

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE WRITTEN RECOMMENDATION OF THE CITY MANAGER (AS FURTHER SET FORTH IN THE CITY COMMISSION MEMORANDUM ACCOMPANYING THIS RESOLUTION) AND WAIVING, BY 5/7THS VOTE, THE FORMAL COMPETITIVE BIDDING REQUIREMENT, FINDING SUCH WAIVER TO BE IN THE CITY'S BEST INTEREST, AND APPROVING AND AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE A CREDIT CARD PROCESSING AGREEMENT FOR THE MIAMI BEACH GOLF CLUB AND NORMANDY SHORES GOLF CLUB, WITH ETS CORPORATION, IN A FORM ACCEPTABLE TO THE CITY MANAGER AND THE CITY ATTORNEY, FOR A THREE (3) YEAR TERM, WITH TWO (2) ADDITIONAL ONE (1) YEAR RENEWALS, IN AN AMOUNT NOT TO EXCEED \$115,000.00 EACH YEAR.

WHEREAS, the Miami Beach Golf Club and the Normandy Shores Golf Club (collectively, the "Golf Clubs") re-opened in 2002 and 2008, respectively; and

WHEREAS, the management company for the Golf Clubs, Professional Course Management ("PCM"), has used "Fore! Reservations" as the point of sale and tee time reservation system for the pro shops at the Golf Clubs; and

WHEREAS, Fore! Reservations integrates with only two credit card processors, namely, ETS Corporation and Mercury; and

WHEREAS, as the City has a credit card processing agreement in place with First Data, PCM has been unable to integrate its credit card processing to the point of sale system at the Golf Clubs, which has resulted in processing credit and debit card transactions with a separate terminal; and

WHEREAS, the current setup has created a host of administrative and customer service issues, and has resulted in (i) slow payment processing and duplication of the steps the pro shop attendant needs to take to complete a transaction; (ii) increased potential for operator errors resulting from use of manual tender method for entering transaction amounts; (iii) data entry errors that complicate the daily reconciliations of sales; (iv) the inability to use gift cards, requiring staff to use more cumbersome paper gift certificates; (v) the inability to take credit card guarantees for tee time reservations to avoid no shows; and (vi) errors resulting in double billing of customers; and

WHEREAS, the Administration has researched the possibility of changing point of sale system, and has identified several credit card processing options capable of integrating with First Data, but all of them cost substantially more than the current system, with the most economical option costing over \$5,400 more annually than the current system, for each Golf Club; and

WHEREAS, in view of the increased costs to the City associated with integrating with First Data, the Administration recommends using a different credit card processing company for the Golf Clubs, ETS Corporation, in an effort to resolve the administrative and customer service issues currently being experienced, while incurring no additional expense (and potentially

reducing) credit card processing costs; and

WHEREAS, as set forth in the City Commission memorandum accompanying this Resolution, the City Manager has recommended waiving the competitive bidding requirement, as being in the City's best interest, and recommends that the Mayor and City Commission authorize the City to negotiate an agreement with ETA Corporation, in a form acceptable to the City Manager and City Attorney, for a term of three (3) years, with two (2) additional one (1) year renewal operations, to be exercised at the City Manager's discretion, and in an amount not to exceed a total of \$115,000.00 each year for both Golf Clubs.

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, that the Mayor and City Commission hereby accept the written recommendation of the City Manager and waive, by 5/7ths vote, the formal competitive bidding requirement, finding such waiver to be in the best interest of the City, and approve and authorize the Mayor and City Clerk to execute a credit card processing agreement for the Miami Beach Golf Club and Normandy Shores Golf Club, with ETS Corporation, in a form acceptable to the City Manager and the City Attorney, for a three (3) year term, with two (2) additional one (1) year renewals, in an amount not to exceed \$115,000.00 each year.

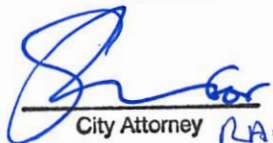
PASSED and ADOPTED this ___ day of January, 2018.

ATTEST:

Dan Gelber, Mayor

Rafael E. Granado, City Clerk

APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION




City Attorney *RAP* 1/2/18
Date

THE BOARD OF SUPERVISORS OF THE COUNTY OF ALBANY, NEW YORK, DO HEREBY CERTIFY THAT THE FOLLOWING IS A TRUE AND CORRECT COPY OF THE RESOLUTION PASSED BY THE BOARD OF SUPERVISORS OF THE COUNTY OF ALBANY, NEW YORK, ON THE 14TH DAY OF MAY, 1910, AND THAT THE SAME IS THE PROPERTY OF THE COUNTY OF ALBANY, NEW YORK, AND IS NOT TO BE USED FOR ANY OTHER PURPOSE.

RESOLUTION PASSED BY THE BOARD OF SUPERVISORS OF THE COUNTY OF ALBANY, NEW YORK, ON THE 14TH DAY OF MAY, 1910, AND THAT THE SAME IS THE PROPERTY OF THE COUNTY OF ALBANY, NEW YORK, AND IS NOT TO BE USED FOR ANY OTHER PURPOSE.

IN WITNESS WHEREOF, I HAVE HEREUNTO SET MY HAND AND SEAL OF OFFICE, THIS 14TH DAY OF MAY, 1910.

APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION


County Attorney
Albany, N.Y.