



Recommendation for Action

File #: 21-3602, **Agenda Item #:** 40.

12/9/2021

Posting Language

Authorize negotiation and execution of a multi-term contract with Touchstone Golf, LCC to provide golf course and tennis court qualified management services, for up to 18 years for a total contract amount not to exceed \$1,737,000.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Financial Services Department.

Client Department(s)

Parks and Recreation Department.

Fiscal Note

Funding in the amount of \$256,076 is available in the Fiscal Year 2021-2022 Operating Budget of the Parks and Recreation Department. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

The Financial Services Department issued a Request for Proposals (RFP) 8600 CTE3010 for these services. The solicitation was issued on June 30, 2021 and it closed on July 27, 2021. Of the three offers received, the recommended contractor submitted the best evaluated 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=135307)
<https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=135307>.

For More Information:

Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: Cyrenthia Ellis, at 512-974-1709 or Cyrenthia.Ellis@austintexas.gov
<<mailto:Cyrenthia.Ellis@austintexas.gov>>.

Council Committee, Boards and Commission Action:

November 30, 2021 - Recommended by the Parks and Recreation Board on a 8-0 vote with Board Members Barnard and Taylor absent and one vacancy.

Additional Backup Information:

The contract will provide management and operational services for the Grey Rock golf and tennis club, and related facilities.

On June 2, 2014, the City purchased the 18-hole golf course and other amenities, known as Grey Rock Golf Club, from Noram Management, LLC.

The 292-acre facility includes an 18-hole golf course, eight state-of-the-art PlexiCushion tennis courts, a clubhouse, and a restaurant. It also serves as a venue for a variety of events, such as weddings, seasonal themed events, tournaments, and company-sponsored events. This facility requires a higher level of management and knowledge for maintaining both a golf course and tennis courts, while providing the associated services, such as event planning and restaurant management.

This is a new contract for the City since the previous contract was assumed with the purchase of Grey Rock. The recommended contractor is currently managing this facility.

An evaluation team with expertise in this area evaluated the offers and scored Touchstone Golf LLC as the best to provide these services based on operational concept and solutions, programs, and services, applicable experience and personnel qualifications, good organization and management practices, price, local preference, and service-disabled veteran business enterprise.

If a contract is not executed by December 31, 2021, there will be no entity to operate and maintain this unique facility. The Parks and Recreation Department does not have sufficient resources to operate and manage this facility. Without a new contract in place by the contract expiration date, the City would lose revenue, and the facility will suffer deterioration due to a lack of regular maintenance.

Contract Detail:

| <u>Contract Term</u> | <u>Length of Term</u> | <u>Contract Authorization</u> |
|-----------------------------|------------------------------|--------------------------------------|
| Initial Term | 10 yrs. | \$ 965,000 |
| Optional Extension 1 | 4 yrs. | \$ 386,000 |
| Optional Extension 2 | 4 yrs. | \$ 386,000 |
| TOTAL | 18 yrs. | \$1,737,000 |

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

Strategic Outcome(s):

Economic Opportunity and Affordability, Health and Environment, Government that Works for All.