

Summary of Evaluations-Oral
City of Gainesville Professional Tennis Contractor
RFP/RFQ#RECX-180044-DM
Date: 06/05/2018

FIRM NAME	Evaluator #1				Evaluator #2				Evaluator #3				Evaluator #4				Total Rank	Final Ranking
	Score	LP	TOTAL	Rank	Score	LP	TOTAL	Rank	Score	LP	TOTAL	Rank	Score	LP	TOTAL	Rank		
United States Tennis Association, Frank Swope	90	0	90	1	99	0	99	1	95	0	95	1	93	0	93	2	5	1
Tennis Mangagement Professionals, Nathan Jones	89	0	89	2	87	0	87	3	90	0	90	2	88	0	88	3	10	3
Steve Cook Tennis, Steve Cook	87	0	87	3	97	0	97	2	90	0	90	2	94	0	94	1	8	2

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 1

DATE: 6/5/2018

FIRM NAME: USTAF - Tennis Management Department

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	38	- Clear understanding of what the city is looking for. Vast knowledge of tennis industry + tennis programming. Not-for-profit. Mission/vision aligns with city.
o Responsiveness to Questions	15	15	- Thorough in responses to all questions. Answered directly. Did not skirt or dance around anything.
o Project Team	25	20	- Team approach. Full backing of USTA (staff, time, resources, marketing, etc). Team resources would be based out of Orlando.
o Project Manager	20	17	- Frank Swope. Based in Orlando. Hire Head Pro to be on-site in Gainesville.
TOTAL	100	90	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 1

DATE: 6/5/2018

FIRM NAME: Tennis Management Partners, LLC (Nathan Jones)

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	38	- Established in community. Documented evidence of support for local community + tennis programs. Mission/vision aligns with City.
o Responsiveness to Questions	15	13	- Addressed written + oral questions. Some questions weren't answered with specific info/data.
o Project Team	25	20	- Director of Tennis on-site at Westside. Share resources with Jonesville. Concerns about stretching staff thin between two tennis operations (Jonesville + Westside)
o Project Manager	20	18	- Nathan Jones will be project mgr. Currently coaching Eastside High School and putting 30 hrs/wk in Jonesville
TOTAL	100	89	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 1

DATE: 6/5/2018

FIRM NAME: Steve Cook Tennis

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	38	- Seems to have grasp of what city is looking for. Mission/vision aligns with city
o Responsiveness to Questions	15	14	- Addressed written and oral questions. Gave thorough answers
o Project Team	25	18	- Being from out of state, does not have current team. Would have to build team from scratch.
o Project Manager	20	17	- Steve Cook would be project manager. Has plenty of experience. Built his tennis center in South Carolina from scratch. No reason to expect he couldn't do that here. Relocate
TOTAL	100	87	

PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: Q2

DATE: 6/5/2018

FIRM NAME: USTA

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	30 40	large reach off site management hire head pro
o Responsiveness to Questions	15	15	new program opportunities - interaction non-profit long reach experienced
o Project Team	25	24	Different Approach from Historical mgmt. of Gull program use local (existing staff)
o Project Manager	20	20	has website - extensive marketing online reservation - software mgmt tools
TOTAL	100	99	

PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 2

DATE: 6/5/2018

FIRM NAME: TMP

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	Local community ties
o Responsiveness to Questions	15	13	Did not express programming opt. for other sites experienced
o Project Team	25	18	status quo working to include new tech (APP, website)
o Project Manager	20	18	use exist. staff project team still undefined web site - work in progress
TOTAL	100	87	

PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 2

DATE: 6/5/2018

FIRM NAME: Steve Cook

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	experienced customer drive - traditional
o Responsiveness to Questions	15	14	Pickle ball vs Tempokut online pay
o Project Team	25	23	network will implant online reservation - on site Director (Steve Cook) look to Santa Fe to hire (resources)
o Project Manager	20	20	social media for marketing passionate
TOTAL	100	97	

PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 3

DATE: 6/5/2018

FIRM NAME: USTA

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	deep resource bank of support have: office, marketing, etc creative event ideas: very well connected in tennis community ↙
o Responsiveness to Questions	15	15	
o Project Team	25	25	
o Project Manager	20	15	
TOTAL	100	95	lots of experience; off-site presence head pro will be face, not Frank as director

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 3

DATE: 6/5/2018

FIRM NAME: TMP

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	mission/vision align w/ PRCA's Creative ideas to meet pickle ball demands
o Responsiveness to Questions	15	12	immediate start and programming; heavy community involvement
o Project Team	25	20	has staff who are already trained and looking for more hours
o Project Manager	20	18	has full schedule and will add this to plate; will be local (only focus)
TOTAL	100	90	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 3

DATE: 6/5/2018

FIRM NAME: Steve Cook Tennis

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	35	has lots of experience, and has seen a lot of success for ; aware of pickle ball trend / demand, no municipal experience
o Responsiveness to Questions	15	10	
o Project Team	25	25	
o Project Manager	20	20	
TOTAL	100	90	As project manager Steve will be full-time w/ no other outside commitments

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 4

DATE: 6/5/2018

FIRM NAME: USTA

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	<i>depth of experience</i>
o Responsiveness to Questions	15	15	<i>very focused, but flexible</i>
o Project Team	25	20	<i>no team in place commitment to local</i>
o Project Manager	20	18	<i>offsite management, but good depth</i>
TOTAL	100	93	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 4

DATE: 6/5/2018

FIRM NAME: TMP

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	38	Heavy reliance on current facility
o Responsiveness to Questions	15	12	Fact check does not substantiate response
o Project Team	25	20	current team in place, but thin
o Project Manager	20	18	onsite, but spread very thin
TOTAL	100	88	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Professional Tennis Contract

RFQ#: RECX-180044-DM

EVALUATOR#: 4

DATE: 6/5/2018

FIRM NAME: Steve Cook

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	passion, has developed similar project
o Responsiveness to Questions	15	14	needs more more tech
o Project Team	25	20	no team in place, commitment to local
o Project Manager	20	20	passion, experience
TOTAL	100	94	