



AGENDA MEMORANDUM

Future Item for the City Council Meeting of February 12, 2019
Action Item for the City Council Meeting February 19, 2019

DATE: February 19, 2019

TO: Keith Selman, Interim City Manager

FROM: Becky Perrin, Interim Director, Parks and Recreation Department
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Al Kruse Tennis Center Management Services for Parks and Recreation

CAPTION:

Motion authorizing a five-year service agreement for Al Kruse Tennis Center Management and Program Services with Love Tennis & Education of Corpus Christi, Texas for a management fee of \$1,900 per month for a not to exceed five-year total amount of \$114,000, plus the Contractor keeps 100% of all revenue earned in return for the management and operation of the tennis center.

PURPOSE:

This item is to approve a five-year service agreement with Love Tennis & Education to manage and operate the Al Kruse Tennis Center for Parks and Recreation Department.

BACKGROUND AND FINDINGS:

The Al Kruse Tennis Center, located at 502 King Street in Corpus Christi, Texas 78401, is currently under a temporary agreement with Sweet Spot Tennis, LLC to continue operation of the tennis center until February 28, 2019.

In 2017, Staff brought a recommendation forward to Council to award tennis center contracts to TOPS Tennis. Council voted down these contracts and directed Staff to re-procure the contracts with changes in approach to make the centers operate more like the golf complex and attempt to create a more self-sustaining operation. Council also asked that only proposals from local firms be considered. Staff researched other Cities' contracts and met with local tennis professionals to revamp the contract to shift more of

the responsibility to the Contractor while providing an avenue to achieve more revenue to move towards a more self-sustaining operation.

The Purchasing Division conducted a competitive Request for Proposal process to obtain proposals from qualified firms to provide Al Kruse Tennis Center Management Services and three proposals were received on November 28, 2018. All three proposals were deemed responsive and complete and met the minimum qualifications under the pass/fail system as evaluated by a five-member evaluation committee. The three proposers moved on to the interview process and a final overall score was developed for each firm based on the published criteria.

Based on the final scores and ranking, Cliff Drysdale Management was recommended for award by Staff. However, on January 11, 2019, the firm decided to withdraw their proposal and forego recommendation for award. The second highest ranking firm, Tennis Success, Inc., was overbudget; therefore, the next step was to proceed to the "Best and Final Offer" (BAFO) phase of the evaluation process and invite the firm to submit their BAFO. After careful re-evaluation following receipt of Tennis Success, Inc.'s BAFO, it was determined that Love Tennis & Education ranked the highest within budget for the Al Kruse Tennis Center. Staff recommends award to Love Tennis & Education.

This new contract has allowed for monthly cost to the City to bring us closer to a self-sustaining status. In addition, tennis user fees were set in the contract to minimize concerns by the public of cost to use the facilities. These fees can only be changed with City approval. Staff has moved toward fulfilling Council recommendations.

ALTERNATIVES:

No viable alternative exists

OTHER CONSIDERATIONS:

Not applicable

CONFORMITY TO CITY POLICY:

This purchase conforms to the City's purchasing policies and procedures and State statutes regulating procurement.

EMERGENCY / NON-EMERGENCY:

Non-Emergency

DEPARTMENTAL CLEARANCES:

Parks and Recreation Department

FINANCIAL IMPACT:

Operating Revenue Capital Not applicable

Fiscal Year: 2018-2019	Current Year	Future Years	TOTALS
Line Item Budget	\$37,992	\$100,700	\$138,692
Encumbered / Expended Amount	\$6,332	\$0.00	\$6,332
This item	\$13,300	\$100,700	\$114,000
BALANCE	\$18,360	\$0.00	\$18,360

Fund: General Fund

Comments:

RECOMMENDATION:

Staff recommends the approval of the motion as presented.

LIST OF SUPPORTING DOCUMENTS:

Service Agreement
Evaluation Matrix