



Recommendation for Action

File #: 19-2235, **Agenda Item #:** 69.

6/19/2019

Posting Language

Authorize negotiation and execution of a multi-term revenue contract with Pecan Grove Golf Partners, to provide management and operation of the Butler Pitch and Putt golf course, for up to 20 years for a total estimated revenue contract amount of \$2,500,000.

(Note: Revenue contracts are exempt from the City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program; therefore, no subcontracting goals were established)(Public comment was received on June 6, 2019. No public comment will be taken).

Lead Department

Purchasing Office.

Client Department(s)

Parks and Recreation Department.

Fiscal Note

This is a revenue contract.

Purchasing Language:

The Purchasing Office issued a Request for Proposals (RFP) 8600 CRR3004 for these services. The solicitation issued on March 3, 2019 and it closed on April 9, 2019. Of the three offers received, the recommended contractor submitted the best evaluated and responsive offer. A complete solicitation package, including a log of offers received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=129792)
<https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=129792>.

For More Information:

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: Claudia Rodriguez, at 512-974-2959 or ClaudiaR.Rodriguez@austintexas.gov <<mailto:ClaudiaR.Rodriguez@austintexas.gov>>.

Council Committee, Boards and Commission Action:

May 29, 2019 - To be reviewed by the Parks and Recreation Board.

Additional Backup Information:

The contract is for the management and operations of the Butler Pitch and Putt Golf Course, including proposed capital improvements to enhance the overall playability of the golf course and to increase revenues to the City, as well as complete all related maintenance and repairs during the life of the contract. The Butler

Pitch and Putt Golf Course has operated in the City's Town Lake Park since 1950 and is an iconic Austin recreational amenity. Butler Pitch and Putt offers a par-three short irons golf course to participants of all ages and is one of the City's oldest concessions. The course is located in the Town Lake Corridor on the corner of Riverside Drive and Lee Barton Road. The City currently owns and operates six municipal golf courses and one short practice course. As the city's population continues to increase, so will the need for municipal facilities that provide a quality golf experience at an affordable price. The contractor shall have the exclusive rights to provide recreation services that include golfing, related equipment rental and instructional activity, and for food and beverage sales at the Butler Pitch and Putt Golf Course.

This contract is replacing a current revenue contract that expires on August 12, 2019. The recommended contractor is not the current provider for these services.

An evaluation team with expertise in this area evaluated the offers and scored Pecan Grove Golf Partners as the best to provide these services based on operational concept and solutions, programs, services and fee proposal; capital improvement plan and schedule; demonstrated company experience and qualifications; evidence of good organization and management practices; local business presence; and service-disabled veterans business enterprise.

If the City is unable to secure a contract for these services, the Butler Pitch and Putt Golf Course will not have a management provider in place to continue providing services to the public and will not have the proper capital improvements needed to maintain the facility for public enjoyment and safety.

Contract Detail:

| Contract Term | Length of Term | Contract Authorization |
|--------------------------|---------------------------|-----------------------------------|
| Initial Term | 10 yrs. | \$1,250,000 |
| Optional Extension 1 | 5 yrs. | \$ 625,000 |
| Optional Extension 2 | 5 yrs. | \$ 625,000 |
| TOTAL | 20 yrs. | \$2,500,000 |

Note: Contract Authorization amounts are based on the City's estimated annual usage.