



**Purchasing Contract
CITY OF AUSTIN
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 40
AGENDA DATE: Thu 12/15/2005
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SUBJECT: Authorize negotiation and execution of a five-year revenue concession contract with ROWING DOCK, INC. DBA ZILKER PARK CANOE AND KAYAK, Austin, TX for the operation and management of a canoe rental concession at Town Lake for an estimated amount of \$93,526, with two five-year extension options for an estimated revenue amount of \$108,422 and \$124,700 respectively, for an estimated total revenue amount of \$326,648.

AMOUNT & SOURCE OF FUNDING: Revenue in the amount of \$13,212 will be included in the Fiscal Year 2005-2006 Approved Operating Budget of the Parks and Recreation Department. Revenue for the remaining 51 months will be included in future budgets.

FISCAL NOTE: There is no unanticipated fiscal impact. A fiscal note is not required.

REQUESTING Purchasing **DIRECTOR'S**
DEPARTMENT:for Parks and Recreation; **AUTHORIZATION:** Vickie Schubert

FOR MORE INFORMATION CONTACT: Vikie DeLuyck, MSW, Senior Buyer/974-2003

PRIOR COUNCIL ACTION: N/A

BOARD AND COMMISSION ACTION: Approved by the Parks and Recreation Board

PURCHASING: Best proposal of five proposals received.

MBE / WBE: This contract will be awarded in compliance with Chapter 2-9 of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

This contract with Rowing Dock, Inc. is for the management and operation of the canoe and kayak rental concession on the south side of Town Lake at Zilker Metropolitan Park adjacent to Barton Creek. Zilker Park Canoe and Kayak, a division of the Rowing Dock, Inc. currently owns and operates a rowing business at another location on the south shore of Town Lake that has been contracted with the City for over six years.

Zilker Park Canoe and Kayak will be open year-round with hours adjusted to the season. The City owns the property and Zilker Park Canoe and Kayak will provide all operational equipment including a temporary portable floating dock for easier passenger loading and unloading. An aesthetically pleasing storage building will be located above flood level on the site. Electricity will be added to install safety lights to help reduce vandalism. The new rental fleet will consist of 60 traditional canoes, 10 clear see-through canoes, 20 single seat kayaks, and 20 double seat kayaks. The Contractor will also provide all of the business related items including a cash register, telephone, necessary paddles, and lifejackets for an initial investment of \$80,000.

Zilker Park Canoe and Kayak proposes to pay the City 12% of the net revenues for the first five year term, with a guaranteed minimum of \$10,000 per year. For the subsequent two five-year periods, 15% of the net revenues are proposed.



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An RFP was issued on August 22, 2005 for an experienced canoe rental concessionaire for Town Lake. Five proposals were received. An evaluation team consisting of five professional and managerial staff from the Parks and Recreation Department reviewed and scored the proposals. The panel members recommended Zilker Park Canoe and Kayak as the best proposer based upon the categories of 1) The Proposed Business, 2) The Project Plan, 3) Prior Experience and 4) Revenue.

Council requested a process change to include citizen input for Tennis and Golf Pro contracts. PARD and Purchasing worked together to develop a procedure for this purpose. The citizen input process has been used for all PARD concession solicitations since August 2004 including this one for the operation and management of a canoe rental concession at Town Lake.

MBE/WBE solicited: 12/34

MBE/WBE Bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. One hundred and forty-five notices were sent including 12 MBEs and three WBEs. Six solicitations were issued including one MBE and no WBEs. Five proposals were received with no MBEs/WBEs responding.

APPROVAL JUSTIFICATION

- a. Best evaluated proposal.
- b. The Parks and Recreation Department concurs with the recommended award.
- c. Advertised in the Austin American-Statesman and on the Internet.