



## Recommendation for Action

**File #:** 23-3024, **Agenda Item #:** 12.

10/19/2023

### **Posting Language**

Authorize negotiation and execution of a contract for Acushnet golf products for resale with Acushnet Company, for up to five years for a total contract amount not to exceed \$1,625,000.

[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**

Financial Services Department.

### **Client Department(s)**

Parks and Recreation Department.

### **Fiscal Note**

Funding in the amount of \$320,548 is available in the Fiscal Year 2023-2024 Operating Budget of 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:**

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: [FSDCentralProcurementRCAs@austintexas.gov](mailto:FSDCentralProcurementRCAs@austintexas.gov) or [512-974-2500](mailto:FSDCentralProcurementRCAs@austintexas.gov).

### **Additional Backup Information:**

The contract will provide resale golf products from Titleist, Footjoy, and Pinnacle golf brands for the City's golf courses. The City will be able to offer equipment, clothes, and accessories such as balls, shoes, gloves, socks, bags, drivers, and wedges. Providing these popular golf brands for purchase at golf courses improves the customer service experience for golfers and affords an opportunity for the City to generate revenue.

Acushnet Company is the manufacturer and only authorized distributor to sell these products.

This contract will replace the current contract which expires on November 6, 2023. The requested authorization amount was determined using departmental estimates based on historical spend, future usage, and projected revenue. The recommended contractor is the current provider of these goods.

If a contract is not secured, City golf course shops will not be able to stock these leading brands, therefore lessening the customer service experience and curtailing the City's ability to generate revenue.

### **Contract Detail:**

<b>Contract Term</b>	<b>Length of Term</b>	<b>Contract Authorization</b>
Initial Term	3 yrs.	\$ 975,000
Optional Extension 1	1 yr.	\$ 325,000
Optional Extension 2	1 yr.	\$ 325,000
<b>TOTAL</b>	<b>5 yrs.</b>	<b>\$1,625,000</b>

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