

From: [Thieneman, Cindy L](#)
To: [Wagner, David B](#)
Cc: [Fowler, Cindi](#)
Subject: FW: RPF Contracts Breakdown
Date: Wednesday, February 5, 2020 9:45:57 AM
Attachments: [Negotiated contract Comparison.pdf](#)
[image001.png](#)

Good Morning David,
Councilwoman Fowler would like this email and the above attachment to be added to the information packet from yesterday to be scanned in for the council people. Thank you for your help.



Cindy Thieneman | **Legislative Assistant**
Office of Councilwoman Cindi Fowler
Louisville Metro Council | District 14

p: 502.574.1114
e: cindy.thieneman@louisvilleky.gov

City Hall
601 West Jefferson Street, Ste. 307
Louisville, Kentucky 40202

From: Fowler, Cindi <Cindi.Fowler@louisvilleky.gov>
Sent: Monday, February 3, 2020 10:09 PM
To: Mulvihill, Patrick <Patrick.Mulvihill@louisvilleky.gov>; Wohl, Geoff <Geoff.Wohl@louisvilleky.gov>; Triplett, Kevin D. <Kevin.Triplett@louisvilleky.gov>; Lockett, Daniel R <Daniel.Lockett@louisvilleky.gov>; Coan, Brandon <Brandon.Coan@louisvilleky.gov>; Weatherby, Jasmine <Jasmine.Weatherby@louisvilleky.gov>; Fox, Mark H. <Mark.Fox@louisvilleky.gov>; Alexander, Elizabeth <Elizabeth.Alexander@louisvilleky.gov>; Parker, Marilyn <Marilyn.Parker@louisvilleky.gov>; Lewis, Chris W <Chris.Lewis@louisvilleky.gov>; Peden, James <James.Peden@louisvilleky.gov>; Torsky, John N <John.Torsky@louisvilleky.gov>; Benson, Stuart <Stuart.Benson@louisvilleky.gov>; Webster, Angela <Angela.Webster@louisvilleky.gov>; Kramer, Kevin <Kevin.Kramer@louisvilleky.gov>; Thieneman, Cindy L <Cindy.Thieneman@louisvilleky.gov>; Tackett, Danielle <Danielle.Tackett@louisvilleky.gov>; James, David A <David.James@louisvilleky.gov>; First, Genevieve <Genevieve.First@louisvilleky.gov>; Horner, Aaron P. <Aaron.Horner@louisvilleky.gov>
Subject: RPF Contracts Breakdown

RPF Contracts Breakdown

Committee Members and Colleagues,

Please see below the break down of courses and proposed awards to PGA professionals. An asterisk (*) after some pros accounts represents a new development today.

I will send electronic copies of the contracts as soon as they all become available to me. I will also send copies of the proposals as soon possible. They were scanned to the system today but my Outlook account was down. I will have paper copies at the meeting or get them to you as soon as possible prior to the meeting. Sorry for that delay. Not sure what was wrong with my email. I will also get the redacted recommendation letter to the Chief of Community Building to you, as soon as possible. CM Coan has asked for a spreadsheet showing comparisons of all contracts. I am waiting for that from the procurement department, but will get it to you as soon as i receive it.

The interviews were conducted according to their response to the RFP and their proposed course. The interviews were conducted with their proposed course in mind, not the one that some actually ended up being awarded. This raised some questions in my mind as to the best fit for the course since the interviewee was answering in response to their proposed course not the course they were eventually asked to take during the interviews.

The interview questions are included in the packet along with the responses to the questions. I asked for the hand written notes that were taken by each of the committee members during the actual interviews. I didn't receive those but a very brief and sometimes vague response to the questions asked by the 5 interviewers on the committee. I have requested those again.

There were 17 questions and many didn't have an answer for each question and it was sometimes very unclear which question was being answered.

The questions and answers were not numbered.

The following are the proposals for each course according to the bidders choice:

Kevin Greenwell proposed to manage Seneca(18 hole) as his only choice.

(Mr. Greenwell is the current PGA pro at Seneca)

Mr. Greenwell was recommended to manage Seneca.

Greg Basham proposed to manage Iroquois(18 hole) as his only choice.

(Mr. Basham was the PGA pro at Cherokee Golf Course, 18 hole)

Mr. Basham was recommended to manage Iroquois.

Tommy Betz proposed to manage Vettiner(18 hole) as his only choice.

(Mr. Betz was the PGA pro at Bobby Nichols Golf Course, 18 hole)

Mr. Betz was recommended to manage Long Run.

First Tee of Louisville proposed to manage Shawnee(18 hole), their only choice.

(First Tee has not operated a Louisville Public course)

First Tee was recommended to manage Shawnee.

*as you may have seen in the email from Joel Neavell, First Tee has not signed their contract. They are meeting on Wednesday evening to vote on the contract. They ask that we consider their

unsigned contract because of time constraints.

Moe Demling proposed to manage Long Run(18 hole) as his only choice.

(Mr. Demling has been the PGA pro at Long Run Golf Course)

Mr. Demling “did not demonstrate the ability to meet the standards for operation of the city golf courses”, according to the Parks Department. Mr. Demling has been a professional with city owned courses for over 50 years.

*Mr. Demling was contacted today and offered one of the three, nine hole courses left over after negotiations failed. He declined the offer to go from a 18 hole to a 9 hole.

Barry Basham proposed to manage Sun Valley (18 hole), his only choice.

(Mr. Basham has been the PGA pro at Sun Valley Golf Course)

Mr. Basham “did not demonstrate the ability to meet the standards for operation of the city golf courses”, according to the Parks Department. Mr. Basham has been a professional with city owned courses for over 40 years.

*the procurement team tried to reach Mr. Basham by phone on Friday to offer him one of the two or three left over 9 hole courses. They asked him to call by today at 9am. He has not returned their call.

Chris Wilson proposed to manage Shawnee (18 hole) but was open to manage most courses.

(Mr. Wilson is a PGA pro currently at Audubon Golf Course)

Mr. Wilson was recommended to operate Crescent Hill, (9 hole).

*I was informed today that Mr. Wilson did not sign his contract for Crescent Hill. It appears we now have at least 3 courses without contracts. Evidently Crescent Hill course has had some greensand fairway maintenance issues that may have contributed to Mr. Wilson’s decision.

Patrick Vadden proposed to manage Vettiner, Long Run or Iroquois. All 18 holes courses.

(Mr. Vadden is a PGA pro working at Audubon Golf Course)

Mr. Vadden was recommended to operate Vettiner.

Grant Hummel proposed to manage Crescent Hill or any of the 9 courses.

(Mr. Hummel is still working on his PGA qualifications and should be qualified in 18 months and is currently employed at Seneca Golf course)

Mr. Hummel was recommended to manage Sun Valley even though our legislation does not allow a non PGA pro to manage our courses and he requested a 9 hole course. This will require Mr. Hummel to hire a PGA professional to manage the course until he receives his full PGA qualifications. This is of great concern to me, because the condition of the course does not encourage the level of play as other, better maintained courses. Many of the long time players at Sun Valley have left for other courses. I am very concerned we are setting this young man up for failure. If he fails, it has a direct affect on District 14 constituents. That being said, the Parks Department has left no other alternative for Sun Valley without managing it in house until a suitable PGA can be found.

Bobby Nichols (9 hole) did not have a recommendation for operation.

One individual, Mr. Hummel, proposed to manage any course. He requested a nine hole course.

Another Valley Station course. See a pattern here?

Cherokee (9) also did not have a recommendation for operation. Olmsted's proposal did not meet the qualifications to manage a golf course, according to the RFP.

It might be noted that there were enough proposals to cover all nine courses, but the Parks Department chose to not recommend two professionals with over 90 years experience, collectively. Their proposals speak for themselves. They both scored well on the written proposal portion of the process. In the interview portion of the process they were both scored at the bottom. Both courses they operated have had deferred maintenance issues ignored for years. Even when there was money to correct the problems, funding was invested in the better performing courses, leaving the ones that needed it the most to continue to languish. These two individuals were given lower scores in their interview portions of the process because they were not "innovative" enough, although they have been asking for years for deferred maintenance issues to be addressed. It is really hard for a golfer to say, "let's go play Sun Valley" when for the same money they can play at another metro owned course that has a uninterrupted cart path or greens that need an overhaul. It would be hard to go into an interview and be excited about knowing the same issues still exist and Parks is asking you to figure out how to fix them. I wonder how innovation has anything to do with it and everything to do with lack up support from Parks. Many improvements and product for the greens have been made and paid for by the professionals, as has been the case with most of the courses.

Thanks for taking the time to view the documents. I will see you tomorrow.

Cindi

Sent from my iPad
Cindi Fowler
D14 Councilwoman

	Base Projected Revenue	Lou Metro Share		Contractor Share		Metro projected expenditures (including utility share)	Metro: Net Income	Contractor incentive share after meeting base projected revenue	Revenue category excluded from share calculation	Contractor utility share	Contractor clubhouse supplies share	future annual projections
Seneca	\$ 1,750,000	55%	\$ 962,500	45%	\$ 787,500	\$ (564,700)	\$ 397,800	50%	lessons	50%	100%	NTE 5% increase, 10% for term
Vettiner	\$ 988,388	55%	\$ 543,613	45%	\$ 444,775	\$ (445,250)	\$ 98,363	50%	merchandise	50%	100%	NTE 10% increase
Shawnee	\$ 591,400	55%	\$ 325,270	45%	\$ 266,130	\$ (351,750)	\$ (26,480)	50%	merchandise, range	50%	100%	NTE 10% increase
Long Run	\$ 560,000	55%	\$ 308,000	45%	\$ 252,000	\$ (366,500)	\$ (58,500)	50%	merchandise	50%	100%	NTE 10% increase
Iroquois	\$ 761,700	55%	\$ 418,935	45%	\$ 342,765	\$ (458,200)	\$ (39,265)	50%	merchandise	50%	100%	NTE 5% increase
Sun Valley	\$ 404,807	55%	\$ 222,644	45%	\$ 182,163	\$ (424,200)	\$ (201,556)	50%	merchandise	50%	100%	NTE 5% increase, 18% for term
TOTAL	\$ 5,056,295		\$ 2,780,962		\$ 2,275,333	\$ (2,610,600)	\$ 170,362					