

Agenda Item Details

Meeting	Oct 10, 2023 - Bryan City Council Second Regular Meeting
Category	6. Statutory (Automatic Approval) Agenda - This agenda consists of items previously approved by Council action such as adoption of items that are part of an approved budget or capital improvement projects, first and only readings of ordinances, interlocal agreements, or action that is required by law or delegated to the City Manager. Items may be removed from the statutory agenda for separate consideration at the request of two Councilmembers.
Subject	I. Approval of the First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, L.L.C., to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park
Type	Action (Statutory)
Preferred Date	Oct 10, 2023
Absolute Date	Oct 10, 2023
Fiscal Impact	Yes
Dollar Amount	175,000.00
Budgeted	Yes
Budget Source	General Fund and other funds as may be appropriate; initial funding is for venue planning and Furniture Fixtures & Equipment procurement with future costs for pre- and post-opening, which is in addition to the \$175,000
Goals	Economic Development Infrastructure Service Quality of Life

Summary:

On July 31, 2023, the City Council approved an Interlocal Agreement (ILA) between the City of Bryan and Texas A&M University System for the development and operation of the Texas A&M Tennis/Multipurpose Facility at Travis Bryan Midtown Park. Consequently, on August 1, 2023, City staff released a Request for Qualifications (RFO) for Design/Build Services for Design and Construction of the proposed indoor facility **and** a Request for Proposals (RFP) for an Advisor/Operator for the proposed indoor facility. This Council Action Form (CAF) is for the RFP (i.e., advisor/operator or management services).

By the RFP's response deadline, only one (1) response was submitted. The response was from The Sports Facilities Companies (SFC), which is the same firm that provided advisor services during the design and construction of the Legends Event Center (LEC). SFC also provided pre-opening services for the LEC and has been managing the facility since the grand opening on December 20, 2022.

The purpose of the RFP was multifaceted, including: 1) an intent to engage a firm to serve in an advisor capacity to the City during the design and construction of the proposed indoor facility; 2) have a firm provide pre-opening services so the facility is prepared for opening upon construction completion; and 3) have a firm provide post-opening management services. Ideally, all three services are provided by the same firm. These services are essentially the same as those provided by SFC during design, construction, pre-opening, and post-opening of the LEC.

Staff Analysis and Recommendation:

To ensure a quality facility is designed and constructed, inclusive of meeting United States Tennis Association and National Collegiate Athletic Association technical requirements, utilizing expertise provided by SFC will be beneficial. Once the facility is open, having a firm with a proven track record of success is critical for the operation of the new facility.

Through the success of operating the LEC and other facilities across the nation, SFC has demonstrated the ability to provide quality services in a competitive market. The proposed Amendment allows SFC to operate the new facility similar to the LEC. That is, SFC is responsible for the day-to-day operations, inclusive of making decisions such as hours of operations, tournament schedules, etc.

Based on the Interlocal Agreement between the City of Bryan and Texas A&M University System for tennis operations, SFC will have to coordinate and work with Texas A&M to ensure the facility is available to Texas A&M tennis as required under the ILA. When possible, the facility may be open for public play similar to the open access, for a minimal fee, at the LEC.

The Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC dated December 22, 2020, has details and responsibilities of the City and SFC, inclusive of but not limited to budgeting, reporting, staffing, policies, purchasing, promoting, standards of performance, etc.

Proposed fees for the new services include the following: \$175,000 over 18 months for venue planning and FF&E (furniture, fixtures, and equipment) procurement; \$10,000/month for pre-opening services for the six months prior to opening; and \$10,000/month for post-opening management services. Per Sections 3.1 and 3.2 of the current Agreement, the term is through September 30, 2027, with a five (5) year option at the end of the initial term.

Based on the City Council's July 31, 2023, action to approve an ILA with the Texas A&M University System and to ensure quality operations of the new facility, City staff recommends approving the First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC, to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park.

Options:

1. Approve the First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC, to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park
2. Modify and then approve the First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC, to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park; this option may require additional negotiations with the firm and consideration at a future City Council meeting
3. Do not approve the First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC, to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park and provide staff direction

Attachments:

1. Proposed First Amendment to the Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC, to include Advisor/Operator Services for a Multipurpose Facility with an Indoor Tennis Center in Travis Bryan Midtown Park; includes the firm's response to the RFP and the TAMU ILA
2. Facility Management Agreement between the City of Bryan and Sports Facilities Management, LLC dated December 22, 2020
3. Travis Bryan Midtown Park Brochure (for the Legends Event Center, see Pages 4 and 5; for the Multipurpose/Tennis Center Facility, see Page 10)

First Amendment to Facility Management Agreement FINAL 2023.1.pdf (2,305 KB)

SPORTS FACILITY MANAGEMENT AGREEMENT_FACILITY MGMT AGMT.pdf (67,624 KB)

Midtown Promotional Brochure Screen8-14.pdf (7,579 KB)