



INDIAN RIVER COUNTY, FLORIDA
AGENDA ITEM
Assistant County Administrator /
Department of General Services
Sandridge Golf

Date: July 19, 2022
To: The Honorable Board of County Commissioners
Thru: Jason E. Brown, County Administrator
From: Michael C. Zito, Assistant County Administrator
Subject: First Amendment for Sandridge Golf Club Maintenance

BACKGROUND:

International Golf Maintenance (IGM) has been providing course maintenance services at Sandridge Golf Club since 1996. The current contract with IGM was approved by the Board on July 7, 2020, and began on October 1, 2020. It has a term of 5 years with two five-year renewals available dependent upon vendor performance. IGM has been outstanding in their efforts to create better golf course conditions year after year through their maintenance practices and has been an integral part of the success of Sandridge Golf Club.

Over the past two years, the golf course has encountered a substantial increase in rounds played and over the past twelve months, labor, equipment and general supplies have increased substantially. Due to the increase of fertilizer, equipment and fuel costs, IGM submitted a request for a discretionary price adjustment due to these unforeseen costs. The current contract allows for a fixed average annual increase of approximately 3% over the first 5-year term of the Agreement. IGM noted that other public sector clients have agreed to discretionary increases as high as 15%. Following a meeting with IGM management, Staff has negotiated with IGM a 9.5% increase for fiscal year 2022/2023 only. Any increases beyond the coming fiscal year will be based upon a formula tied to the Consumer Price Index as contemplated under the optional renewal periods under the Agreement.

Course conditions remain a significant factor the golfer considers when they choose a course to play. In order to provide the patrons of Sandridge Golf Club the same service and conditions of the golf course, Staff recommends the approval of the price increase through the attached First Amendment to Agreement for Sandridge Golf Club.

FUNDING:

The current annual contract cost for fiscal year 2021/2022 is \$1,221,307. The proposed increase of 9.5% will increase the cost of maintenance by \$116,024 annually, or \$9,668.68 per month, to \$1,337,331 for fiscal year 2022/2023. These funds are budgeted and available in the Sandridge/Golf Maintenance/Other Contractual Services account, number 41822172-033490.

Description	Account Number	Amount
Sandridge/Golf Maintenance/Other Contractual Services	41822172-033490	\$1,337,331

RECOMMENDATION:

Staff respectfully requests that the Board of County Commissioners approve the First Amendment to International Golf Maintenance (IGM) agreement and authorize Chairman to sign.

ATTACHEMENTS:

1. IGM Agreement For Sandridge Golf Club Maintenance (effective Oct. 1, 2020)
2. IGM's Request For Maintenance Fee Increase (Letter dated 04/15/2022)
3. First Amendment to Agreement for Sandridge Golf Club Maintenance

APPROVED AGENDA ITEM FOR AUGUST 16, 2022