# City of Delray Beach Management Services for Delray Beach Golf Club and Lakeview Golf Club RFP 2016-079

rinai Kanking Form	
	JCD Sports Group/ Integrity Golf Company, LLC
Experience, Qualifications, 10 Year History	
Municipal experience (0 to 5)	
Total years of management experience (0 to 5)	
Municipal course references, including size and budget (0 to 5)	118
10 year history of references (0 to 5)	
Organizational chart and staff qualifications/resumes (0 to 5)	
Staffing and Operational Plans	
Daily operational plans including organizational chart for each course (0 to 5)	A CONTROL OF THE CONT
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff	
plan (0 to 5)	
Business Continuity Plan (0 to 5)	112
Pro Shop staffing plan (0 to 5)	
Banquet/Clubhouse staffing plan (0 to 5)	
Service Programs/Promotions/Marketing	
Program, lesson, tournament plan (0 to 5)	
PGA Pro resume (0 to 5)	
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	
Provide copy of previously completed market rate analysis for another municipality (0	110
to 5)	
Provide banquet facility and clubhouse experience with specific attention to rentals for	4.50
weddings, community meetings (0 to 5)	
Financial Stability	
Copy of Current Active Sunbiz Certification (0 to 5)	
Articles of Incorporation & Copy of Business Licenses (0 to 5)	
Statement of Proposers Financial Stability (0 to 5)	113
Full Management Fee (pricing should be turn-key) (0 to 5)	110
Proposed Budget for Each Course (0 to 5)	
	·
Total	453
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## Management Services for Delray Beach Golf Club and Lakeview Golf Club

#### RFP 2016-079

Final Ranking Form	ma cu
	JCD Sports Group/ Integrity Golf Company, LLC
Experience, Qualifications, 10 Year History	
Municipal experience (0 to 5)	5
Total years of management experience (0 to 5)	7
Municipal course references, including size and budget (0 to 5)	4
10 year history of references (0 to 5)	4
Organizational chart and staff qualifications/resumes (0 to 5)	5
	23/
Staffing and Operational Plans	
Daily operational plans including organizational chart for each course (0 to 5)	4
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff	,
plan (0 to 5)	4
Business Continuity Plan (0 to 5)	4
Pro Shop staffing plan (0 to 5)	A
Banquet/Clubhouse staffing plan (0 to 5)	4
	201
Service Programs/Promotions/Marketing	
Program, lesson, tournament plan (0 to 5)	3
PGA Pro resume (0 to 5)	5
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	3
Provide copy of previously completed market rate analysis for another municipality (0	4
to 5)	4
Provide banquet facility and clubhouse experience with specific attention to rentals for	1
weddings, community meetings (0 to 5)	4
	19 /
Financial Stability	
Copy of Current Active Sunbiz Certification (0 to 5)	5
Articles of Incorporation & Copy of Business Licenses (0 to 5)	5.
Statement of Proposers Financial Stability (0 to 5)	5
Full Management Fee (pricing should be turn-key) (0 to 5)	4.
Proposed Budget for Each Course (0 to 5)	4
	23 /
Total	85

Management Services for Delray Beach Golf Club and Lakeview Golf Club

RFP 2016-079

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	JCD Sports Group/ Integrity Golf Company, LLC
Experience, Qualifications, 10 Year History	
Municipal experience (0 to 5)	5
Total years of management experience (0 to 5)	5
Municipal course references, including size and budget (0 to 5)	5
10 year history of references (0 to 5)	5
Organizational chart and staff qualifications/resumes (0 to 5)	5 /
	26
Staffing and Operational Plans	
Daily operational plans including organizational chart for each course (0 to 5)	5
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff	75
plan (0 to 5)	5
Business Continuity Plan (0 to 5)	5
Pro Shop staffing plan (0 to 5)	5
Banquet/Clubhouse staffing plan (0 to 5)	5
	25
Service Programs/Promotions/Marketing	
Program, lesson, tournament plan (0 to 5)	5
PGA Pro resume (0 to 5)	5
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	5
Provide copy of previously completed market rate analysis for another municipality (0	~
to 5)	3
Provide banquet facility and clubhouse experience with specific attention to rentals for	5
weddings, community meetings (0 to 5)	/
	25
Financial Stability	
Copy of Current Active Sunbiz Certification (0 to 5)	5
Articles of Incorporation & Copy of Business Licenses (0 to 5)	5
Statement of Proposers Financial Stability (0 to 5)	5
Full Management Fee (pricing should be turn-key) (0 to 5)	0 -
Proposed Budget for Each Course (0 to 5)	{
	/ 20
Total	95

## Management Services for Delray Beach Golf Club and Lakeview Golf Club RFP 2016-079

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Final Ranking Form	
	JCD Sports Group/ Integrity Golf Company, LLC
Experience, Qualifications, 10 Year History	
Municipal experience (0 to 5)	5
Total years of management experience (0 to 5)	5
Municipal course references, including size and budget (0 to 5)	5
10 year history of references (0 to 5)	5
Organizational chart and staff qualifications/resumes (0 to 5)	4
	24
Staffing and Operational Plans	
Daily operational plans including organizational chart for each course (0 to 5)	5
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff	
plan (0 to 5)	4
Business Continuity Plan (0 to 5)	5
Pro Shop staffing plan (0 to 5)	5
Banquet/Clubhouse staffing plan (0 to 5)	5
	21
Service Programs/Promotions/Marketing	
Program, lesson, tournament plan (0 to 5)	4
PGA Pro resume (0 to 5)	5
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	4
Provide copy of previously completed market rate analysis for another municipality (0	/
to 5)	3
Provide banquet facility and clubhouse experience with specific attention to rentals for	/
weddings, community meetings (0 to 5)	5
	25
Financial Stability	
Copy of Current Active Sunbiz Certification (0 to 5)	5
Articles of Incorporation & Copy of Business Licenses (0 to 5)	5
Statement of Proposers Financial Stability (0 to 5)	5,
Full Management Fee (pricing should be turn-key) (0 to 5)	5
Proposed Budget for Each Course (0 to 5)	6
	25
Total	GU

## Management Services for Delray Beach Golf Club and Lakeview Golf Club RFP 2016-079



Final Ranking Form	
	JCD Sports Group/ Integrity Golf Company, LLC
Experience, Qualifications, 10 Year History	
Municipal experience (0 to 5)	5
Total years of management experience (0 to 5)	5
Municipal course references, including size and budget (0 to 5)	5
10 year history of references (0 to 5)	5
Organizational chart and staff qualifications/resumes (0 to 5)	.5 /
	25
Staffing and Operational Plans	
Daily operational plans including organizational chart for each course (0 to 5)	4
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff	
plan (0 to 5)	4
Business Continuity Plan (0 to 5)	5
Pro Shop staffing plan (0 to 5)	5
Banquet/Clubhouse staffing plan (0 to 5)	5
	23
Service Programs/Promotions/Marketing	
Program, lesson, tournament plan (0 to 5)	4
PGA Pro resume (0 to 5)	5
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	4
Provide copy of previously completed market rate analysis for another municipality (0	6
to 5)	2
Provide banquet facility and clubhouse experience with specific attention to rentals for	5.
weddings, community meetings (0 to 5)	V
	25
Financial Stability	
Copy of Current Active Sunbiz Certification (0 to 5)	5
Articles of Incorporation & Copy of Business Licenses (0 to 5)	5
Statement of Proposers Financial Stability (0 to 5)	5
Full Management Fee (pricing should be turn-key) (0 to 5)	Sam.
Proposed Budget for Each Course (0 to 5)	4.
	24
Total	101

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# City of Delray Beach Management Services for Delray Beach Golf Club and Lakeview Golf Club RFP 2016-079

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Final Ranking Form		
	JCD Sports Group/ Integrity Golf Company, LLC	
Experience, Qualifications, 10 Year History		
Municipal experience (0 to 5)	3	
Total years of management experience (0 to 5)	5	
Municipal course references, including size and budget (0 to 5)	3	
10 year history of references (0 to 5)	5	
Organizational chart and staff qualifications/resumes (0 to 5)	5 .	
	2	
Staffing and Operational Plans		
Daily operational plans including organizational chart for each course (0 to 5)	4	
Agronomic plan and resume of GCSAA Superintendent Class "A" and maintenance staff		
plan (0 to 5)	4	
Business Continuity Plan (0 to 5)	4	
Pro Shop staffing plan (0 to 5)	4	
Banquet/Clubhouse staffing plan (0 to 5)	4 00	
	Je	
Service Programs/Promotions/Marketing		
Program, lesson, tournament plan (0 to 5)	4	
PGA Pro resume (0 to 5)	4	
Marketing plan to attract new and returning golfers, see target audience (0 to 5)	4	
Provide copy of previously completed market rate analysis for another municipality (0		
to 5)	4	
Provide banquet facility and clubhouse experience with specific attention to rentals for		
weddings, community meetings (0 to 5)	4 20	
	J.C.	
Financial Stability		
Copy of Current Active Sunbiz Certification (0 to 5)	5	
Articles of Incorporation & Copy of Business Licenses (0 to 5)	5	
Statement of Proposers Financial Stability (0 to 5)	5	
Full Management Fee (pricing should be turn-key) (0 to 5)	3	
Proposed Budget for Each Course (0 to 5)	3 21	
	P	
Total	82	



# City of Delray Beach 100 NW 1st Avenue

## Delray Beach, FL 33444

# RFP No. 2016-079 Golf Course Management

June 17, 2016 01:30 PM

NAME (Please Print)	COMPANY NAME	PHONE	EMAIL
JA'ANAL DOWDELL	CITY OF DELRAY BEACH	561-243-7163	DOWDELL@MYDELRAYBEACH.COM
UZANNE FISHER	CITY OF DELRAY BEACH	561-243-7251	FISHER@MYDELRAYBEACH.COM
JEFF SNYDER	CITY OF DELRAY BEACH	561-243-7370	SNYDERJ@MYDELRAYBEACH.COM
JOHN MORGAN	CITY OF DELRAY BEACH	561-243-7303	MORGANJ@MYDELRAYBEACH.COM
NATE LEAVENWORTH	11-4		NATELEAVENOWRTH@COMCAST.NET
MARGIE WALDEN			MJWALDEN1@YAHOO.COM
	V V		
1			



# City of Delray Beach 100 NW 1st Avenue

# Delray Beach, FL 33444

# RFP No. 2016-079 Golf Course Management

June 17, 2016 01:30 PM

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DOROTHS BURSON	Job Intergrity Golf	407-361-2890	DBenson@Integrity6016Co.com
Jeanne C Dubis	JCD / Integrity	561-573-4384	jedtennis pro 2 Qyahoo
Sharon Painter	SCD INTEGERM	561-716-6016	sharona jedgportsgroup.com
GAILY DALLGREN	SCD ENTEURITY	561 339 7472	0.
TOM ROEGNER	JCD/ INTEGRITY	561-265-0255	TOM @ SCOSPORTSGROUP. COM
ber barrok	SCD /Integrity	321-689-8437	ggarabee interrigotion
En WHAlley	JC9 / INTEGRITY	407. 278-4653	EWARTLEY CINTEGRITY GOLFEG. COM
DW GR KRINSS	TNO INVESTMENTEROUT	5619261057	towere truoproup. com
Karen Mayer	PBC 016	561-233-2381	1 cmayer e phogov.org