

CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Aviation

AGENDA DATE: April 26, 2011

CONTACT PERSON NAME AND PHONE NUMBER: Bruce D. Collins 541-4313
Monica Lombrana 780-4793

DISTRICT(S) AFFECTED: All

SUBJECT:

Award the Butterfield Trail Golf Club management contract to Kemper Sports Management, Inc., Northbrook, IL. Kemper Sports Management, Inc. submitted the highest ranked and best proposal to meet the needs of the City. Term of the contract is three (3) years, with a mutual option, City and Kemper, to extend the contract for a single additional three (3) year period.

This is a fee-based management, revenue-generating contract for the El Paso international Airport. The three (3) year contract amount of \$371,248.00 will be paid monthly and include an incentive fee of 7% of Gross Revenues that exceed \$1,700,000.00. The incentive management fee shall not exceed \$50,000.00 for any fiscal year.

BACKGROUND / DISCUSSION:

A total of four (4) responses to the Request for Proposal (RFP) were received; three proposals were evaluated, and one response declared "Nonresponsive".. Of the three qualified responders Kemper Sports Management was the highest ranked.

Kemper Sports Management's duties will to be to protect and maintain the assets of the Golf Course; to properly supervise. and manage the daily operations of the Golf Course; to provide full and accurate accounting for the financial affairs of the Golf Course; to maximize revenue from the operations of the Golf Course; to promote the quality and image of the Golf Course; and to protect and enhance the value of the Golf Course by advising and assisting the City in planning and executing City approved improvement projects.

PRIOR COUNCIL ACTION:

Initial three (3) year Management Contract was awarded July 12, 2005

A single three (3) year Management Contract extension was awarded July 8, 2008

AMOUNT AND SOURCE OF FUNDING:

This is a Fee-Based Revenue Contract

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:


Monica Lombrana, A.A.E.
Director of Aviation

Information copy to appropriate Deputy City Manager

**COUNCIL PROJECT FORM
(RFP)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda (under **RFP's**) for the Council Meeting of **APRIL 26, 2011**.

The award of Solicitation No. 2011-127R (Golf Course Management Firm) to KemperSports Management, Inc. for a total award of \$371,248.00.

| | |
|------------------------|--|
| Department: | Aviation |
| Award to: | KemperSports Management, Inc. |
| Vendor Location: | Northbrook, IL |
| Item(s): | All |
| Option: | Additional three (3) years upon mutual agreement between parties |
| Payment Terms: | Net 30 |
| Annual Amount: | Year 1 - \$120,000.00 Year 2 - \$123,711.00 Year 3 - \$127,537.00 |
| Total Estimated Award: | \$371,248.00 (3 years) Fixed Fee plus Incentive Fee: 7% of gross annual revenues exceeding \$1,700,000.00 |
| Funding Source: | Revenue Contract |
| District(s): | All |

This is a Request for Proposal, services contract.

It is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award.

The Financial Services - Purchasing Division and Department of Aviation recommend that Landscapes Golf Group be disqualified as non-responsive and the contract be awarded as indicated to KemperSports Management, Inc., the highest ranked proposer based on evaluation factors established for this procurement.

*******ADDITIONAL INFO BELOW*******



It is recommended that Landscapes Golf Group be disqualified as non-responsive for the following reasons:

1. No part of the City's Request for Proposal was submitted as instructed in Part 4, Proposal Format and Structure, thus their response could not be evaluated.
2. Landscapes Golf Group did not acknowledge Amendments No. 1 and 2 to the solicitation, which contained revised information on the solicitation purpose, evaluation factors, responded to questions asked by other interested proposers and added Exhibits "A" through "D" to the Golf Course Management Agreement.
3. Mandatory submittals - Business Information Certification, Non-Collusion and Business Disclosure Affidavit and Indebtedness Affidavit were not provided.

DATE: 4/7/2011

COMMITTEE SCORE SHEET

SOLICITATION TITLE: GOLF COURSE MANAGEMENT FIRM

SOLICITATION NO: 2011-127R

CONTRACT YEARS 1 THROUGH 3

| | Billy Casper Golf, LLC Vienna, VA | KemperSports Management, Inc. Northbrook, IL | Bueno Management, LLC El Paso, TX |
|--|--------------------------------------|--|---|
| Qualifications and Experience (30 Points) | 21.75 | 28.25 | 18.25 |
| Management and Operating Plan (30 Points) | 22.50 | 26.50 | 23.25 |
| Marketing Program (20 Points) | 14.75 | 16.75 | 14.75 |
| Management Fee (20 Points) | \$327,000.00 20.00 | \$371,248.00 17.62 | \$450,000.00 14.53 |
| GRAND TOTAL (Maximum 100 points) | 79.00 | 89.12 | 70.78 |



CITY OF EL PASO REQUEST FOR PROPOSALS TABULATION FORM



Bid Opening Date: February 23, 2011
Project Name: Golf Course Management Firm

Solicitation #: 2011-127R
Department: Aviation

| | |
|--------------------------------|------------------|
| BILLY CASPER GOLF, LLC | VIENNA, VA |
| BUENO MANAGEMENT, LLC | EL PASO, TX |
| KEMPER SPORTS MANAGEMENT, INC. | NORTHBROOK, IL |
| LANDSCAPES GOLF GROUP | LINCOLN, NE |
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| RFPs SOLICITED: 23 | RFPs RECEIVED: 4 |
| RFPs LOCAL: 1 | NO RFPs: 0 |

NOTE: The information contained in this rfp tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED: *Mary Jane Lopez*

DATE: *March 8, 2011*

SIRIUS GOLF ADVISORS, LLC
JOHN S. WAIT, PRESIDENT
207 PALOMINO DRIVE
WAXAHACHIE, TX 75165

LONE STAR GOLF COURSE
ATTN: MIKE SINGLETON
1510 HAWKINS BLVD.
EL PASO, TX 79925

KITSON & PARTNERS CLUB
ATTN: GREG CHRISTOVICH
9055 IBIS BLVD.
WEST PALM BEACH, FL 33412

AI-NDAA

TOUCHSONTE GOLF
CORPORATE OFFICE
1803 EAST POLK STREET SUITE 105
BURNET, TX 78611

HERITAGE GOLF GROUP
ATTN: GARY DEE
12750 HIGH BLUFF DRIVE 4TH FLOOR
SAN DIEGO, CA 92130

PROJECT DEVELOPMENT GROUP
ATTN: KURT V. HUSEMAN
19506 EASTEX FREEWAY, SUITE 300
HUMBLE, TX 77338

AI-NDAA

CLUB RESOURCES INTERNATIONAL
10800 SIKES PLACE SUITE 300
CHARLOTTE, NC 28277

TROON GOLF
ATTN: TIM SCHANTZ
15044 N. SCOTTSDALE ROAD SUITE 300
SCOTTSDALE, AZ 85254

JOANAS CLUB MANAGEMENT
ATTN: TOM HART
45 VOGELL ROAD SUITE 500
RICHMOND HILL, ONTARIO
CANADA L4B 3P6

SYNERGY GOLF PARTNERS, LLC
5250 S. VIRGINIA STREET SUITE 340
RENO, NV 89502

KEMPER SPORTS MANAGEMENT
ATTN: ELIZABETH KEISLER
500 SKODIE SUITE 444
NORTHBROOK, IL 60062

SATUBACK GOLF ADVISORY SVC.
ATTN: SCOTT HOLZMAN
15601 DALLAS PARKWAY SUITE 400
ADDISON, TX 75001

BW & AI
A-NK

DAVIS LOVE CORPORATE OFFICE
DAVID LEVINSON, PRESIDENT
125 WHISPERING PINES DRIVE
SPRING LAKE, NC 28390

BILLY CASPER GOLF LLC
ATTN: JOHN SEABREEZE
8300 BOONE BLVD. SUITE 350
VIENNA, VA 22182

THE HILLMAN COMPANY
1900 GRANT BUILDING
PITTSBURGH, PA 15219

KEMPER SPORTS
ATTN: KEITH HANLEY
8281 CARTER STREET
LANTANA, TX 76226

CLUB CORP, INC.
ATTN: JOHN A. BECKERT
3030 LBJ FREEWAY SUITE 600
DALLAS, TX 75234

PINEHURST, INC.
ATTN: ANDY FINN
80 CAROLINA VISTA DRIVE
VILLAGE OF PINEHURST, NC 28374

AFFINITI GOLF PARTNERS
3430 HIGHWAY NINE NORTH
ALPHARETTA, GA 30004

AMERICAN GOLF CORPORATION
2951 28TH STREET
SANTA MONICA, CA 90405

PERFORMANCE GOLF, INC.
ATTN: MARTIN J. STREIFF
6642 VELASCO AVENUE
DALLAS, TX 75214

AI-NDAA
A2-A-NK

BILLY CASPER GOLF
ATTN: DEBRA BUSBY
8300 BOONE BLVD. STE. 350
VIENNA, VA 22182

TOUCHSTONE GOLF
ATTN: STEVE HARKER
1052 OVERLOOK ROAD
BERKLELEY, CA 94708