

**RESOLUTION AWARDING CONTRACT TO T-SQUARE GOLF, LLC FOR
MANAGEMENT SERVICES AT REYNOLDS PARK GOLF COURSE**

WHEREAS, In August 2008, the City contracted with T-Square Golf, LLC to provide golf course management services at Reynolds Park Golf Course; and

WHEREAS, On August 20, 2012, , the City Council of Winston-Salem approved a new lease, operation and management agreement with T-Square Golf, LLC due to the cost replacement of the bent grass greens with Diamond Zoysia greens. This agreement began September 1, 2012 and is set to expire on October 31, 2018; and

WHEREAS, the City-County Purchasing Department advertised a Request for Proposals (RFP) on June 18, 2018 to provide full management services for Reynolds Park Golf Course. The objective of the RFP was to identify and select a provider to provide full organization, administration, management and supervision of an 18 hole golf course and provide the City with the site's future growth potential; and

WHEREAS, on July 24, 2018, the City received proposals from the following companies: T-Square Golf, LLC (Winston-Salem); and

WHEREAS, an evaluation panel of City staff reviewed the proposals received to select the one most qualified to meet the requirements of the RFP, according to the following criteria: M/WBE commitment, distance from Winston-Salem, revenue sharing, experience and capability, service concept and approach, and quality of proposal; and

WHEREAS, the evaluation panel assigned the highest score to T-Square Golf, LLC based on distance from Winston-Salem, experience and capability, service concept and approach, and quality of proposal; and

WHEREAS, T-Square Golf, LLC's proposal would provide a base management fee of \$8,000 per month for five years, a 15% rebate of the management fee to the City for gross sales above \$800,000, 25% for gross sales above \$900,000, and 100% for sales over \$1,000,000; and

WHEREAS, the City proposed a counter-offer to T-Square Golf, LLC with the following criteria: a base management fee of \$7,000 per month for five years, purchase of capital equipment for \$60,000, netting a payment of \$12,000 per year for five years with the City maintaining ownership, 15% rebate of the management fee to the City for gross sales above \$800,000, 25% for gross sales above \$900,000, and 100% for sales over \$1,000,000, and a provision that T-Square Golf, LLC will create, direct, and implement a detailed marketing plan for Reynolds Park Golf Course and provide to the City a summary of the golf programs to include rates, membership structure, and strategies for engagement and other marketing-related goals; and

WHEREAS, T-Square Golf, LLC accepted the counter offer proposed by the City with the initial contract term for five years beginning November 1, 2018 and ending on October 31, 2023; and

WHEREAS, on September 4, 2018, City staff presented their recommendation to the Recreation and Parks Commission for their review and consideration. The Commission recommended approval of a contract with T-Square Golf, LLC by the Mayor and City Council; and

WHEREAS, it is the recommendation of the Finance Committee that the contract for management services be awarded to T-Square Golf, LLC for an initial contract term of five years, beginning November 1, 2018 and ending on October 31, 2023, with authorization to extend the contract for an additional five (5) twelve (12) month periods.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Winston-Salem that the contract for management services of Reynolds Park Golf Course be awarded to T-Square Golf, LLC for an initial contract term of five years, ending on October 31, 2023, with authorization to extend the contract for an additional five (5) twelve-month period, as specified in their proposal.

BE IT FURTHER RESOLVED that the City Manager and City Secretary are hereby authorized to execute the contract on behalf of the City with contract forms to be approved by the City Attorney.

BE IT FURTHER RESOLVED that the award of this contract constitutes a preliminary determination as to the qualification of the bidder. The City is not legally bound to perform the contract until the contract is duly executed by the City.