

## A G E N D A



## Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	62698	Agenda Number	33.
Meeting Date:	October 6, 2016			
Department:	Purchasing			
Subject				
Authorize negotiation and execution of a 120-month contract with RYAN SANDERS SPORTS SERVICES, LLC, or one of the other qualified offerors to Request For Proposals SMB0104, to provide food and beverage concessions at Clay/Kizer Golf Complex, for an estimated revenue amount of \$1,265,000, with two 60-month extension options for an estimated revenue amount of \$840,000 per extension option, for a total estimated revenue amount of \$2,945,000.				
Amount and Source of Funding				
This is a revenue contract.				
Fiscal Note				
A fiscal note is not required.				
Purchasing Language:	The Purchasing Office issued a Request for Proposals (RFP) SMB0104 for these services on April 11, 2016, and it closed on May 24, 2016 with three offers received. The recommended offer is the best evaluated offer submitted by a responsible offeror. Additional information on the solicitation is included below the line.			
Prior Council Action:				
For More Information:	Sandy Brandt, Senior Buyer Specialist, 512-974-1783			
Boards and Commission Action:	September 27, 2016 – Approved by the Parks and Recreation Board on a 10-0 vote with Board Member Donovan absent.			
Related Items:				
MBE / WBE:	This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods and services required for this solicitation, there were an insufficient			

number of certified M/WBEs; therefore, no subcontracting goals were established.

#### Additional Backup Information

The contract is to provide food and beverage concessions at the Jimmy Clay/Roy Kizer Municipal Golf Complex (Clay/Kizer Golf Complex). The City's vision for the concession is to provide a local hang-out where golfers, non-golfers, neighbors, and visitors can relax in a comfortable, friendly setting to enjoy quality food and beverages at reasonable prices.

The concessionaire will have the exclusive right to sell food and beverages at the Clay/Kizer Golf Complex. The concessionaire will offer food and beverages at the clubhouse concession, a minimum of one mobile concession cart for golf patrons on the courses, and a catering menu for special events. The concessionaire will also make improvements to both the indoor and outdoor concession areas.

The Clay/Kizer Golf Complex is located at 5400 Jimmy Clay Drive and combines Jimmy Clay Golf Course, a traditional course with tree-lined fairways and elevated open greens, with Roy Kizer Golf Course, a links-style layout spread over 200 acres. The Clay/Kizer Golf Complex is a picturesque setting that includes 35 acres of lakes, 22 acres of wetlands, and offers residency to migratory waterfowl. It is suitable for golfers of all skill levels and is considered one of the finest 36-hole public complexes in the state.

An evaluation team with expertise in this area evaluated the offers and scored Ryan Sanders Sports Services, LLC as the best to provide these services based on experience and qualifications, vision and concept, operating plan, financial plan, and local business presence.

This request allows for the development of a contract with a qualified offeror that Council selects. If the City is unsuccessful in negotiating a satisfactory contract with the selected offeror, negotiations will cease with that provider. Staff will return to Council so Council may select another qualified offeror and authorize contract negotiations with this provider.

The current contract expires on October 8, 2016. If there is a temporary gap in concessionaires, the City will offer limited snacks and beverages at the Clay/Kizer Complex. If the City is unable to enter into a contract, food and beverage concessions will either be limited or will not be offered.

A complete solicitation package, including a response list, is on file in the City's Purchasing Office and is available on the City's Financial Services Austin Finance Online website. Link: [Solicitation Documents](#)

RYAN SANDERS SPORTS SERVICES, LLC				
	# months	Revenue Amount	Contract Amendment	Revised Amount
Original Term	120	\$ 1,265,000	n/a	n/a
Extension Option 1	60	\$ 840,000	n/a	n/a
Extension Option 2	60	\$ 840,000	n/a	n/a
<b>TOTAL</b>	<b>240</b>	<b>\$ 2,945,000</b>	<b>\$ -</b>	<b>\$ -</b>