



Legislation Details (With Text)

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On agenda: 10/26/2022 **Final action:**

Title: Authorize a three-year concession contract for operation of a watercraft rental service at White Rock Lake for the Park & Recreation Department - Dallas Kayak Company, Inc., most advantageous proposer of two - Estimated Net Revenue: \$471,031.00

Sponsors:

Indexes: 100

Code sections:

Attachments: 1. Resolution

Date	Ver.	Action By	Action	Result
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STRATEGIC PRIORITY: Government Performance & Financial Management

AGENDA DATE: October 26, 2022

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Procurement Services

EXECUTIVE: Jack Ireland

SUBJECT

Authorize a three-year concession contract for operation of a watercraft rental service at White Rock Lake for the Park & Recreation Department - Dallas Kayak Company, Inc., most advantageous proposer of two - Estimated Net Revenue: \$471,031.00

BACKGROUND

This concession contract will provide for the operation of a watercraft rental service at White Rock Lake. Services included rentals of kayaks, canoes, and/or stand-up paddle boards to lake visitors daily. The concessionaire will issue life vests with each rental and will maintain a motor-powered boat onsite to ensure the safety of its clients. Additionally, the concessionaire will be responsible for furnishing, maintenance, and storage of all equipment under this contract. The concessionaire will also provide minor capital improvements and repairs.

Under the terms of this concessions contract the City will receive 20 percent from net revenue monthly.

A five-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Aviation (2)
- Park & Recreation Department (1)
- Water Utilities Department (1)
- Office of Procurement Services (1)*

*The Office of Procurement Services evaluated cost and local preference, if applicable.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

- Revenue 40 points
- Experience 30 points
- Approach 30 points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The current calculated living wage during the solicitation process of this contract is \$15.21; the selected vendor meets this requirement.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On March 28, 2018, City Council authorized a three-year concession contract for the operation of a watercraft rental service at White Rock Lake with Ask Ace, LLC dba White Rock Co. by Resolution No. 18-0449.

On August 11, 2022, the Park and Recreation Board authorized the three-year concession contract for operation of a watercraft rental service at White Rock Lake with Dallas Kayak Company, Inc.

FISCAL INFORMATION

Estimated Net Revenue: \$471,031.00

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
\$471,031.00	Revenue	N/A
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
N/A	N/A	N/A

- The Business Inclusion and Development Policy does not apply to Revenue contracts.
- Dallas Kayak Company, Inc. - Local; Workforce - 100.00% Local

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none">• Utilized for high technology procurements, insurance procurements, and other goods and services• Recommended offer or whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications• Always involves a team evaluation• Allows for negotiation on contract terms, including price
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The Office of Procurement Services received the following proposals from solicitation number BPZ21-00017276. We opened them on October 8, 2021. We recommend the City Council award this concession contract in its entirety to the most advantageous proposer.

*Denotes successful proposer

<u>Proposers</u>	<u>Address</u>	<u>Score</u>
*Dallas Kayak Company, Inc.	417 East Lawther Drive Dallas, TX 752118	94.75
Ask Ace, LLC, dba White Rock Paddle Co.	7154 Walling Lane Dallas, TX 75231	92.25

OWNER

Dallas Kayak Company, Inc.

David Slear, President