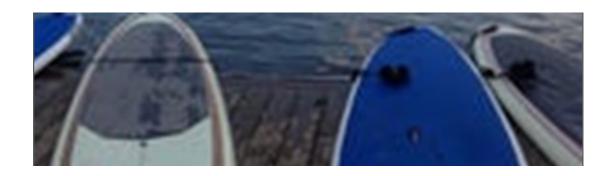
Parks and Recreation Board June 24, 2020

#### **CONCESSION HISTORY**

# **Contract History**

- 5/19/00-5/18/05
- 3, 5-year extensions to 5/18/2020
- A contract holdover issued to
   11/15/2020 to allow for solicitation

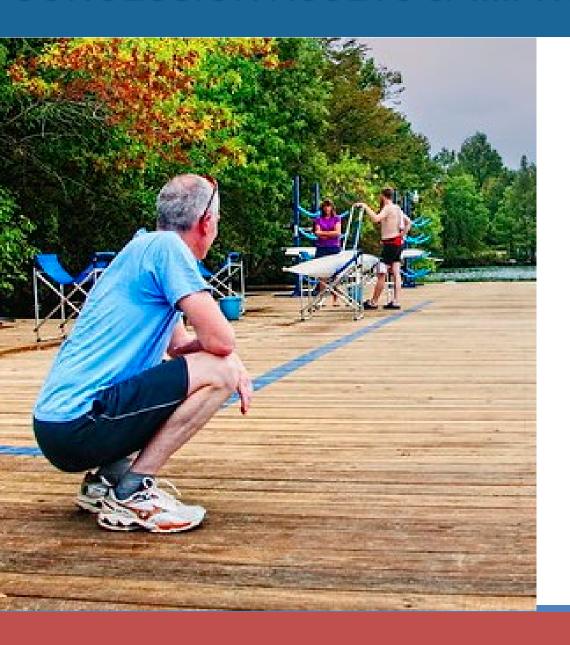




# **Operational History**

- In 1987 opened as Texas Rowing by Anne Marie
   Heilman
- In 1999 operated under Heilman and Matt Knifton
- 2002 and forward, operated under Matt Knifton

#### **CONCESSION ASSETS & IMPROVEMENTS**



- Wooden Dock, expanded in 2013
- Two Boathouses
- Three Storage Units
- Steel racks for boat storage added in 2013
- ADA wheelchair ramp added in 2011
- Floating dock and boathouses completed by June 2020

#### SOLICITATION GOALS AND REQUIREMENTS

# **Programming**

- 5 years of demonstrated experience
- Supply all watercraft
- Motorboats for training only
- Management Plan
- Operating plan with complaint resolution process
- Marketing Plan

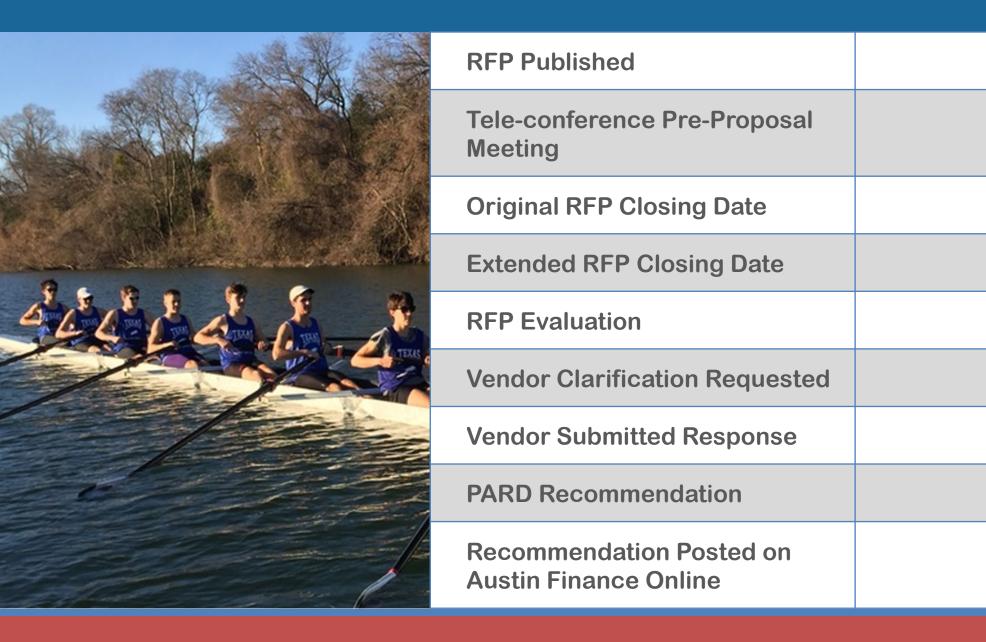
- Boating rentals, services, special events
- Public Benefit Programs
- City-approved fees for concession services
- Revenue share proposal
- Monthly and annual reporting requirements
- Sustainability Plan, Integrated Pest Management Plan, Waste Management Plan



## **Improvements**

- Capital Improvement Plan required
- •10% reinvestment annually in equipment and facilities
- Preventative maintenance site and structures
- Dock/gangway repairs and replacements

#### **SOLICITATION PROCESS**



March 23, 2020

April 7, 2020

April 23, 2020

April 30, 2020

May 14, 2020

May 19, 2020

May 19, 2020

May 22, 2020

May 22, 2020

#### CORPORATE PURCHASING SOLICITATION EFFORTS AND RESULTS

- One proposal was received from the current vendor, Texas Rowing Center.
- To garner maximum participation in the solicitation, the Corporate Purchasing Buyer:
  - Provided the RFP to 280 vendors registered through Austin Finance Online for Commodity Code 96115.
  - Published the solicitation in the Austin American Statesman on two separate occasions.
  - Conducted a pre-proposal teleconference.
  - o Extended the proposal due date by one week.

# RFP EVALUATION MATRIX

Operating Plan	25	
Capital Improvement Plan	15	
Qualifications and Experience	15	AND .
Management Plan	12	
Fee (Revenue Share) Proposal and Financial Plan	10	
Local Business Presence	10	
Service-Disabled Veteran's Business Enterprise Preference	03	



## RFP EVALUATION RESULTS

EVALUATION CRITERIA	MAX POINTS	Texas Rowing Center	
Operating Plan	25	21	
Capital Improvement Plan	15	12	
Qualifications and Experience	15	15	
Management Plan	12	12	
Fee (Revenue Share) Proposal and Financial Plan	20	20	
Local Business Presence	10	10	
Service-Disabled Veteran's Business Enterprise Preference	3	0	
	100	90	

NOTE: Per Section 252.049 of the local government code, contents of a proposal shall remain confidential until a contract is awarded.

# **SOLICITATION NEXT STEPS**

June 24, 2020	PARB Recommendation to Council	
August 27, 2020	O20 City Council Action	



#### STAFF RECOMMENDATION

Recommendation to the City Council to authorize the negotiation and execution of an agreement with the successful proposer, Texas Rowing Center, to provide management and operation of a Boating Concession on Lady Bird Lake.

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