

AGENDA



Thursday, June 7, 2007

**Purchasing Office
RECOMMENDATION FOR COUNCIL ACTION****Item No. 52**

Subject: Approve negotiation, award, and execution of a 60-month revenue generating contract with PLAYER'S CONCESSIONS, 300 W. Martin Luther King Jr., Blvd., Austin, Texas 78701 for food and beverage concessions at Morris Williams Golf Course with estimated revenue of \$150,000, with two 24-month extension options with estimated revenue of \$60,000 per extension option, for a total estimated revenue of \$270,000; and at Jimmy Clay/Kizer Golf Course with estimated revenue of \$600,000, with two 24-month extension options with estimated revenue of \$240,000 per extension option, for a total estimated revenue of \$1,080,000 and a combined total estimated revenue for both courses of \$1,350,000.

Amount and Source of Funding: Revenues will be included in Operating Budget of the Parks and Recreation Department.

Fiscal Note: There is no unanticipated fiscal impact. A fiscal note is not required.

For More Information: Cruz Banda, Buyer II/974-2133

Purchasing Language: Sole proposal received.

MBE/WBE: This contract will be awarded in compliance with Chapter 2-9C 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 is for the management and operation of the food and beverage concession that provides short-order food and beverages to the golfing patrons and visitors of Morris Williams and Jimmy Clay/Roy Kizer Golf Courses. The Concessionaire will furnish and operate a food area at each golf course including staffing, management, equipment, janitorial services, and other necessary functions consistent with an operation of this type for a golf course operation.

Player's Concessions' hours of operation are from sunrise to sunset, seven days a week. The concession will serve a short order menu consisting of breakfast items, sandwiches, burgers, drinks and snacks. An eating area available for customers will also be maintained by the Concessionaire. In addition, a beverage cart will be used to provide drinks for golfers on the course Friday through Sunday, including golf tournaments. The Concessionaire will provide janitorial services for the designated area of the concession.

MBE/WBE solicited: 8/6

MBE/WBE proposed: 0/0

PRICE ANALYSIS

a. Sole proposal. Other potential proposers were contacted and stated that they did not currently provide full concessionaire services as needed.

b. Eleven notices were sent, including eight MBEs and six WBEs. No proposals were received from the MBE/WBEs.

c. The current concessionaire is Player's Concessions. Player's Concession has provided quality services for the golfing public at Morris Williams and Jimmy Clay/Kizer golf courses for the previous 5-year period.

APPROVAL JUSTIFICATION

- a. The sole proposer met the requirements of the solicitation.
- b. The Purchasing Office concurs with the Parks and Recreation Department's recommended award.
- c. Advertised in the Austin American-Statesman and the Internet.