



Recommendation for Action

File #: 20-2355, **Agenda Item #:** 63.

7/29/2020

Posting Language

Authorize negotiation and execution of a multi-term contract with Acushnet Company, to provide golf course accessories and supplies, for up to five years for a total contract amount not to exceed \$1,000,000.

(Note: Sole source contracts are exempt from the City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program; therefore, no subcontracting goals were established).

Lead Department

Purchasing Office.

Client Department(s)

Parks and Recreation Department.

Fiscal Note

Funding for \$23,333 is available in the Fiscal Year 2019-2020 Operating Budget of the Parks and Recreation Department. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

Sole Source.

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>> or to Diana McIntosh, at 512-974-2034 or Diana.McIntosh@austintexas.gov <<mailto:Diana.McIntosh@austintexas.gov>>.

Additional Backup Information:

The contract will provide resale goods from the contractor to be sold at City golf courses. Acushnet Company (Acushnet) carries Titleist and Footjoy brands (golf balls, golf shoes, golf gloves, socks, bags, drivers, and wedges), which are the most popular brands amongst the golfers. Having popular items available for purchase at golf courses improves the customer service experience for golfers and affords an opportunity for the City to generate revenue.

The recommended contractor is the current provider for these goods. Acushnet is the manufacturer for these brands and does not have any authorized distributors to sell these products to other points of sale. This contract will replace the current contract which expires on August 3, 2020. The requested authorization amount was determined using departmental estimates based on historical spend, future usage, and projected revenue.

If the City is unable to secure a contract, the department will be forced to procure these items on an as-needed

basis, which may result in higher prices.

Contract Detail:

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	3 yrs.	\$ 600,000
Optional Extension 1	1 yr.	\$ 200,000
Optional Extension 2	1 yr.	\$ 200,000
TOTAL	5 yrs.	\$1,000,000

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

Strategic Outcome(s):

Government that Works for All; Health and Environment.