

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: June 25, 2020

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Ranking of Firms, Award and Approval of Agreement – RFP 2020034 – Sandridge Golf Club Course Maintenance

BACKGROUND:

On behalf of Sandridge Golf Club, Requests for Proposals (RFPs) were solicited for the maintenance of the courses and grounds. The current contract was initially awarded by the Board on June 21, 2005 to International Golf Management (IGM) for an initial term of five years, with two five-year extensions approved. The current term expires on September 30, 2020. IGM has been providing course maintenance services at Sandridge since 1996.

The term of the current award is proposed to be five years with two five year renewals available, dependent upon vendor performance, mutual agreement on terms, and determination that renewal is in the County's best interest.

RFP RESULTS:

Advertising Date:	April 16, 2020
RFP Opening Date:	May 14, 2020
Solicitation Broadcast to:	334 Subscribers
RFP Documents Requested by:	16 Firms
Replies:	7 Firms

ANALYSIS:

A selection committee comprised of Michael Zito, General Services Department Director, Bela Nagy, Director of Golf, Kevin Kirwin, Parks and Conservation Lands Director and Kristin Daniels, Budget Director independently evaluated and scored the received proposals in accordance with the RFP document and Purchasing Manual. Evaluation criteria included responsiveness, firm overview, qualifications and project approach and price. These scores were compiled by the committee and an overall initial ranking of firms developed. The committee determined interviews were not necessary and the initial ranking of firms declared final.

	Proposing Firm	Location
1.	International Golf Maintenance, Inc. (IGM)	Lakeland
2.	ABM Industry Groups, LLC	The Villages
3.	SSS Down to Earth Opco II LLC	Maitland
4.	Cypress Golf Management, LLC	St. Cloud
5.	BrightView Golf Maintenance, Inc.	Calabasas, CA
6.	Landscapes Golf Management, LLC	Lincoln, NE
7.	The Davey Tree Expert Company	Brooksville

The sample agreement was included in the RFP document, and proposers asked to indicate any changes requested to the document. The top ranked firm stated it accepted the sample agreement as presented.

FUNDING:

The current annual contract cost is \$1,089,514.56. Proposers were asked to provide costs for each of the first five years of the contract, allowing changes to pricing from year to year to account for changes in staffing costs and equipment replacement. The top ranked proposer's price represents a 9-percent increase in the first-year cost.

Company	Year 1	Change from Current	Total Cost Years 1-5
International Golf Maintenance, Inc. (IGM)	\$1,188,722.50	9.11%	\$6,306,068.75
ABM Industry Groups, LLC	\$1,159,700.00	6.44%	\$6,035,123.00
SSS Down to Earth Opco II LLC	\$1,276,925.00	17.20%	\$6,485,613.00
Cypress Golf Management, LLC	\$1,344,900.00	23.44%	\$6,962,186.00
BrightView Golf Maintenance, Inc.	\$1,447,000.00	32.81%	\$7,554,629.87
Landscapes Golf Management, LLC	\$1,449,547.00	33.05%	\$7,445,617.00
The Davey Tree Expert Company	\$1,662,645.00	52.60%	\$8,313,225.00

Funding for the maintenance is budgeted in the Sandridge Golf Club Maintenance, Other Contractual Services account (41822172-033490), which is funded by course user fees.

RECOMMENDATION:

Staff recommends the Board approve the committee's final ranking of firms and award the Golf Club maintenance to International Golf Maintenance, Inc. Staff also recommends the Board approve the Sample Agreement and authorize the Chairman to sign it after receipt and approval of the required insurance by the Risk Manager, the receipt and approval of the Public Construction Bond in the amount of 10% of the first year contract price, and the County Attorney's approval of the agreement as to form and legal sufficiency.

ATTACHMENT:

Sample Agreement