



Legislation Text

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AGENDA INFORMATION SHEET

DEPARTMENT: Materials Management

DCM: Bryan Langley

AGENDA DATE: May 2, 2017

SUBJECT

Consider adoption of an ordinance accepting competitive proposals and awarding a five (5) year contract for Tennis Instructor Services for the City of Denton Parks Department; providing for the expenditure of funds therefor; and providing an effective date (RFP 6343-Tennis Instructor for City of Denton awarded to Gray Event Management LLC, dba Bad Dawg Tennis in the five (5) year not-to-exceed amount of \$750,000).

RFP INFORMATION

This RFP is for a third party contractor to provide administration of tennis camps, classes, leagues, mixers, tournaments, private lessons, special events and other tennis programs.

Request for Proposals (RFP) were sent to 136 prospective suppliers. In addition, notice was advertised in the local newspaper, and the specifications were placed on the City of Denton Materials Management website for prospective suppliers to download. One (1) proposal meeting specification was received from Gray Events Management LLC, dba Bad Dawg Tennis (Exhibit 1). Gray Events Management LLC, dba Bad Dawg Tennis (Gray Events) has been the City's contractor for this service since June 2009. During this time period, revenues for the tennis program have steadily increased each year as shown by the revenue history below:

- FY 2008-2009 - \$ 83,908
- FY 2009-2010 - \$117,278
- FY 2010-2011 - \$126,923
- FY 2011-2012 - \$140,612
- FY 2012-2013 - \$146,825
- FY 2013-2014 - \$127,735
- FY 2014-2015 - \$149,662
- FY 2015-2016 - \$181,988

In addition to providing programs, Gray Events will use their experience with City of Denton programs to provide input regarding the design of the City's new tennis center. The center will be located at the former YMCA building at the intersection of Hinkle and Windsor drive. The project is part of the 2014 Capital Improvement Plan. Design is scheduled for Fiscal Year 2017-18 with construction to follow in Fiscal Year 2018-19. Based on this vendor's past and current performance, staff has determined that Gray Events is the best

value for the City of Denton.

RECOMMENDATION

Award a contract to Gray Event Management, dba Bad Dawg Tennis, in the not-to-exceed amount of \$750,000. The actual amount to be paid will be calculated based on a percentage of the fees collected by the City of Denton Parks Department for private lessons, classes, camps, tournaments, machine ball rentals and special events as stipulated in the attached contract agreement (Exhibit 1).

PRINCIPAL PLACE OF BUSINESS

Gray Events Management LLC dba Bad Dawg Tennis
Frisco, TX

ESTIMATED SCHEDULE OF PROJECT

This is an initial one year contract with options to extend the contract for four (4) additional one (1) year periods, with all terms and conditions remaining the same. Staff will conduct a vendor performance review (annually) 90 days before the contract renews to ensure that program requirements are being met (Exhibit 2). The initial first year of this contract will begin on June 16, 2017.

FISCAL INFORMATION

The services will be funded from operating account 411200.7868.

STRATEGIC PLAN RELATIONSHIP

The City of Denton's Strategic Plan is an action-oriented road map that will help the City achieve its vision. The foundation for the plan is the five long-term Key Focus Areas (KFA): Organizational Excellence; Public Infrastructure; Economic Development; Safe, Livable, and Family-Friendly Community; and Sustainability and Environmental Stewardship. While individual items may support multiple KFAs, this specific City Council agenda item contributes most directly to the following KFA and goal:

Related Key Focus Area: Safe, Liveable & Family-Friendly Community

Related Goal: 4.4 Provide and support outstanding leisure, cultural, and educational opportunities

EXHIBITS

Exhibit 1: Evaluation and Pricing Sheet

Exhibit 2: Vendor Performance Evaluation Form

Exhibit 3: Ordinance

Exhibit 4: Contract

Respectfully submitted:
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Customer Service Manager

For information concerning this acquisition, contact: Emerson Vorel at 349-7460.