



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

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**Date:** December 7, 2018

**To:** The Honorable Board of County Commissioners

**Thru:** Jason E. Brown, County Administrator

**From:** Michael C. Zito, Assistant County Administrator

**Subject:** Sandridge Golf Course ETS Credit Card Processing Agreement

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It is requested that the information herein presented be given formal consideration by the Board of County Commission at its regular meeting of January 15, 2019.

**DESCRIPTIONS AND CONDITIONS:**

Sandridge Golf Club currently operates a Point of Sale and Tee Time System through EZ Links, LLC, a PGA Tour affiliated company. The system is used to make all of the tee time reservations, keep track of inventory and ring in all cash and credit card transactions. Each year through the Point of Sale system, as well as an online store, the Golf Course processes approximately \$2.7 million worth of credit card transactions through ETS, which is compatible with EZ Links. The current rate charged by ETS is 2.26% to process these transactions.

The Golf Course has also 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 \$75,000.00, and the rate charged by the current provider, USA Technologies, to process these transactions is 4%. The Golf Course has recently upgraded the door of the machine with a new touchscreen but cannot use the old credit card reader, as Range Servant requires ETS as the merchant provider for the new door. This item provides an opportunity to consolidate the credit card processing services at Sandridge Golf Club to one authorized provider all with the same 2.26% processing rate.

**ANALYSIS:**

The original agreement with ETS was signed by Jeffrey R. Smith, as the Clerk and Comptroller on September 9, 2014. The Comptroller's Office is in charge of implementing all of the banking services for the County, which had previously included credit card processing. Current policies dictate that the Board of County Commissioners must approve all credit card processing agreements. Fortunately, ETS is currently utilized at Sandridge for the Pro Shop transactions and also for the on-line store. This item adds a third outlet for the ball dispenser door. In addition to adding the 3<sup>rd</sup> outlet and cancelling the existing provider, this item consolidates the credit card services to one provider at a favorable rate.

**FUNDING:**

Under the ETS agreement, there are no upfront costs, and transaction fees are funded from the golf course's credit card fees account 41823672-035680. By moving the processing from USA Technologies over to ETS, there will be an additional savings of approximately \$1,305.00 for the driving range as the processing fee by USA Technologies was a net 4% per transaction.

**RECOMMENDATION:**

Staff respectfully requests the Board of County Commissioners approve the consolidated ETS Merchant Agreement and the Addendum to ETS Merchant Application and Agreement, and authorize Chairman to sign and return the package to Sandridge Golf Professional, Bela Nagy. Bela Nagy will transmit the partially executed documents to ETS Corporation for final signatures. Upon receipt of the fully executed original documents, staff will transmit to the Clerk to the Board of County Commission for recording.

**ATTACHMENT(s):**

Original ETS Agreement signed by Jeffrey R. Smith  
ETS Merchant Application  
ETS Merchant Application Addendum

**APPROVED AGENDA ITEM FOR JANUARY 15, 2019**