

## **Mark Milner's City of Gainesville Professional Tennis Contractor Bid**

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### **Qualifications**

- Please see attached resume.
- I will make the necessary insurance purchase based on winning the bid.

### **Project Understanding and Approach**

- My understanding of the objectives and scope of the requested services are very clear. Within 15 business days of accepting the position I would have the necessary insurances and licenses to operate the business.
- I am a USPTA Elite Professional and with that comes insurance.

### **Proposed Project Staff**

- 8-10 total teaching pros that are all USPTA or USPTR certified.
- They will have to go through a background and drug screening.
- I would have a leader/director in each department of tennis including 10 and under, adults and high performance with each having the ability to cross over if needed.
- Pro shop manager and staff.
- Court maintenance staff.
- All must have 3 years of experience in the same or related field with the exception of night and weekend pro shop employees.

### **Qualifications of Firm**

- I currently work at a public facility with 21 outdoor and 3 indoor courts that are owned by the county with a director of tennis running all aspects of the business. At any given time, there is a pro shop employee and in peak times a court maintenance staff member. There are 8-10 teaching pros that work year-round.

### **Technical Approach and Methodology**

- As the new contractor, I would listen to current staff and clients to get an idea of what is working and what isn't working. It is important to build on the things that are successful and tweak the things that are not.
- This includes lessons, drills, clinics, UTSA leagues, tournaments, permanent court time, etc.
- Connecting with the current clients is the place where I would start to grow the business. If they are happy they are going to help grow the business by word of mouth.
- I would improve the social media accounts and website by creating more content. The goal of this would be to inform as many people as possible about the programming opportunities, tournaments, etc. And perhaps adding quick helpful tennis hints online.
- In my experience, the goal of the tennis pro shop should not be about turning a large profit. While turning a profit is important, the pro shop should be used as an easy shopping tool and to get to know clients better. I would do this by making the pricing competitive to the other pro shops in town and online retailers.

### **Fees for Programming and Services**

- Private lessons per hour - \$55 - \$65 depending on which pro is teaching the lesson.
- Group lessons per hour - \$15-20 depending on number of players.
- Clinics per person per session - \$75 for a six-week session, each session being one hour long.
- Camps per person per session – \$90 for 1.5 hours, four days in a row.
- Ball machine per hour - \$12
- League participation (per season) per person per division - \$10 per court per hour. Fees will have to be paid up front.
- Tournament fees anticipated – Balls, officials, tournament director, tournament shirts. Pricing dependent on number of entries and tournament length.

### **Fees/Revenue Payable to the City of Gainesville**

- Negotiable upon hire

### **Miscellaneous**

- In addition to tennis, I see an amazing opportunity to generate revenue by adding pickle ball courts. We have added two at a club that my wife works at and they are filled quite often.

## DRUG FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that

MARK MILNER

does:

(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty of nolo contendere to, any violation of Chapter 893, Florida Statutes, or of any controlled substance law of the United State or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Mark D

Bidder's Signature

3/12/18

Date

CITY OF GAINESVILLE

CERTIFICATION OF COMPLIANCE WITH LIVING WAGE

The undersigned hereby agrees to comply with the terms of the Living Wage Ordinance and to pay all covered employees, as defined by City of Gainesville Ordinance 020663 as amended at 030168 (Living Wage Ordinance), during the time they are directly involved in providing covered services under the contract with the City of Gainesville for \_\_\_\_\_ a living wage of \$ \_\_\_\_\_ per hour to covered employees who receive Health Benefits from the undersigned employer and \$ \_\_\_\_\_ per hour to covered employees not offered health care benefits by the undersigned employer.

Name of Service Contractor/Subcontractor: \_\_\_\_\_
Address: \_\_\_\_\_
Phone Number: \_\_\_\_\_
Name of Local Contact Person \_\_\_\_\_
Address: \_\_\_\_\_
Phone Number: \_\_\_\_\_
\$ \_\_\_\_\_
(Amount of Contract)

Signature: MARK MILNER Date: 3/12/18

Printed Name: MARK MILNER

Title: \_\_\_\_\_

## Mark R. Milner

9532 S. 96<sup>th</sup> East Ave.

Tulsa, OK 74133

(806) 290-4825 / Markmilner17@gmail.com

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**OBJECTIVE:** To utilize my sports management education, coaching experience, and skills to further my career as a Director of Tennis.

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**EDUCATION:** **Bachelor of Arts, Human Performance and Sport** *May 2007*  
Metropolitan State University of Denver, Denver, Colorado

- Major: Sports Industry Operations
- Minor: Business Marketing

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**EXPERIENCE:** **Head Men's Tennis Coach** *Aug '12 – Present*  
Oral Roberts University, *Tulsa, Oklahoma*

- Summit League regular season runners-up (2017)
- Summit League conference tournament runners-up (2016)
- Conference academic champions (highest team GPA in men's tennis) (2016)
- Finished the 2016 season with a 14-11 record after taking over the program 4 years ago which had zero wins
- Handle all aspects of recruiting, scheduling, budget, fundraising, and player needs

**Head Tennis Professional**  
Rolling Hills Country Club, *Golden, Colorado* *Sept. '07 – July '12*

**Assistant Tennis Professional**  
Arapahoe Tennis Club, *Englewood, Colorado* *May. '06 – Sept. '07*  
Overland Park Racquet Club, *Overland Park, Kansas* *Aug. '04 – July '05*  
Amarillo Tennis Center, *Amarillo, Texas* *May '03 – Aug. '03*

- Helped grow overall participation in junior and adult clinics
- Coordinated and executed daily drills and exercises
- Organized, administered, and marketed instructional clinics, league play, monthly social events, and tournaments
- Managed staff pros

**Assistant Tennis Coach**  
Metropolitan State College of Denver, *Denver, Colorado* *Aug. 08 – May '12*

- ITA Central Region Assistant Coach of the Year (2012)
- Men's Team – Conference and Regional Champions – NCAA sweet sixteen (2009)
- Helped guide multiple players to the NCAA Small College Nationals four years in a row (2008-2011)

## **Mark R. Milner**

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### **PROFILE:**

- Varsity Tennis – Metropolitan State University of Denver (2005 – 2007)
- UTSA Elite Professional (2007)
- UTSA High Performance Coach Certified (2012)
- Selected as the coach for the Missouri Valley section at the Boy's 18s National Team event (2013 and 2017)
- USTA High Performance Coach Continuing Education (2017)
- Passed the USTA Sports Science Exam
- 5.0 USTA Rating

# United States Professional Tennis Association

Hereby certifies that

**Mark R. Milner**

has successfully completed all requirements, including an extensive examination of teaching, playing and business skills, necessary for the rating of

**Elite Professional**

*John R. Embree*  
Chief Executive Officer



Membership No. 52964

**Valid through Dec. 31, 2018**

## Mark R. Milner

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(806) 290-4825  
Markmilner17@gmail.com

### References:

*The following references are all current Directors of Tennis that I have worked alongside over my last 10 years in the tennis industry:*

**Trent Tucker** – [tuckertennis1@yahoo.com](mailto:tuckertennis1@yahoo.com) – (918) 845-8608 – Owner/Director of Tennis at the Tucker Tennis Academy, Racquet and Health 91, Tulsa, OK

**Noah Tondre** – [noahtondre@gmail.com](mailto:noahtondre@gmail.com) – (303) 279-3334 – Director of Tennis at Rolling Hills Country Club, Golden, CO

**Cary Hodges** – [arapateclub@qwestoffice.net](mailto:arapateclub@qwestoffice.net) – (720) 272-1760 – Director/Head Racquets Professional at Arapahoe Tennis Club, Englewood, CO

*The following reference is an individual who I have worked with in different aspects of the tennis industry over the past 10 years:*

**Rob Scott** – [rscott@ita.usta.com](mailto:rscott@ita.usta.com) – (303) 695-4117 x 222 – USTA Intermountain Executive Director, Denver, CO

**Kevin O'Shea** – (979) 255-4478 – Assistant Men's Tennis Coach at Texas A&M University