



## Recommendation for Action

**File #:** 20-2644, **Agenda Item #:** 58.

8/27/2020

### **Posting Language**

Authorize negotiation and execution of a multi-term revenue contract with Texas Rowing Center, Inc. D/B/A Texas Rowing Center, to provide management and operation of the boating concession on Lady Bird Lake, for up to 20 years for a total estimated revenue contract of \$6,000,000.

(Note: Revenue contracts are exempt from the City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program; therefore, no subcontracting goals were established).

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

Parks and Recreation Department.

### **Fiscal Note**

This is a revenue contract.

### **Purchasing Language:**

The Purchasing Office issued a Request for Proposals (RFP) 8600 JSB3012 for these services. The solicitation issued on March 23, 2020 and it closed on April 30, 2020. The recommended contractor submitted the only responsive offer. A complete solicitation package, including a log of offers received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [https://www.austintexas.gov/financeonline/account\\_services/solicitation/solicitation\\_details.cfm?sid=134104](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=134104).

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: John Besser, at 512-974-2261 or [John.Besser@austintexas.gov](mailto:John.Besser@austintexas.gov) <<mailto:John.Besser@austintexas.gov>>.

### **Council Committee, Boards and Commission Action:**

June 5, 2020 - Recommended by the Parks and Recreation Department Concessions and Contract Committee on a 5-0 vote.

June 24, 2020 - Recommended by the Parks and Recreation Department Board on a 11-0 vote.

### **Additional Backup Information:**

The contract is for the management and operations of a boating concession on Lady Bird Lake, currently operating as Texas Rowing Center (TRC), including proposed capital improvements to enhance the recreational experience for customers and the sporting utility of the concession. The boating concession has

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operated at its current location at 1541 West Cesar Chavez since 1987 when it opened as Texas Rowing under the ownership of Anne Marie Heilman. It has operated under the ownership of Matt Knifton as Texas Rowing Center since 2002, evolving from a “members-only” rowing club to a rowing and paddling center offering a variety of rentals, community programs, and special events.

Public benefit programs currently offered by TRC include, in part, the Rowing Scholarships for Young People program, offering scholarships to youth from economically disadvantaged families to participate in TRC’s after-school rowing program, the largest in the country; summer camp scholarships, providing scholarships for students with disabilities or from economically disadvantaged families to participate in TRC’s summer camps; Austin High School water sports program that introduces economically disadvantaged youth to rowing and paddling at no cost; and adaptive rowing programs for people with physical, sensory and intellectual disabilities.

Significant improvements have been made to the site since 2005, including the construction of a land boathouse, addition of an Americans with Disability Act compliant wheelchair ramp to the main boathouse, expansion of the wooden dock to 20,000 square feet, addition of steel racks for boat storage on the dock, and more recently, the construction of two floating boathouses totaling 7,800 square feet with extended dock frontage that will have a total estimated investment cost of \$1,000,000 upon completion, which is anticipated by November 2020.

This contract is replacing a current revenue contract that expires on November 15, 2020. The recommended contractor is the current provider for these services.

An evaluation team with expertise in this area evaluated the offers and scored Texas Rowing Center, Inc. D/B/A Texas Rowing Center as qualified to provide these services based on operating plan, capital improvement plan, qualifications and experience, management plan, fee (revenue share) proposal and financial plan, local preference and service-disabled veterans business enterprise.

If the City is unable to secure a contract for these services, the boating concession on Lady Bird Lake will not have a management provider in place to continue providing services to the public and will not have the proper capital improvements needed to maintain the facility for public enjoyment and safety.

**Contract Detail:**

| <b><u>Contract Term</u></b> | <b><u>Length of Term</u></b> | <b><u>Contract Authorization</u></b> |
|-----------------------------|------------------------------|--------------------------------------|
| Initial Term                | 10 yrs.                      | \$3,000,000                          |
| Optional Extension 1        | 5 yrs.                       | \$1,500,000                          |
| Optional Extension 2        | 5 yrs.                       | \$1,500,000                          |
| <b>TOTAL</b>                | <b>20 yrs.</b>               | <b>\$6,000,000</b>                   |

**Note:** Contract Authorization amounts are based on the City’s estimated annual usage.

**Strategic Outcome(s):**

Health and Environment.