

City of Delray Beach
Management Services for the Delray Beach Tennis Center and Delray Beach Swim and Tennis Center
RFP 2016-086-2

		DUBIN & ASSOCIATES (JCD SPORTS/INTEGRITY)	
		Strengths	Weakness
1	Experience and Background of Proposer and Key Personnel	Current firm handling the management of the facility Many years in facility management	Firms primary background is with golf management, primarily Integrity References were not strong
	<ul style="list-style-type: none"> a Overall background and experience b Proposers specific experience in tennis facility management c Experience of key personnel d Five client references, two of which must be municipality or other governmental agencies 		
2	Staffing and Operational	Aware of the City requirements Staff helpful and pleasant	Annual business and marketing plan unimpressive
	<ul style="list-style-type: none"> a Proposer's ability to provide superior customer satisfaction to tennis players. b Organizational chart, On-site staff c Transitional Elements d Facility Maintenance e Detailed pro-shop operational plan including merchandising, retail sales and racquet repair. f Annual business and marketing plan 		
3	Service Programs, Promotions, and Marketing Plans	Knowledge of the local area	Membership rates need to be offered for youth and seniors. Need more marketing for youth Missing concepts of managing, did not see anything that would grow the program Under utilized tennis facility
	<ul style="list-style-type: none"> a Concepts for marketing the tennis facilities b Tennis Programs c Movement & Promotion of tennis tournaments 		

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4	Stability and Viability of Proposer		
	Summary of any legal actions against Proposer and/or its principals since July 1, 2006, summarizing the allegations and providing the results, if not currently active.	29 years of experience	Firm is currently in some sort of transition that is not clear
	c Any changes in ownership of Proposer within the past three years and/or any changes currently anticipated in		Recently purchased by another firm in 2016
5	Financials		
	a Balance Sheets for fiscal years 2013, 2014, and 2015 Income Statements for fiscal years 2013, 2014, and 2015		Firm is operating at a loss
	b Proposer's current financial rating from a nationally recognized accrediting organization such as Dun & Bradstreet, Standard & Poor's or Moody's		Credit rating makes the firm high risk
6	c Detailed five-year revenue and expense budget/pro forma for the Club and the Center. Budget detail should be broken down into appropriate itemized budget categories and must clearly show personnel, insurance and operating expenses for each cost center, maintenance, pro-shop, administration and capital		Marginal membership growth, project of 2% growth is concerning.
			No marketing was detailed in proposal. Needs to increase Participation to increase clientele
6	Fee Proposal		
	a Highest score for lowest fees		Is this the right structure for the City.

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1	Fisher	Gilbert	Horowitz	Odom	Warner	Score	15 points
Dubin & Associates (JCD Sports / Integrity)	15.0	14.0	11.0	15.0	5.0	12.0	
Final Score	15.0	14.0	11.0	15.0	5.0	12.0	
2	Fisher	Gilbert	Horowitz	Odom	Warner	Score	15 points
Dubin & Associates (JCD Sports / Integrity)	12.0	12.0	12.0	13.0	10.0	11.8	
Final Score	12.0	10.0	12.0	13.0	0.0	9.4	
3	Fisher	Gilbert	Horowitz	Odom	Warner	Score	25 points
Dubin & Associates (JCD Sports / Integrity)	20.0	18.0	20.0	20.0	0.0	15.6	
Final Score	20.0	20.0	20.0	20.0	0.0	16.0	

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4	Fisher	Gilbert	Horowitz	Odom	Warner	Score	5 points
Dubin & Associates (JCD Sports / Integrity)	3.0	3.0	2.0	4.0	0.0	2.4	
Final Score	3.0	3.0	2.0	4.0	0.0	2.4	

5	Fisher	Gilbert	Horowitz	Odom	Warner	Score	15 points
Dubin & Associates (JCD Sports / Integrity)	10.0	10.0	10.0	14.0	0.0	8.8	
Final Score	10.0	10.0	10.0	14.0	0.0	8.8	

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6	Fisher	Gilbert	Horowitz	Odom	warner	Score	20 points
Dubin & Associates (JCD Sports / Integrity)	20.0	20.0	20.0	20.0	20.0	20.0	
Final Score	20.0	20.0	20.0	20.0	20.0	20.0	

7	Fisher	Gilbert	Horowitz	Odom	warner	Score	5 points
Dubin & Associates (JCD Sports / Integrity)							
Final Score	4.0	4.0	4.0	4.0	1.0	3.4	

Final Ranking Score	Criteria 1	Criteria 2	Criteria 3	Criteria 4	Criteria 5	Criteria 6	Criteria 7	Score	Possible 100 Points	

Dubin & Associates (JCD Sports/Integrity Final Score	12.0	9.4	16.0	2.4	8.8	20.0	3.4	72.0