

AGENDA ITEM 36

Discuss and take appropriate action on jail/courthouse annex expansion.

Ed Lee addressed the Court.

AGENDA ITEM 37

Consider authorizing advertising and setting date of July 6, 2004 at 2:00 P.M. in the Auditor's Office to receive proposals for outside audit services.

Moved: Judge Doerfler

Seconded: Commissioner Hays

Motion: To authorize advertising and setting date of July 6, 2004 at 2:00 P.M. in the Auditor's Office to receive proposals for outside audit services.

Vote: 5 – 0

AGENDA ITEM 38

Consider awarding proposal received for Miniature Train Operation for the Regional Park to Texas Bells and Whistles.

Jim Rodgers addressed the Court.

Moved: Commissioner Boatright

Seconded: Commissioner Limmer

Motion: To award proposal received for Miniature Train Operation for the Regional Park to Texas Bells and Whistles.

Vote: 5 – 0

< Attachment >

The bid for this item was received long after the minutes were scanned. It has been added as minutes pages 811 through 867.



Williamson County

Parks and Recreation Department

Memorandum

TO: John Doerfler, Judge
Commissioners
Williamson County

FROM: Jim Rodgers
Parks and Recreation

DATE: May 13, 2004,

RE: Proposal # 04WCP4206 Award

A Request for Proposal for a Miniature Train Operation for the Regional Park on CR 175 was advertised and proposals were received on March 31, 2004 by the Purchasing Department. The miniature train operation will provide another recreational opportunity at the regional park and provide income for the County. Texas Bells and Whistles represented by Mr. Ken Knowles will bear the cost of installation and operation. The train operation will be named the Cedar Rock Railroad.

The proposal was reviewed with Stacie Talbert (974-6700) who manages and monitors the miniature train operation in Zilker Park for the City of Austin. She felt that the proposal was sound and the percentage to the County was acceptable. She did think his capacity was a bit high for the first years. The proposal was also reviewed with Ginny Atkinson and Tommy Coleman of the Purchasing Department. Several items in the proposal were recommended for changes by Mr. Knowles. Those items were considered by the Purchasing Department and me with the following recommendations:

Contract Term

The contract term will be Seven (7) years to correspond with the capital term, 84 months, indicated by Mr. Knowles. It may be several months longer depending on approval date.

Mr. Knowles had asked for a ten (10) year initial contract but has agreed to this compromise.

Contract Termination

The proposal called for a 60 day termination period. Mr. Knowles had suggested a change to 120 days but agreed to limit the period to 60 days.

Workers Compensation Insurance

Mr. Knowles must have Workers Compensation insurance during the construction phase if he hires workers for construction. During the operations phase he must meet the requirements of the State concerning Workers Compensation insurance.

Items and Pricing

Should items relating to the train operation (whistles, caps, etc.) be offered for sale, they and their prices must be approved by the Parks Director.

Action requested

Approve award of proposal to Texas Bells and Whistles represented by Ken Knowles and authorize Judge Doerfler to sign the contract prepared by the County Attorney mirroring the proposal and above suggested changes.

Attached
Proposal

approved 5-25-04
John C. Doerfler

Proposal Summary for Cedar Rock Railroad

Texas Bells and Whistles is pleased to present this proposal for installation and operation of a miniature train in the Williamson County Regional Park. This summary will provide a brief overview of the company and our proposed plan to provide a first-class miniature train operation that will provide many years of entertainment to all visitors of the Williamson County Regional Park.

Following this summary is a Detail Section illustrating the specific methods to be used by Texas Bells and Whistles to accomplish this proposal along with supporting proprietary data and designs. Please refer to the Detail Section for any specifics referenced in this Proposal Summary.

Company Details and Organization

Kidigin is an S-corporation owned by Mr. Kenneth Knowles doing business as Texas Bells and Whistles based at 6110 Anemone Cove in Austin, Texas.

Mr. Knowles is a native Texan with a B.A. in Marketing from the University of Texas at Austin. He has worked in the semiconductor research industry as an Environmental Safety and Health Professional for 13 years and has an active passion for model and miniature trains. His combination of education, experience, and personal interest is a unique blend well suited to establishing an operation that is safe, reliable, and operated "by the book" to protect park visitors and the environment from potential harm. Living in Austin allows Mr. Knowles to personally manage and participate in all aspects of the operation from initial construction through daily operation. Being local also allows for quick response to situations requiring immediate attention.

Assisting him as a retained consultant is Mr. Jerry Shipman who has been manufacturing and operating commercial miniature trains since 1977. In 1991, Mr. Shipman designed and constructed the Desert Breeze Railroad in Chandler, Arizona which is very similar in many respects to this proposal for Williamson County's Regional Park. Mr. Shipman has designed and constructed over 4 styles of locomotives in 12, 14, 16, 24 and 36-inch gauges, and has installed at least seven commercial miniature train operations across the country. *Resumes and references for Mr. Knowles and Mr. Shipman can be viewed in Chapter 8 of the Details Section.*

Mr. Knowles and Mr. Shipman teamed up in 2000 to design and build a ¼ scale locomotive that realistically recreated the nostalgic appeal of the old-time steam engines of the nineteenth century using today's technology to provide a safe, reliable, and low-maintenance amusement ride. Their work produced a train that far exceeds the function and beauty of all other commercially available ¼ scale

trains on the market today. Mr. Knowles has been operating this ¼ scale train on his private estate since July 2001.

The in-house association with a major miniature train manufacturer gives Texas Bells and Whistles a significant advantage over other potential vendors of park train operations by reducing equipment costs and expanding equipment options. This reduced capital requirement allows Texas Bells and Whistles to recover their investment faster and generate greater revenue for the County much more effectively than other vendors.

Concession Fee to County

Installation of a new miniature train concession requires significant initial investment of the Vendor. As this is the first miniature train concession in this newly opened park, it is important that the concession fee be designed to generate maximum revenue for the County without handicapping the investment recovery phase of the new concession. Steady recovery of that investment allows the Vendor greater flexibility to re-invest in the operation to make improvements or expansion that further increases ridership and revenue for the County.

Texas Bells and Whistles proposes a concession fee for Williamson County created by a combination of a Base Rate and a Supplemental Rate as follows:

Concession Fee = (Base Rate% X Gross After Taxes)+(Supplemental Rate% X Net Profit)

where:

Base Rate =	5%
Supplemental Rate =	10%

This calculation means that the Vendor will pay 5% of all gross receipts after taxes, plus an *additional* 10% on the net profit reported after operating expenses. This creates a graduated fee schedule that increases as sales increase, and also increases as operating expenses go down. When the operation has recovered its initial investment and the train is expanded to maximum capacity, Williamson County has the potential to collect a theoretical maximum of **14.0%** of the gross revenues after taxes.

Please refer to Chapter 5 of the Detail Section for a comprehensive illustration of this graduated fee schedule along with a projected earnings estimate for the first 2 years of operation.

Concession Equipment

For the construction phase of the Cedar Rock Railroad, very little major equipment is required. All construction will be completed using a single front-loader tractor with box blade attachment. Equipment such as a Kubota L35 will

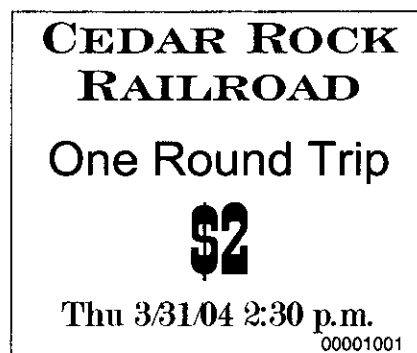
be leased for the construction period to serve this need. The lease provider will handle all servicing or repair of the leased equipment.

For operation of the railroad, the train to be used is comprised of:

- One (1) 16-inch gauge, ¼ scale gasoline-hydraulic locomotive styled as an 1870's-era steam locomotive, and
- Three (3) covered coaches with single-side loading, wood-slatted bench seating and ADA-complaint provisions.

The single-sided loading feature increases safety for small children and the overhead cover provides welcome shade to riders on a hot afternoon. Each coach is capable of comfortably carrying fourteen adults or twenty-one children. The locomotive was manufactured in June, 2001, two coaches constructed in April, 2003 with the third currently under construction. *Pictures of the equipment can be reviewed in Chapter 2 of the Detail Section of this proposal. The County is invited to personally inspect the equipment at the Knowles residence in Austin.*

All ticket sales will be completed from the locomotive using a Point-of-Sale system that generates tickets on demand and keeps records of all transactions in a replicated database. All cash transactions are kept in a ¼" steel lockbox permanently attached to the locomotive accessible by key. An example of the proposed ticket is shown below.



Timeline

Construction of the Cedar Rock Railroad including track, drainage structures, storage/maintenance facilities, and passenger loading area with footbridge will require approximately 1000 man-hours to complete. Construction should be completed within one hundred twenty (120) days excluding extreme weather or supply delays. To coincide with the seasonal use of the park, it is desired to open on or before the Labor Day weekend of September 2004; therefore, construction is proposed to begin on or before June 1, 2004 with a planned opening day for operations by September 3, 2004.

The unprecedented rise in steel prices over the last three3 months is a significant factor in successful construction and operation of this concession. Prices for steel

rail have recently jumped 156% in response to the unstable steel market and supply is extremely limited. Future prices and availability of steel rail could significantly impact the ideal time to begin construction of this project.

Proposed Variance from Suggested Guidelines

Section 2 "Scope of Work": No objections or deviations are proposed. Please see Chapters 3 and 4 of the Detail Section for complete illustration of the construction and signage specifics proposed for this installation.

☐ **Section 3 "Term of Contractual Agreement":** Due to the significant initial investment required of the Vendor in a park that is less than a year old, recovery of the Vendor's initial investment can require many years. Texas Bells and Whistles proposes a contract term that is most beneficial for the County and the Vendor by creating an initial term that allows the Vendor time to recover their initial investment, and also allows the County greater opportunities to continue operating with a Vendor that has proven successful. We propose an initial term of ten (10) years (through September 30, 2014) with two five (5)-year extension options ending September 30, 2024. For comparison, this proposed contract term is consistent with the terms currently in place for the 16-inch Zilker Zephyr park train in Austin, Texas.

Section 4 "Items and Pricing": No objections or deviations are proposed. Round-trip rides on the Cedar Rock Railroad will be priced at \$2 each for all riders. When and if a permanent train depot facility is constructed or an alternate ticket sales facility is made available, future railroad-related concession items may include but not be limited to engineer caps, whistles, push-toy trains, t-shirts, pencils, and postcards. All items and prices will be reviewed with the Williamson County Parks and Recreation Director prior to posting for sale.

Section 5 "Hours of Operation": No objections or deviations are proposed. Proposed hours of operation (weather permitting) are as follows:

March through October:

- ☐ Saturday and Sunday, 10 a.m. to 7 p.m.
- ☐ Monday through Friday, 3 p.m. to 7 p.m.
- ☐ Plus special events or private parties

November through February:

- ☐ Saturday and Sunday, 10 a.m. to 6 p.m.
- ☐ Plus special events or private parties

Closed on:

- ☐ New Year's Day
- ☐ Thanksgiving Day
- ☐ Christmas Day

Operation of the railroad including inspections, ticket sales, and train operation, can be accomplished by a single individual. Mr. Knowles will perform operation of the railroad during all Saturday and Sunday runs. An additional staff of one (1) person will be required for all weekday runs during the March through October season.

Section 6 "Accounting": No objections or deviations are proposed. Each ticket sold will have a sequential, non-repeating number printed on unique paper to combat counterfeiting and provide accurate accounting of all transactions. All business records are open to County inspection at any time.

Log
Section 7 "Maintenance": No objections or deviations proposed. For compliance with the Texas Department of Insurance directives on operation of a Class B amusement device, the train and all parts of the track are fully inspected prior to each day's operation. Mr. Knowles' experience in the Environment, Safety and Health field lends valuable skill for creating and administering effective inspection and maintenance procedures on major equipment. *Please refer to Chapter 7 of the Detail Section for information on the Operation Policies and Procedures.*

Section 8 "General": No objections or deviations are proposed.

Commercial liability insurance will be provided to comply with the requirements of the Texas Department of Insurance directive for operation of a Class B amusement device requiring \$1 million limits per occurrence against liability for injury to persons arising out of the use of the amusement ride.

The train and loading area are designed to meet current ADA standards by providing a wheelchair lift device and a coach capable of carrying a wheelchair or allowing transfer from a wheelchair onto the bench seating.

Please refer to Chapter 4 of the Detail Section for a representation of the services sign proposed for posting at the ticket sales location(s).



Section 9 "Termination": Due to the significant time requirements for installing the track and other improvements of this operation, it must be understood that the same time requirements also apply to the removal of the improvements should it be necessary. Therefore, a removal period of one hundred twenty (120) days is proposed upon notification of termination.

Section 10 "Equal Opportunity in Employment and Services Provided": No objections or deviations are proposed. Texas Bells and Whistles endeavors to employ individuals who exhibit a strong work ethic, outstanding responsibility and skill, and implicit customer focus.

option to sell approved Reasonable progress

Description of Improvements

TRACK

The Cedar Rock Railroad will be comprised of approximately 6500 linear feet of 16-inch gauge track laid out in a single direction circuit around the Southern portion of the park. The railroad will initially be served by a single trainset of three (3) coaches with future expansion potential up to six (6) coaches per trainset. Travelling at an average speed of 5 miles per hour, the ride should last approximately fifteen minutes per round trip.

The track footprint will occupy approximately five feet in width and require approximately ten total feet of clearance along its route for safety. Most areas of the track's railhead will rest approximately eight inches above the ground level and the two planned intersections with the gravel walking trail will be enhanced with durable concrete grade crossings designed to minimize trip hazards. Both trail crossings will be protected with flashing miniature versions of the standard railroad crossbucks that automatically activate on the approach of the train. The track will also be equipped with two heavily reinforced concrete crossings provided at strategic locations to allow park maintenance and construction machinery to safely cross the track without causing damage. The existing natural flow of surface water will be maintained via the installation of drainage structures consistent in design with others in the park to allow free flow of surface water under the track.

STORAGE/MAINTENANCE

The train will be stored and maintained in an area built along the track on the South corner of the park which also doubles as a tunnel to provide interest and excitement during the ride. All supporting equipment and supplies will be stored in a separate lockable storage facility adjacent to the tunnel and maintenance area. The maintenance area is designed with a covered, impermeable pit to contain all maintenance materials and protect the environment from runoff.

- ✓ Three 10x10x40 lockable shipping containers will be used as the storage/maintenance structure and will be covered with landfill and greenery to create a gently sloping, eleven-foot tall mound fully concealing the containers as a natural tunnel. As required, all immediate drop-offs will be guarded with fencing to protect park visitors and employees. The area will be appropriately signed to warn unauthorized personnel against entering the area. The maintenance area is fully shielded from view from CR175 and the entire facility will simply appear as a small hill in the corner of the park.

PASSENGER LOADING/UNLOADING

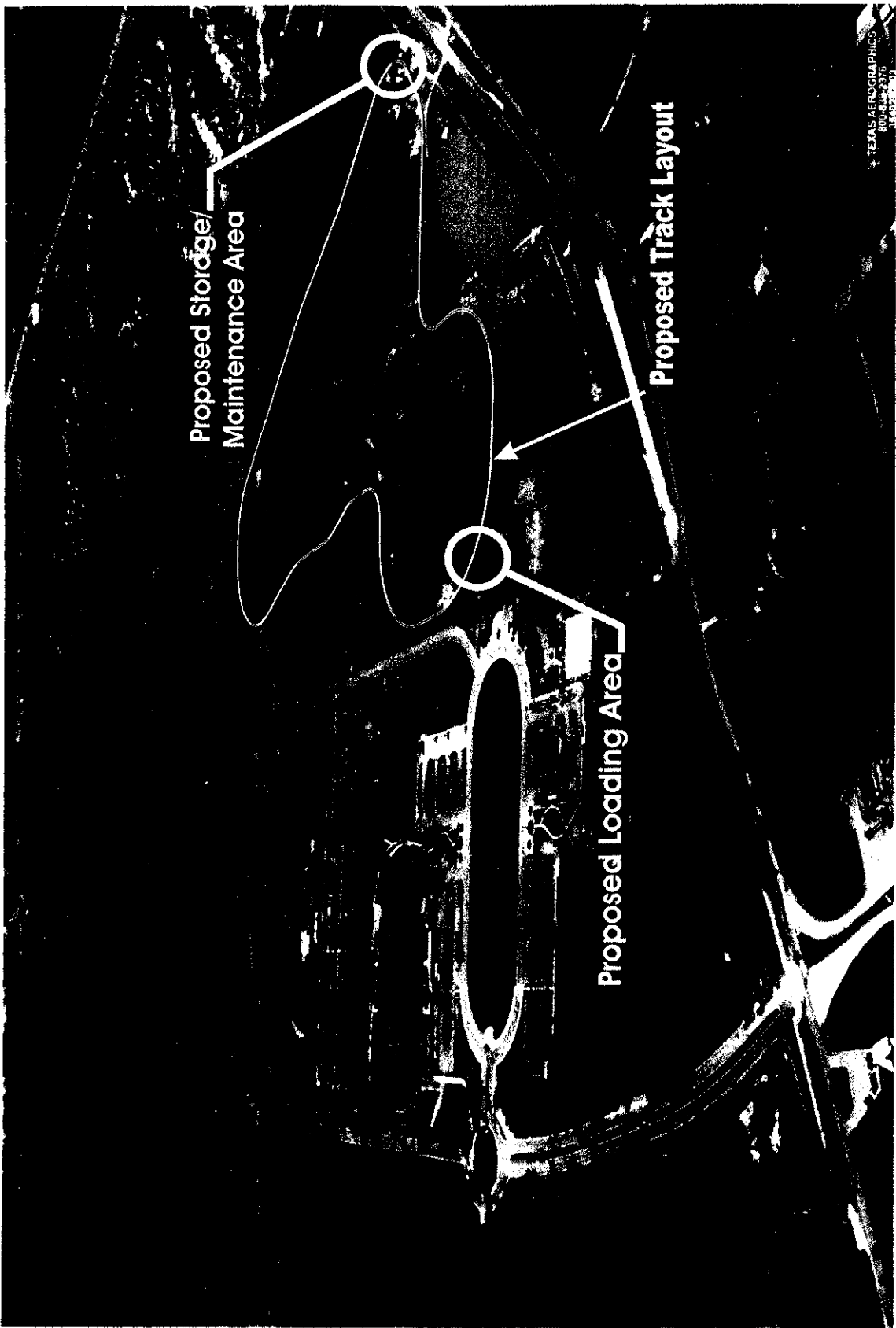
Until a permanent train depot is constructed, the initial passenger loading area will be located at the point closest to the concession/restroom facilities and Tennis Pro Shop. Pedestrian access to this area will be provided via a permanent footbridge over the drainage ditch which leads to a wood-fenced area appointed with park benches and market umbrellas for riders to comfortably wait

before boarding. All surfaces of the loading area and the pathway leading up to it will be compliant with current ADA requirements. At one end of the loading area, a wheelchair lift is provided for individuals requiring assistance entering the train from a wheelchair.

AERIAL and CONCEPT PLAN

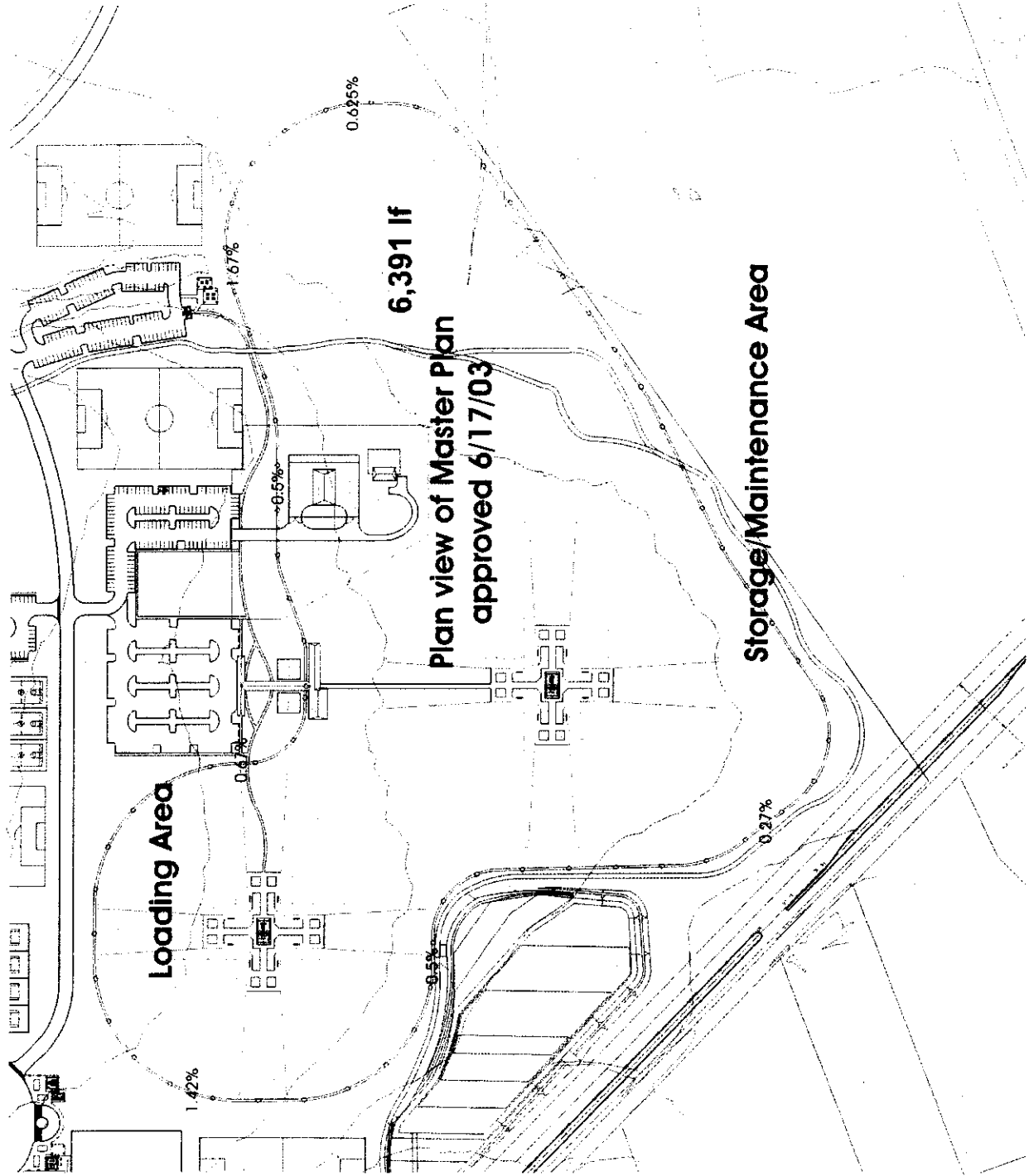
On the following page is an aerial view of the Williamson County Regional Park with the proposed track layout superimposed to show its relationship to the surrounding features currently in place. Following the aerial picture is the WCRP Master Plan as approved by the Commissioners Court on June 17, 2003 showing the proposed location of the train layout along with future playing fields and structures proposed for the area.

For complete detail on the proposed improvements of this installation, please see Chapter 3 of the Detail Section of this proposal.



Aerial View with Track Plan

Proposal Summary



Breakeven Analysis for First Year of Operation

Variables	<div>↓</div>
Ticket Price	\$2.00
# of operating hours per year	1610
# of hours requiring labor	875
Total Passenger Capacity	42
Runs per hour	2
Hourly labor rate	\$10.00
Fuel price per gallon	\$1.60
Base % paid to WilCo	5%
Supplement % paid to WilCo	10%
Monthly Insurance	\$1,000
Tax Rate	6.25%
Investment	\$179,000
Interest Rate (annual)	6.25%
Capital Term (months)	84
Monthly Cost of Capital	\$2,636.44
Monthly Advertising Income	\$1,500

Annual Expenses	
Labor	\$8,750.00
Fuel	\$2,576.00
Insurance	\$12,000.00
Capital	\$31,637.25
Subtotal	\$54,963.25

% Capacity	Passengers			Dollars		Net Fee Rate	Annual Net	Plus Advertising
	per Hour	per Month	per Year	Annual Gross After Taxes	Annual Fee to WilCo*			
0%	0.0	0	0	\$0.00	\$ -	0.0%	(\$54,963.25)	(\$36,963.25)
5%	4.2	584	6,762	\$12,678.75	\$ 633.94	5.0%	(\$42,918.43)	(\$24,918.43)
10%	8.4	1127	13,524	\$25,357.50	\$ 1,267.88	5.0%	(\$30,873.62)	(\$12,873.62)
15%	12.6	1691	20,286	\$38,036.25	\$ 1,901.81	5.0%	(\$18,828.81)	(\$828.81)
20%	16.8	2254	27,048	\$50,715.00	\$ 2,535.75	5.0%	(\$6,784.00)	\$11,216.00
25%	21.0	2818	33,810	\$63,393.75	\$ 3,695.77	5.8%	\$4,734.73	\$22,734.73
30%	25.2	3381	40,572	\$76,072.50	\$ 5,534.19	7.3%	\$15,575.07	\$33,575.07
35%	29.4	3945	47,334	\$88,751.25	\$ 7,372.61	8.3%	\$26,415.40	\$44,415.40
40%	33.6	4508	54,096	\$101,430.00	\$ 9,211.03	9.1%	\$37,255.73	\$55,255.73
45%	37.8	5072	60,858	\$114,108.75	\$ 11,049.44	9.7%	\$48,096.06	\$66,096.06
50%	42.0	5635	67,620	\$126,787.50	\$ 12,887.86	10.2%	\$58,936.39	\$76,936.39
55%	46.2	6199	74,382	\$139,466.25	\$ 14,726.28	10.6%	\$69,776.72	\$87,776.72
60%	50.4	6762	81,144	\$152,145.00	\$ 16,564.70	10.9%	\$80,617.05	\$98,617.05
65%	54.6	7326	87,906	\$164,823.75	\$ 18,403.12	11.2%	\$91,457.38	\$109,457.38
70%	58.8	7889	94,668	\$177,502.50	\$ 20,241.54	11.4%	\$102,297.72	\$120,297.72
75%	63.0	8453	101,430	\$190,181.25	\$ 22,079.96	11.6%	\$113,138.05	\$131,138.05
80%	67.2	9016	108,192	\$202,860.00	\$ 23,918.38	11.8%	\$123,978.38	\$141,978.38
85%	71.4	9580	114,954	\$215,538.75	\$ 25,756.79	11.9%	\$134,818.71	\$152,818.71
90%	75.6	10143	121,716	\$228,217.50	\$ 27,595.21	12.1%	\$145,659.04	\$163,659.04
95%	79.8	10707	128,478	\$240,896.25	\$ 29,433.63	12.2%	\$156,499.37	\$174,499.37
100%	84.0	11270	135,240	\$253,575.00	\$ 31,187.53	12.3%	\$167,339.70	\$185,339.70

* Fee Calculation = (Base % Rate X Gross After Taxes) +(Supplemental % Rate X Net Profit)

Breakeven passengers per Year	Hour	30,857	19	% Capacity	22.8%
Projected passengers per Year	Hour	65,000	40	% Capacity	48.1%

Month by Month Income Projection															
for		65000		passengers per year			5%				10%		Total Fee to		
Month	Operating Hours	Labor Hours	Gross Sales	Taxes	Base Fee	Expenses	Net Profit	Supplemental Fee	WilCo	Income					
Sep-04	72	0	\$ 5,813.66	(\$363.35)	(\$308.85)	(\$3,751.64)	\$ 1,389.82	(\$138.98)	\$ (447.83)	\$ 1,250.84					
Oct-04	92	0	\$ 7,428.57	(\$464.29)	(\$394.64)	(\$3,783.64)	\$ 2,786.01	(\$278.60)	\$ (673.24)	\$ 2,507.41					
Nov-04	64	0	\$ 5,167.70	(\$322.98)	(\$274.53)	(\$3,738.84)	\$ 831.35	(\$83.13)	\$ (357.67)	\$ 748.21					
Dec-04	56	0	\$ 4,521.74	(\$282.61)	(\$240.22)	(\$3,726.04)	\$ 272.88	(\$27.29)	\$ (267.50)	\$ 245.59					
Jan-05	80	0	\$ 6,459.63	(\$403.73)	(\$343.17)	(\$3,764.44)	\$ 1,948.30	(\$194.83)	\$ (538.00)	\$ 1,753.47					
Feb-05	64	0	\$ 5,167.70	(\$322.98)	(\$274.53)	(\$3,738.84)	\$ 831.35	(\$83.13)	\$ (357.67)	\$ 748.21					
Mar-05	164	92	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,818.84)	\$ 6,892.27	(\$689.23)	\$ (1,392.72)	\$ 6,203.04					
Apr-05	164	84	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,738.84)	\$ 6,972.27	(\$697.23)	\$ (1,400.72)	\$ 6,275.04					
May-05	165	88	\$ 13,322.98	(\$832.69)	(\$707.78)	(\$4,780.44)	\$ 7,002.07	(\$700.21)	\$ (1,407.99)	\$ 6,301.87					
Jun-05	160	88	\$ 12,919.25	(\$807.45)	(\$686.34)	(\$4,772.44)	\$ 6,653.03	(\$665.30)	\$ (1,351.64)	\$ 5,987.73					
Jul-05	174	84	\$ 14,049.69	(\$878.11)	(\$746.39)	(\$4,754.84)	\$ 7,670.36	(\$767.04)	\$ (1,513.43)	\$ 6,903.32					
Aug-05	164	92	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,818.84)	\$ 6,892.27	(\$689.23)	\$ (1,392.72)	\$ 6,203.04					
Sep-05	160	88	\$ 12,919.25	(\$807.45)	(\$686.34)	(\$4,772.44)	\$ 6,653.03	(\$665.30)	\$ (1,351.64)	\$ 5,987.73					
Oct-05	174	84	\$ 14,049.69	(\$878.11)	(\$746.39)	(\$4,754.84)	\$ 7,670.36	(\$767.04)	\$ (1,513.43)	\$ 6,903.32					
Nov-05	64	0	\$ 5,167.70	(\$322.98)	(\$274.53)	(\$3,738.84)	\$ 831.35	(\$83.13)	\$ (357.67)	\$ 748.21					
Dec-05	72	0	\$ 5,813.66	(\$363.35)	(\$308.85)	(\$3,751.64)	\$ 1,389.82	(\$138.98)	\$ (447.83)	\$ 1,250.84					
Jan-06	80	0	\$ 6,459.63	(\$403.73)	(\$343.17)	(\$3,764.44)	\$ 1,948.30	(\$194.83)	\$ (538.00)	\$ 1,753.47					
Feb-06	64	0	\$ 5,167.70	(\$322.98)	(\$274.53)	(\$3,738.84)	\$ 831.35	(\$83.13)	\$ (357.67)	\$ 748.21					
Mar-06	164	92	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,818.84)	\$ 6,892.27	(\$689.23)	\$ (1,392.72)	\$ 6,203.04					
Apr-06	164	84	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,738.84)	\$ 6,972.27	(\$697.23)	\$ (1,400.72)	\$ 6,275.04					
May-06	165	88	\$ 13,322.98	(\$878.11)	(\$710.05)	(\$4,780.44)	\$ 6,954.38	(\$695.44)	\$ (1,405.49)	\$ 6,258.95					
Jun-06	160	88	\$ 12,919.25	(\$807.45)	(\$686.34)	(\$4,772.44)	\$ 6,653.03	(\$665.30)	\$ (1,351.64)	\$ 5,987.73					
Jul-06	174	84	\$ 14,049.69	(\$878.11)	(\$746.39)	(\$4,754.84)	\$ 7,670.36	(\$767.04)	\$ (1,513.43)	\$ 6,903.32					
Aug-06	164	92	\$ 13,242.24	(\$827.64)	(\$703.49)	(\$4,818.84)	\$ 6,892.27	(\$689.23)	\$ (1,392.72)	\$ 6,203.04					

Breakeven Analysis After Cost Recovery

Variables	Annual Expenses
Ticket Price	\$2.00
# of operating hours per year	1610
# of hours requiring labor	875
Total Passenger Capacity	84
Runs per hour	2
Hourly labor rate	\$10.00
Fuel price per gallon	\$1.60
Base % paid to WilCo	5%
Supplement % paid to WilCo	10%
Monthly Insurance	\$1,000
Tax Rate	6.25%
Investment	\$0
Interest Rate (annual)	6.25%
Capital Term (months)	84
Monthly Cost of Capital	\$0.00
Monthly Advertising Income	\$1,500

% Capacity	per Hour	per Month	per Year	Annual Gross After Taxes	Annual Fee to WilCo*	Net Fee Rate	Annual Net	Plus Advertising
0%	0.0	0	0	\$0.00	\$ -	0.0%	(\$23,326.00)	(\$5,326.00)
5%	8.4	1127	13,524	\$25,357.50	\$ 1,344.24	6.3%	\$687.26	\$18,687.26
10%	16.8	2254	27,048	\$50,715.00	\$ 5,021.08	9.9%	\$22,367.93	\$40,367.93
15%	25.2	3381	40,572	\$76,072.50	\$ 8,697.91	11.4%	\$44,048.59	\$62,048.59
20%	33.6	4508	54,096	\$101,430.00	\$ 12,374.75	12.2%	\$65,729.25	\$83,729.25
25%	42.0	5635	67,620	\$126,787.50	\$ 16,051.59	12.7%	\$87,409.91	\$105,409.91
30%	50.4	6762	81,144	\$152,145.00	\$ 19,728.43	13.0%	\$109,090.58	\$127,090.58
35%	58.8	7889	94,668	\$177,502.50	\$ 23,405.26	13.2%	\$130,771.24	\$148,771.24
40%	67.2	9016	108,192	\$202,860.00	\$ 27,082.10	13.4%	\$152,451.90	\$170,451.90
45%	75.6	10143	121,716	\$228,217.50	\$ 30,758.94	13.5%	\$174,132.56	\$192,132.56
50%	84.0	11270	135,240	\$253,575.00	\$ 34,435.78	13.6%	\$195,813.23	\$213,813.23
55%	92.4	12397	148,764	\$278,932.50	\$ 38,112.61	13.7%	\$217,493.89	\$235,493.89
60%	100.8	13524	162,288	\$304,290.00	\$ 41,789.45	13.7%	\$239,174.55	\$257,174.55
65%	109.2	14651	175,812	\$329,647.50	\$ 45,466.29	13.8%	\$260,855.21	\$278,855.21
70%	117.6	15778	189,336	\$355,005.00	\$ 49,143.13	13.8%	\$282,535.88	\$300,535.88
75%	126.0	16905	202,860	\$380,362.50	\$ 52,819.96	13.9%	\$304,216.54	\$322,216.54
80%	134.4	18032	216,384	\$405,720.00	\$ 56,496.80	13.9%	\$325,897.20	\$343,897.20
85%	142.8	19159	229,908	\$431,077.50	\$ 60,173.64	14.0%	\$347,577.86	\$365,577.86
90%	151.2	20286	243,432	\$456,435.00	\$ 63,850.48	14.0%	\$369,258.53	\$387,258.53
95%	159.6	21413	256,956	\$481,792.50	\$ 67,527.31	14.0%	\$390,939.19	\$408,939.19
100%	168.0	22540	270,480	\$507,150.00	\$ 71,035.10	14.0%	\$412,619.85	\$ 430,619.85

* Fee Calculation = (Base % Rate X Gross After Taxes) + (Supplemental % Rate X Net Profit)

Breakeven passengers per Year	13,095	Hour	8	% Capacity	4.8%
Projected passengers per Year	65,000	Hour	40	% Capacity	24.0%

RFP EVALUATION MATRIX					
Evaluator: Jim Rodgers Stacie Talbert City of Austin			Date: May 2004		
Miniature Train Operation Regional Park					
Firm Name	(0-50)	(0-30)	(0-20)	(0-20)	(0-120)
	a) System Concept and Solutions Proposed operation,Business Plan, Services,Operation Policies, Staffing	b) Demonstrated Applicable Experience Mini Train Experience, Related Services,Criminal Bckground Check, Experience owner/employees	c) Organizational and Management Practices Org Chart,	Optional Interview	Total
Texas Bells and Whistles	45	25	20	n/a	90
			8	3	



Williamson County

Parks and Recreation Department

Memorandum

TO: John Doerfler, Judge
Commissioners
Williamson County

FROM: Jim Rodgers
Parks and Recreation

DATE: May 14, 2004

RE: Award of Bid for Berry Springs Park

Requests for Bids for design for Construction of Berry Springs Park and Preserve (04WC212) were advertised and proposals were received on April 21, 2004 by the purchasing department. This bid will be for the initial construction of the park located on County Road 152 north of Georgetown. Planning for this park was initiated in 2001 after purchase of the property. A bid tabulation sheet is attached. I have reviewed the bids with Hall-Bargainer the Landscape Architects for the project, Commissioner David Hays, and Ginny Atkinson and Bob Space of the Auditing Department.

I am recommending the award of the base bid and Add Alternate D (Add integral color) to the lowest bidder meeting specifications – Keystone Construction, Inc. in the combined amount of \$ 1,740,000. Keystone built the first portion of the regional trail which we have been pleased overall. The few problems incurred were corrected to our satisfaction. The project is being funded by 2001 Parks bonds, and a grant from Texas Parks and Wildlife.

approved 5-25-04
John C. Doerfler

AGENDA ITEM 39

Consider awarding bids received for Berry Springs Park and Preserve to the lowest bidder meeting specifications - Keystone Construction, Inc.

Jim Rodgers addressed the Court. He also expressed special appreciation to Tommy Coleman and Ginny Atkinson in the Purchasing Department of the Auditor's Office for their help in this project.

Moved: **Commissioner Hays**

Seconded: **Commissioner Birkman**

Motion: To award bids received for Berry Springs Park and Preserve to the lowest bidder meeting specifications - Keystone Construction, Inc.

Vote: **5 – 0**

< Attachment >