

**ADDENDUM NO. 2**

Date: March 9, 2018

Bid Date: March 14, 2018
at 3:00 P.M. (Local Time)

Bid Name City of Gainesville Professional Tennis Contractor

Bid No.: RECX-180044-DM

NOTE: This Addendum has been issued only to the holders of record of the specifications and to the attendees of the non-mandatory pre-bid conference held on March 1, 2018.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. Question submittal period has pasted no more questions will be answered:
2. Please find attached:
 - a) Copy of the blackout period information (Financial Procedures Manual Section 41-423 Prohibition of lobbying in procurement matters)) distributed during mandatory pre-bid meeting.
 - b) Attachments A- E

The following are answers/clarifications to questions received after addendum #1 was issued:

3. Question: 2017 and 2016 revenues and expenses generated at Westside Park tennis facility.
Answer: The 2016 and 2017 Financial Reports from the current contractor are attached.
4. Question: Categories of expenses Contractor will be responsible for, if any, at the tennis facilities other than Westside Park. The Contractor will be responsible for any expenses related to programs they offer (if any) at tennis facilities other than Westside Park.
Answer: The Contractor will also be responsible for any minor maintenance above and beyond the level of service currently provided by the City at these facilities, if the Contractor chooses to maintain a higher maintenance standard
5. Question: Number of annual passes in 2016 and 2017.
Answer: The City does not require this information from the current Contractor.
6. Question: Current rate for an annual pass, court rental, group lesson, clinic, private lessons, league and summer camp.
Answer: Please see attachment E for list of fees.
7. Question: Copy of prior facility contractor's 2017 quarterly trial balances.

- Answer: The City does not collect this information from the current Contractor.
8. Question: Copy of prior facility contractor's 2017 monthly participation report.
- Answer: Participation numbers are included in the Financial Reports, which are attached (See attachments A,B,C, and D).
9. Question: Definition of "Minor maintenance" as a dollar amount.
- Answer: No dollar amounts currently assigned.
10. Question: Difference, if any, between the terms "Consultant", "Contractor" and "submitter firm".
- Answer: None
11. Question: Total fees paid to the City in 2017 by the facility contractor.
- Answer: 2016: \$20,000. 2017: \$10,741.66 (Tennis pro's contract expired in 2017, agreed to stay on a month-to-month basis at reduced fees to City until new contract was put in place)
12. Question: Is any item at the Westside Park tennis facility in need of repair or replacement?
- Answer: Currently working on a total re-lamp project for the tennis court lights. Nets, windscreens and roll-dries replaced as needed.
13. Question: Last date courts were resurfaced and next date courts budgeted for resurfacing.
- Answer: In 2014, Coffrin and McPherson tennis courts were resurfaced. Courts are resurfaced on a 5-7 year schedule based on available funding. No current plans to resurface any courts in FY2018 or FY2019 budgets.
14. Question: Is the timing, format and content of financial reporting to the City negotiable?
- Answer: NO.
15. Question: List of any organized tennis programming in 2017 at the 1, 2 and 4 court facilities.
- Answer: Local middle and high schools use city courts free of charge for their school tennis teams. GACTA/Aces in Motion uses McPherson tennis courts for after-school programming. Gainesville Sports Commission uses Northside Tennis Courts in late September each year for pickleball tournament.
16. Question: What is the square footage of the tennis pro shop?.
- Answer: 1000 sf total: Pro shop 26.5x20.5; Office 17.5x14; Bathrooms 9x8.5; Storage 13.5x10.5.
17. Question: Will contractor have access in the summer to a meeting room for children during inclement weather?
- Answer: No formalized agreements with City currently in place for access to indoor facility. Current contractor in the past has negotiated use of a school portable building during the summer for use during inclement weather.

18. Question: Do all of the tennis facilities (6) have restrooms facilities?

Answer: Five of the six facilities have restrooms. Currently, NE 31st Avenue Park does not have restroom facilities. In addition, the two tennis courts at NE 31st Avenue Park are currently not useable in their current condition; however, should funding be made available in the future to resurface, those courts would fall under management control of the Tennis Contractor.

19. Question: Do all of the tennis facilities (6) have court lighting?

Answer: Five of the six facilities have lighting. Currently, NE 31st Avenue Park does not have tennis lighting.

20. Question: What maintenance responsibilities will the City have to the 1, 2 and 4 courts sites?

Answer: Same responsibilities as with Westside Park

21. Question: What maintenance responsibilities will the Contractor have, if any, to the 1, 2 and 4 courts sites?

Answer: Same responsibilities as with Westside Park

22. Question: Is the City Open to allowing the Contractor making capital improvements by by converting the concrete pad of the hitting wall or the racquet call court to youth '36 courts?

Answer: The City is open to receiving proposals for improvements to Westside Park; however, there is no guarantee that those proposals would be accepted or approved.

23. Question: What is the City's expectation, if any, regarding the role of GACTA and Aces in Motion at its current McPherson site?

Answer: The City's expectation is that it would continue to honor its existing agreement with GACTA/Aces in Motion for use of the McPherson tennis courts for their after-school tennis program.

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 2 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 2 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: _____

BY: _____

DATE: _____

CITY OF _____ FINANCIAL SERVICES
GAINESVILLE PROCEDURES MANUAL

41-423 Prohibition of lobbying in procurement matters

Except as expressly set forth in Resolution 060732, Section 10, during the black out period as defined herein no person may lobby, on behalf of a competing party in a particular procurement process, City Officials or employees except the purchasing division, the purchasing designated staff contact. Violation of this provision shall result in disqualification of the party on whose behalf the lobbying occurred.

Black out period means the period between the issue date which allows for immediate submittals to the City of Gainesville Purchasing Department for an invitation for bid or the request for proposal, or qualifications, or information, or the invitation to negotiate, as applicable, and the time the City Officials and Employee awards the contract.

Lobbying means when any natural person for compensation, seeks to influence the governmental decision making, to encourage the passage, defeat, or modification of any proposal, recommendation or decision by City Officials and Employees, except as authorized by procurement documents.

2016 Tennis Revenue Report
January -March 2016

FyI
Jeff

<u>Income</u>	January	February	March	Totals
Drinks & Snacks	\$ 28.00	\$ 34.00	\$ 41.00	\$ 103.00
Lessons	\$ 14,123.00	\$ 14,950.00	\$ 15,025.00	\$ 44,098.00
Court Fees	\$ 465.00	\$ 565.00	\$ 636.00	\$ 1,666.00
Tournaments		\$ 880.00		\$ 880.00
Ball Machine Rentals	\$ 34.00	\$ 36.00	\$ 48.00	\$ 118.00
Racket Stringing	\$ 195.00	\$ 220.00	\$ 165.00	\$ 580.00
Ball Sales	\$ 32.50	\$ 66.00	\$ 30.00	\$ 128.50
Accessories	\$ 78.00	\$ 87.00	\$ 44.00	\$ 209.00
				\$ -
Gross Income	\$ 14,955.50	\$ 16,838.00	\$ 15,989.00	\$ 47,782.50
Participants-Walk-on players	232.5	282.5	\$ 318.00	833.00

Expenses

Phone office	\$ 132.93	\$ 133.42	\$ 133.30	\$ 399.65
Equipment & Supplies	\$ 524.00	\$ 565.00	\$ 616.00	\$ 1,705.00
Payroll-Court Monitors	\$ 1,011.39	\$ 1,590.94	\$ 1,413.07	\$ 4,015.40
Assistant Pros	\$ 6,777.50	\$ 9,390.00	\$ 9,464.10	\$ 25,631.60
Rent to City	\$ 1,666.66	\$ 1,666.66	\$ 1,666.66	\$ 4,999.98
Refunds			\$ 235.00	
Sales Tax-July - Dec. 2015	\$ 388.38			\$ 388.38
Insurance-Disability	\$ 45.25	\$ 45.25	\$ 45.65	\$ 136.15
Workers Comp. Insurance	\$ 145.80	\$ 168.70		
Tax 941- 4th Qtr. 2015	\$ 541.31			\$ 541.31
Tax 940				
UT-4th Qtr.-2015	\$ 36.09			\$ 36.09
Travel				
Misc. Program Fees(awards)		\$ 120.00	\$ 239.91	\$ 359.91
Advertising				\$ -
Total	\$ 11,289.65	\$ 13,717.97	\$ 13,837.02	\$ 38,844.64

Net Profit \$ 3,665.85 \$ 3,120.03 \$ 2,151.98 \$ 8,937.86

MIKE ORANSKY 2863 SW 92ND TER GAINESVILLE, FL 32608		63-215/631	3210
PAY TO THE ORDER OF <u>City of Gainesville</u>		DATE <u>4/20/16</u>	\$ <u>1666 ⁶⁶/₁₀₀</u>
one-thousand-six-hundred-sixty-six and ⁶⁶ / ₁₀₀		DOLLARS	
TENNIS ACCOUNT			
SUNTRUST MEMO <u>Tennis Rent March</u>	ACH RT 061000104 <u>Mike Oransky</u>		
⑆063102152⑆0053007302408⑆ 3210			

2016 Tennis Revenue Report
April- June 2016

<u>Income</u>	April	May	June	2nd Qtr.Total
Drinks & Snacks	\$ 88.00	\$ 76.00	\$ 97.00	\$ 261.00
Lessons	\$ 15,644.00	\$ 14,999.00	\$ 15,776.00	\$ 46,419.00
Court Fees	\$ 689.00	\$ 669.00	\$ 687.00	\$ 2,045.00
Tournaments	\$ 1,280.00			\$ 1,280.00
Ball Machine Rentals	\$ 36.00		\$ 24.00	\$ 60.00
Racket Stringing	\$ 145.00	\$ 177.00	\$ 212.00	\$ 534.00
Ball Sales	\$ 54.00	\$ 33.00	\$ 36.00	\$ 123.00
Accessories	\$ 85.00	\$ 78.00	\$ 87.00	\$ 250.00
				\$ -
Gross Income	\$ 18,021.00	\$ 16,032.00	\$ 16,919.00	\$ 50,972.00
Participants-Walk-on-players	344.5	334	\$ 343.00	\$ 1,021.50

<u>Expenses</u>				2nd Qtr.Total
Phone	\$ 133.30	\$ 133.22	\$ 134.49	\$ 401.01
office	\$ 35.00	\$ 112.00	\$ 185.00	\$ 332.00
Equipment & Supplies	\$ 390.00	\$ 560.00	\$ 724.00	\$ 1,674.00
Payroll-Court Monitors	\$ 1,171.87	\$ 1,439.33	\$ 1,297.27	\$ 3,908.47
Assistant Pros	\$ 9,783.00	\$ 8,660.00	\$ 8,960.00	\$ 27,403.00
Rent to City	\$ 1,666.66	\$ 1,666.66	\$ 1,666.66	\$ 4,999.98
Refunds				
Sales Tax-July - Dec. 2010				
Insurance	\$ 87.30			\$ 87.30
Workers Comp. Insurance	\$ 145.80	\$ 145.00	\$ 145.00	\$ 435.80
Tax 941- 1st Qtr.	\$ 671.73			
Tax 940				
UCT6-1st Qtr.	\$ 44.78			
Travel				
Misc. Program Fees(awards)	\$ 155.00	\$ 145.00	\$ 97.00	
Advertising	\$ -			\$ -
Total	\$ 14,284.44	\$ 12,861.21	\$ 13,209.42	\$ 40,355.07
Net Profit	\$ 3,736.56	\$ 3,170.79	\$ 3,709.58	\$ 10,616.93

63-215/631 3341

MIKE ORANSKY
2863 SW 92ND TER
GAINESVILLE, FL 32608

DATE 7/20/16

PAY TO THE ORDER OF City of Gainesville \$ 1666⁶⁶/₁₀₀

one-thousand-six-hundred-sixty-six and ⁶⁶/₁₀₀ DOLLARS

TENNIS ACCOUNT

SUNTRUST ACH RT 061000104

MEMO Tennis Post June Mike Oransky MP

⑆063102152⑆0053007302408⑆ 3341

JM

2016 Tennis Revenue Report
July thru Sept 2016

<u>Income</u>	July	August	September	3rd Qtr.Total
Drinks & Snacks	\$ 92.00	\$ 76.00	\$ 87.00	\$ 255.00
Lessons	\$ 15,775.00	\$ 14,450.00	\$ 14,776.00	\$ 45,001.00
Court Fees	\$ 636.00	\$ 578.00	\$ 612.00	\$ 1,826.00
Tournaments	\$ -	-		\$ -
Ball Machine Rentals	\$ 36.00	\$ 42.00	\$ 36.00	\$ 114.00
Racket Stringing	\$ 197.00	\$ 112.00	\$ 97.00	\$ 406.00
Ball Sales	\$ 38.00	\$ 15.00	\$ 21.00	\$ 74.00
Accessories	\$ 48.00	\$ 66.00	\$ 23.00	\$ 137.00
				\$ -
Gross Income	\$ 16,822.00	\$ 15,339.00	\$ 15,652.00	\$ 47,813.00
Participants-Walk-on players	318	289	\$ 306.00	\$ 913.00

<u>Expenses</u>	July	August	September	3rd Qtr.Total
Phone office	\$ 134.49	\$ 134.49	\$ 134.49	\$ 403.47
Equipment & Supplies	\$ 410.00	\$ 685.00	\$ 203.52	\$ 1,298.52
Payroll-Court Monitors	\$ 1,150.89	\$ 1,384.64	\$ 1,133.01	\$ 3,668.54
Assistant Pros	\$ 8,765.00	\$ 9,324.00	\$ 9,434.00	\$ 27,523.00
Rent to City	\$ 1,666.66	\$ 1,666.66	\$ 1,666.66	\$ 4,999.98
Refunds				
Sales Tax-July - Dec. 2010	\$ 346.77			
Insurance	\$ 191.45		\$ 45.65	\$ 237.10
Workers Comp. Insurance	\$ -			\$ -
Tax 941- 1st Qtr.	\$ -			
Tax 940				
UCT6-1st Qtr.	\$ -			
Travel				
Misc. Program Fees(awards)	\$ 165.00	\$ -	\$ -	
Advertising	\$ 90.00			\$ 90.00
Total	\$ 12,963.26	\$ 13,194.79	\$ 12,617.33	\$ 38,775.38

Net Profit \$ 3,858.74 \$ 2,144.21 \$ 3,034.67 \$ 9,037.62

63-215/631 3460

MIKE ORANSKY
2863 SW 92ND TER
GAINESVILLE, FL 32608

DATE 10/20/16

PAY TO THE ORDER OF City of Gainesville \$ 1666 ⁶⁶/₁₀₀

one-thousand-Six-hundred-Sixty-Six and ⁶⁶/₁₀₀ DOLLARS

TENNIS ACCOUNT

SUNTRUST ACH RT 061000104

MEMO Sept Tennis Rent

Mike Oransky MP

⑆063102152⑆0053007302408⑆ 3460

2016 Tennis Revenue Report
October, November, December 2016

<u>Income</u>	October	November	December	3rd Qtr.Total
Drinks & Snacks	\$ 79.00	\$ 84.00	\$ 68.00	\$ 231.00
Lessons	\$ 14,925.00	\$ 15,957.00	\$ 14,345.00	\$ 45,227.00
Court Fees	\$ 605.00	\$ 655.00	\$ 549.00	\$ 1,809.00
Tournaments	\$ 2,448.00			\$ 2,448.00
Ball Machine Rentals	\$ 12.00	\$ 48.00	\$ 48.00	\$ 108.00
Racket Stringing	\$ 206.00	\$ 166.00	\$ 147.00	\$ 519.00
Ball Sales	\$ 33.00	\$ 45.00	\$ 45.00	\$ 123.00
Accessories	\$ 54.00	\$ 63.00	\$ 28.00	\$ 145.00
	\$ -			\$ -
Gross Income	\$ 18,362.00	\$ 17,018.00	\$ 15,230.00	\$ 50,610.00
Participants-Walk-on players	302.5	327.5	\$ 274.50	\$ 904.50
				3rd Qtr. Total
<u>Expenses</u>				
Phone	\$ 134.49	\$ 134.34	\$ 134.37	\$ 403.20
office	\$ 186.00	\$ 366.20		\$ 552.20
Equipment & Supplies	\$ 712.00	\$ 442.00		\$ 1,154.00
Payroll-Court Monitors	\$ 1,343.80	\$ 1,862.52	\$ 1,467.48	\$ 4,673.80
Assistant Pros	\$ 8,991.50	\$ 9,612.80	\$ 8,389.45	\$ 26,993.75
Rent to City	\$ 1,666.66	\$ 1,666.66	\$ 1,666.66	\$ 4,999.98
Refunds				
Sales Tax-July - Dec. 2010				
Insurance-Disability+Liability	\$ 145.00	\$ 168.70		\$ 313.70
Workers Comp. Insurance				\$ -
Tax 941- 3rd Qtr.	\$ 627.10			
UC Fund -3rd Qtr.	\$ 41.81			
Travel				
Misc. Program Fees(USPTA DUES)	\$ 425.00		\$ 295.00	
Awards	\$ 250.00		\$ 196.00	\$ 446.00
Total	\$ 14,523.36	\$ 14,253.22	\$ 12,148.96	\$ 40,925.54
<u>Net Profit</u>	\$ 3,838.64	\$ 2,764.78	\$ 3,081.04	\$ 9,684.46

Mike Oransky Tennis at Westside Park

352-376-8250

www.motennis.com

All tennis programs are under the guidance and direction of Mike Oransky. Mike has been running tennis programs and lessons for the City of Gainesville for the past 31 years. Thousands of recreational players and many of Gainesville's best players have learned the game of tennis through Mike Oransky's instructional programs.

Come join us for some great tennis!



Tennis Staff

Director: Mike Oransky, USPTA

Head Pro:

Senior Assistant Pros:

Bobby Beland, Skip Deist, Craig Oransky

Assistant Pros: Chris Baxter, Jim Brille

Pro Shop: Karen Oransky

Attendants: Roy Davis, Jackie Sirmopoulos,

Walk-On Court Fees: \$2 / person

Services

Tennis Lessons

Walk-On Court Use \$2 per person

Tennis Pro Shop

Equipment, Refreshments, Therapy Items

Racquet Stringing

Ball Machine Rentals \$12 / hr.

Stroke Analysis

Game Matching

Tennis Programs

all ages and levels

Instructional

Adult & Junior Private & Group Lessons

10 & Under and Pee Wee Tennis

USTA Senior Tennis

Cardio Tennis

Competition

Jr. Team Tennis including 10 & Under

USTA Tournaments & Leagues

Morning Ladies Leagues & Night Leagues

Computerized Jr & Adult Challenge Ladder

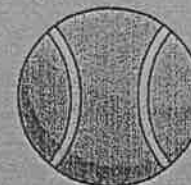
Tennis Lessons

Private or Semi-Private

Director: \$55 / hr. or \$28 per 1/2 hr.

Pros: \$50 / hr. or \$25 per 1/2 hr.

Call for available times



Junior & Adult Group

\$15 / hr. or \$90 / 6 lessons

We strive for a student/instructor ratio of 4-5:1. Kids clinics ages 6 to 16 are grouped according to age and ability levels. Adults are grouped by ability levels.

- * 10 & Under Tennis (ages 6 to 10) - Sat 8:30
- * Pee Wee (ages 4 and 5) - Mon/Fri 2:30 Sat 9:30
- * Jr. Beginner (ages 10-16) - Tues 2:30 Sat 8:30
- * Jr. Intermediate (age 10-16) - Tues 3:45 Wed 3:45
- * Rally Ball (ages 10-16) - Fri 4:00
- * Jr. Player Development (\$20) - Mon/Wed 5-6:30
- * High School Excellence (\$20) - Tue/Thurs 5-6:30
- * Adult Beginner - Tues 6:30 & 7:30 Thurs 7:30, Sat 8:30 am
- * Adult Intermediate - Mon/Wed 6:30 Tu/Th 7:30 Sat 9:45 am
- * Adult Advanced - Tues 7:30 Sat 9:45 am
- * Adult Walk-In Clinic (\$20) - Sat 8-11 am

Application Form

Name _____ Zip _____

Address _____

Phone _____

Age _____ Ability Level _____ Sex _____

E-mail _____

Parents Names (if child) _____

What are your preferred days/times to participate in our lesson programs:

Fee enclosed for lessons \$ _____

6 Month Pass Program

- Walk-on playing privileges
- 10% off racquet stringing

Jr. Pass \$60.00 +tax

Single Adult \$95.00 +tax

Couple \$115.00 +tax

Family \$140.00 +tax

Name(s) on pass program: _____

Fee enclosed for 6 mo. Tennis Pass \$ _____

Make Checks Payable To:

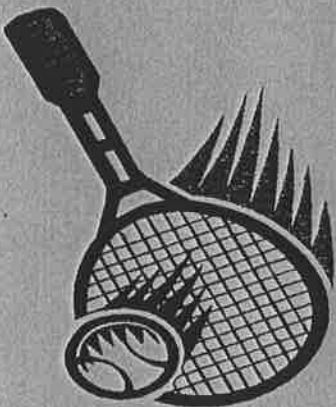
Mike Oransky Tennis

Mike Oransky Tennis
2863 SW 92nd Terr
Gainesville, FL 32608

CITY OF
GAINESVILLE
every path starts with passion
FLORIDA

City of Gainesville Tennis

Quality Lessons and Programs For all Ages and Ability Levels



376-8250

Westside Park

1001 NW 34th St

Gainesville, FL 32605

www.motennis.com