



City of San Antonio

Agenda Memorandum

File Number: 15-4499

Agenda Item Number: 21.

Agenda Date: 8/20/2015

In Control: City Council A Session

DEPARTMENT: Parks & Recreation

DEPARTMENT HEAD: Janet A. Martin

COUNCIL DISTRICTS IMPACTED: Council District 3

SUBJECT:

License Agreement with Born Again Sports, Inc.

SUMMARY:

This Ordinance authorizes the negotiation and execution of a License Agreement with Born Again Sports, Inc. for use, maintenance, and operation of a baseball complex at Southside Lions Park for an initial five (5) year term with the option to exercise three (3) additional five-year renewals subject to City Council approval; no City funds are associated with this action.

BACKGROUND INFORMATION:

In 2008, Bexar County voters approved an extension of the 1999 hotel occupancy and short term motor vehicle rental tax, referred to as the visitor or venue tax. Approximately \$3.3 million from the venue tax was provided for the development of a baseball complex in Southside Lions Park which consists of seven baseball fields, paved parking, and concession and restroom structures. These improvements were constructed to better serve youth recreational needs of southeast San Antonio as well as provide a facility suitable for regional tournaments. The tenant who previously operated the baseball complex retired this past Spring, and the City utilized a discretionary public process to select a new tenant for the use, maintenance, and operation of the baseball complex.

The City issued a Request for Qualifications (RFQ) titled "License of Sports Fields at Southside Lions Park" (RFQ 15-066) on June 12, 2015, with a submission deadline of July 13, 2015. Five proposal responses were received, which were scored on July 30, 2015. The scoring identified three finalists which the evaluation

committee agreed to interview for final scoring on August 5, 2015. The evaluation committee consisted of representatives from the Parks and Recreation Department, Office of the Bexar County Manager, Bexar County Community Venues Program, and the Finance Department, Purchasing Division who assisted with solicitation process guidelines. The proposals were evaluated based on the firm's background, qualifications, experience, the proposed operating and maintenance plans, and the operating budget.

The evaluation of each proposal response was based on a total of 100 points- 30 points allotted for experience, background, qualifications; 25 points allotted for proposed operating and staffing plan; 30 points allotted for proposed maintenance and improvements plan; and 15 points allotted for respondent's operating budget and planned revenue. As the RFQ was limited to responses from non-profit entities, the Local Preference and Veteran-Owned Small Business Preference programs were not applicable. Additionally, the City's Small Business Economic Development Advocacy Program (SBEDA) does not apply and was not part of the scoring model.

After evaluation committee review and discussion, scores were finalized and the aggregate scores were presented to the committee. Born Again Sports, Inc. received the highest ranking and was recommended for award by the evaluation committee.

Consistent with other City Sports License Agreements, there will be no rent paid to the City; however, as consideration for use of the land, Born Again Sports, Inc. will have full maintenance responsibility of the facility. Other standard provisions include the tenant's retention of all revenue for the purpose of offsetting the cost of facility operation and maintenance including utilities, establishment of a capital improvement and repair fund, and use of the facility by other amateur sports groups subject to the tenant's own schedule and fees and policies. The License Agreement shall have a five (5) year term which shall commence immediately upon execution by the parties. Three additional five-year renewals may be exercised with City Council approval.

ISSUE:

This ordinance authorizes the negotiation and execution of a License Agreement with Born Again Sports, Inc. at Southside Lions Park. The agreement will be for an initial five (5) year term with up to three (3) additional five-year renewal options, subject to City Council approval. This action is consistent with the City policy to facilitate the use of parks for athletic and recreational activities by the citizens of San Antonio.

ALTERNATIVES:

City Council could elect not to approve this action resulting in the Parks and Recreation Department maintaining the sports complex at Southside Lions Park. Alternatively, the City could reissue a solicitation for a modified use model at the facility.

FISCAL IMPACT:

This action has no General Fund impact and results in cost avoidance to the City since the tenant has full operational and maintenance responsibility.

RECOMMENDATION:

Staff recommends approval to negotiate and execute a License Agreement with Born Again Sports, Inc. for operation, maintenance and use of a baseball complex at Southside Lions Park.