



Dallas Park & Recreation

Rowing, Sailing, and Concession Contracts Overview

Parks, Trails, and the Environment Committee
December 2024

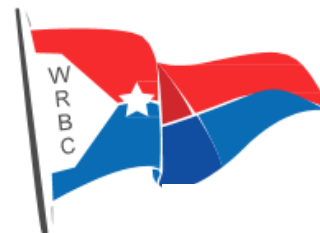
Purpose

- Review Rowing, Sailing, and Concession partners
- Provide Council an overview of operator agreements, purpose, obligations, and contributions
- Discuss next steps

Rowing and Sailing Partners



**WHITE ROCK
BOAT CLUB**
Dallas, Texas



Dallas United Crew



- Dallas United Crew (DUC) is a non-profit, urban water sports center that offers programs in competitive and recreation oar and paddle sports at White Rock Lake since 2012.
- Current agreement executed in 2017, with the initial term of five years and two five-year renewals. Contract expires December 2032.
- DUC constructed a storage facility in 2018 to store rowing and other equipment. They are required to maintain the storage facility and provide a rowing program for youth and adults.



Dallas United Crew

- DUC pays the City \$6,200, annually. These funds are deposited into the White Rock Endowment Fund for future improvements to White Rock Lake.
- Total membership is 389 which includes high school, middle school and adult rowing and other categories.
- DUC is required to provide annual Performance Plan that sets performance objective for the upcoming year. At minimum, they are to include
 - A minimum of four on-campus recruiting events for youth rowers for residents of the City of Dallas, including DISD and RISD students
 - Introductory rowing programs for adults and youth in the community
 - The number of volunteer hours taking place at the Premises
 - Provide a minimum of \$25,000 in scholarships towards its needs-based financial program, which goes to various Dallas middle school and high school students.

	Total Scholarship Amount	DISD	RISD	Private School	Other ISD, Home	Number of On-Campus Recruiting Events	Number of Introductory Rowing Programs	Number of Volunteer Hours
2023	\$43,205	48.2%	20.2%	2.4%	29.1%	18	7	923.5
2022	\$35,654	58.2%	5.9%	13.48%	22.1%	19	7	1050.5

Dallas United Crew

- Updates to the premises include adding a parking lot in 2018 at a cost of \$175,000.
- They have provided over 900 volunteer hours for various activities at the Lake including shoreline cleanup, veteran rowing, and Row Dallas Tutoring.
- DUC continues to partner with South Dallas Initiative, Barak Obama Male Leadership Academy and A Most Beautiful Thing Inclusion Fund (AMBTIF) a program that aims to provide rowing for diverse and under-resourced youth to rowing programs.
- While the structure will remain the property of DUC, any non-movable improvements shall become the property of the City.



White Rock Rowing/White Rock Boathouse, Inc.



- White Rock Rowing is overseen by White Rock Boathouse, Inc. (WRBI), a non-profit, that provides and offers programs in competitive and recreational rowing. They also maintain and operate the Filter Building and the Boomerang on the City's behalf.
- WRBI built the Boathouse next to the Filter Building which holds 120+ racing shells for their rowing programs.
- The Boomerang hold launches for their rowing programs as well as fee-based storage for kayaks and canoes.
- The City receives 10% of gross revenue from the Filter Building and the Boomerang annually.



White Rock Rowing/White Rock Boathouse, Inc.

- In 2023, WRBI was required to provide annual Performance Plan that sets performance objective for the upcoming year. At minimum, they are to include
 - A number of youth rowers expected to engage in the program for the following year and other efforts they expect to undertake for residents of the City of Dallas, including DISD and RISD students
 - Introductory rowing programs for adults and youth in the community
 - Volunteer hours on the Premises
 - Provide a minimum of \$25,000 in scholarships towards its needs-based financial program, which goes to various Dallas middle school and high school students
- WRBI provides a minimum of \$25,000 annually in scholarships towards its needs-based financials program, which includes public school and home-school students who reside in the City of Dallas. Since 2010, they have provided more than \$2.1 million in financial aid.



	Total Scholarship Amount	DISD	RISD	Private School	Other ISD, Home	Number of Youth Rower Engagement	Number of Introductory Rowing Programs	Number of Volunteer Hours
2023	\$54,020	75%	5.9%	8.4%	10.7%	289	18 Learn to Row Camps, recruiting events, open house	600

White Rock Rowing/White Rock Boathouse, Inc.

- WRBI is responsible for all maintenance at the Boomerang and Filter Building. All non-removable fixtures and improvements shall become the property of the City.
- Revenues are deposited in the White Rock Lake and Filter Building/Boathouse Major Maintenance and Improvement Fund.
- 3-year History of Revenues Received:

	Boomerang	Filter Building	Total
FY2024	\$1,882	\$23,482	\$25,365
FY2023	\$1,505	\$36,320	\$37,825
FY2022	\$1,350	\$38,430	\$39,780

- PKR has used those revenues for various projects at the Lake such as dredging study (\$103,099) and updating the Boathouse's ventilation system (\$49,890).



Corinthian Sailing Club

- Corinthian Sailing Club (CSC) is a not-for-profit sailing club that requires membership. They provide sailing club activities to members of the organization. CSC has operated at the lake since 1960 and currently have 337 members.
- CSC offers 183 boat davits, racks and pads on a membership basis. The Members are responsible for maintenance on those items. Davits are owned by members of the club.
- Current license agreement, executed in 2024, is for 10 years and they pay the City \$10,980 annually.
 - Operated on a one-year renewable license agreement in 2021-2023, paying the City \$955 annually.
- CSC is solely responsible for maintenance, utilities, and operations of their premises.
- They are required to provide shoreline cleanup activities, host recreation center education programs and partner with local recreation centers for youth sailing activities.
- Various maintenance repairs consist of replacing planks on the deck, replacing water lines, rebuilding the gates for security, and roof repairs. The club has spent over \$312,000 on maintenance since 2021.
- Any additional future improvements and renovations become the property of the City.

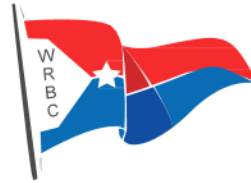


Aerial View of Corinthian Sailing Club



White Rock Boat Club

**WHITE ROCK
BOAT CLUB**
Dallas, Texas



- White Rock Boat Club (WRBC) is a not-for-profit sailing club that requires membership. They provide sailing and recreational activities to members of the organization. They have operated at the lake since 1960. They currently have 171 members.
- WRBC offers 79 boat davits, racks and pads on a membership basis. The Members are responsible for maintenance on those items. Davits are owned by the club, not the members.
- Current license agreement, executed in 2023, is for 10 years and they pay the City \$4,740 annually.
 - Operated on a one-year renewable license agreement in 2021-2022, paying the City \$420 annually.
- WRBC is solely responsible for maintenance, utilities, and operations of their premises. The Club has spent \$176,928 on repairs and maintenance since 2019. Various maintenance repairs over the years consist of davit repairs, clubhouse, entrance gate, gazebo, and restroom and storage structures.
- They are required to provide shoreline cleanup activities, host recreation center education programs and partner with local recreation centers for youth sailing activities. The club has volunteered over 480 hours since 2023. They also administer the Sea Scouts, a program of the Boy Scouts of America.
- Any additional future improvements and renovations become the property of the City.



Aerial View of White Rock Boat Club



Dallas Paddle Company



- Dallas Paddle Company (DPC) offers kayak, canoe and paddleboard rental concessions along the east shore of White Rock Lake.
- This concessions agreement was executed in 2023 by the Office of Procurement Services, which is a three-year agreement.
- The kayak season runs March – November depending on water temperature.
- DPC is required to make major capital improvements in the amount of 1.5% of their gross revenues annually.



Dallas Paddle Company

- Dallas Paddle Company provides City 20% of gross revenues from their rentals monthly.
 - Received \$31,943 since 2023
- Previous kayak concessions vendor was White Rock Paddle, who had operated at the Lake since 2011.

	Dallas Paddle 20% Revenue	White Rock Paddle 15% Revenue
FY 2024	\$12,517	-
FY 2023	\$19,426	-
FY 2022	-	\$11,013
FY 2021	-	\$57,155
FY 2020	-	\$69,231

- While White Rock Paddle's agreement expired November 2021, in May 2022, OPS extended the agreement through September 2022, while a new vendor was awarded the contract.

The Spirit of Dallas



- The Spirit of Dallas offers catamaran sailing on the lake through a one-year Outdoor Fee Based Permit, through the Reservations Office.
- Current permit was executed in June 2024 and have been renewing their permit since 2021.
- They have a 38-foot catamaran that provides fee based public sailing, private sailing and community sailing. Each sail has a maximum of 36 passengers.
- Spirit of Dallas has provided sailing to 5,000 - 6,000 passengers per year.
- They participate in shoreline cleanup, log pull cleanups, and dock cleanups.
- They offer free sails to PKR, non-profits that support White Rock Lake Park, and community schools.
- The City receives 15% of gross revenues
 - Received approximately \$44,300 since 2023





Dallas Rowing Club

- Dallas Rowing Club (DRC), operating since 1987, is a non-profit that teaches amateur rowing to Dallas area residents, with a particular emphasis on youth. DRC also offers a Masters Program, targeted to novice adult rowers.
- The current use agreement was executed in 2018, with the initial term of 10-years and two five-year renewal periods.
- DRC has a three-bay facility at Bachman Lake that houses 85 shells. The boathouse also includes a full gym.





Dallas Rowing Club

- DRC pays the City \$1,000, annually. These funds are reserved for improvements to the Premises or improvements that enhance the grounds adjacent to the Premises.
- All fixed improvements become property of the City.
- DRC is responsible for utilities.
- In 2024, the agreement was amended to require DRC to provide a scholarship fund of no less that \$5,000 annually to be used by public school students, including but not limited to DISD or RISD. The Club is also required to offer one on-site campus recruiting even to public school students and host a shoreline cleanup activity no less than two dates in per year.
- Since 2023, DRC has provided \$16,637 in scholarships to public school students.



Next Steps

- Receive feedback from City Council
- Option1:
 - Continue to research best practices across the county of operation models for water activities that would benefit the community.
 - Explore revenue opportunities
 - Community benefits
- Option 2:
 - Conduct a feasibility study to look at recreational activities on the lakes and how we utilize the water



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