



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

Date: May 15, 2020

To: The Honorable Board of County Commissioners

Thru: Jason E. Brown, County Administrator

From: Michael C. Zito, Assistant County Administrator

Subject: Sandridge Golf Course - Pineapple Credit Card Processing Agreement

It is requested that the information herein presented be given formal consideration by the Board of County Commission at its regular meeting of June 2, 2020.

DESCRIPTIONS AND CONDITIONS:

The Golf Course has operated a separate remote credit card machine at the driving range for the past six years on its Range Servant ball machine. Each year the credit card reader at the driving range processes over \$130,000.00 through ETS, as the merchant provider. ETS has sent notice they will be discontinuing use of the IDTECH card readers with ETS encryption. As a result, credit cards will stop working at the dispenser on June 1, 2020. The Range Servant machine will now be setup with Pineapple, which uses First Data processing. The switch also results in savings in processing fees of .5% annually resulting in a savings of \$650.00 per year. In addition to the change in credit card processing, the golf course must purchase a new door for the machine with the same select touch capabilities that we currently have except for the new processor.

ANALYSIS:

The original agreement for ETS was signed and approved by the Board of County Commissioners on January 15, 2019. Current policies dictate that all agreements must be approved by the Board of County Commissioners.

FUNDING:

The \$1,200.00 door purchase is considered a capital improvement and is not currently budgeted. Funding for this expense will be provided from Golf Course reserves. Under the Pineapple agreement there are no upfront costs, and transaction fees are funded from the Golf Course's credit card fees account. The savings realized under the new agreement are estimated to be approximately \$250.00 through the end of the current fiscal year.

RECOMMENDATION:

Staff respectfully requests the acceptance of the Pineapple Merchant Agreement and the approval of the unbudgeted capital in the amount of \$1,200.00 by the Board; and, authorize the Chairman to execute any and all documents necessary to effectuate the agreement, after review and approval by the County Attorney. Original documents to be returned to Sandridge Golf Professional to submit for authorized signature from the vendor. Final executed copy will be provided to the Clerk to the Board for permanent record.

ATTACHMENT(s):

- 1) Original ETS Agreement signed by Board of County Commissioners on January 15, 2019 (File 18-2545)
- 2) Pineapple Merchant Processing Application
- 3) Pineapple Merchant Services Program Terms and Conditions
- 4) Pineapple Merchant Services Program, Part II, B. Card General Terms Addendum

DISTRIBUTION:

Bela Nagy, Sandridge Golf Professional

APPROVED FOR AGENDA ITEM FOR JUNE 02, 2020