



Legislation Text

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Proposal Award - Selection of Contractor for the Operation of Joyce Oransky Tennis Center and Pro Shop, and Provision of Tennis Services at Various City of Gainesville Tennis Facilities (B)

This item requests the City Commission approve the ranking of firms for the Tennis Professional Services Contract, and authorize the City Manager or designee to negotiate and execute a contract for Professional Tennis Services at various City Facilities, including the Joyce Oransky Tennis Center and Pro Shop.

On July 13, 2016, the City's Purchasing Division issued a "Request for Proposals for Operation of Joyce Oransky Tennis Center and Pro Shop and Provide Tennis Lessons at All City of Gainesville Tennis Facilities" with a due date of August 10, 2016. On August 10, 2016, the City's Purchasing Department received two (2) proposals from tennis contractors for the use of the City's tennis facilities, per the specifications set forth in the Request for Proposal (RFP) developed by the Parks, Recreation and Cultural Affairs Department (PRCA). An evaluation panel, consisting of three department staff, along with a Senior Buyer to facilitate the process, met on Wednesday, August 17, 2016, to evaluate the proposals using the Scope of Services outlined in the RFP and the information submitted by the contractors in their proposals. PRCA staff recommended the contract be awarded to Jonesville Tennis LLC dba Gainesville Tennis.

On October 6, 2016, the recommendation was heard by the City Commission to award the bid. A number of citizens spoke both in support of the recommendation and against the recommendation. As a result, the Commission referred this item to the General Policy Committee and directed staff to further research options for providing tennis services in Gainesville. Staff hired a consultant, Barth Associates, to conduct a Tennis Visioning process that analyzed alternatives for providing professional tennis services. After completing the process and conducting research-including meeting with numerous stakeholders-the consultant went before the City Commission on August 3, 2017, and recommended that the City maintain the private contractor model and proceed with a Request for Qualifications with more specific City parameters.

On February 15, 2018, the City's Purchasing Division issued a "Request for Qualifications for a City of Gainesville Professional Tennis Contractor" with a due date of March 14, 2018. On March 14, 2018, the City's Purchasing Department received proposals from 1) Mark Milner; 2) United States Tennis Association- Florida Section, Inc.; 3) Tennis Management Partners, LLC; and 4) Steven C. Cook Tennis outlining their qualifications for providing city tennis services. An evaluation panel, consisting of three department staff and one outside subject matter expert, along with a Buyer II from the Purchasing Department, met on Thursday, May 24, 2018 to evaluate the written proposals using the Scope of Services outlined in the RFQ and the information submitted by the contractors in their proposals. Upon completion of the written evaluations three contractors (United States Tennis Association- Florida Section, Inc., Tennis Management Partners, LLC. and Steven C. Cook) were invited to give oral presentations on June 5, 2018. After completion of the oral presentations, the evaluation team is recommending the final ranking of vendors as follows:

1. United States Tennis Association - Florida Section, Inc.
2. Steven C. Cook dba Steve Cook Tennis

3. Tennis Management Partners, LLC.

Upon successful negotiation and execution of a Tennis Professional Services contract, revenues derived from the contract will be deposited into the Parks, Recreation & Cultural Affairs revenue accounts in the General Fund.

The City Commission: 1) approve the ranking of vendors as scored based on written and oral evaluations of qualifications: 1st - United States Tennis Association Florida Section, Inc., 2nd - Steven C. Cook dba Steve Cook Tennis, 3rd - Tennis Management Partner, LLC.; and 2) authorize the City Manager or designee to negotiate and execute all contract documents for Professional Tennis Services, subject to approval by the City Attorney as to form and legality.