



Legislation Text

File #: 23-0442, **Version:** 1

PROPOSED CONTRACT AMENDMENT

Department(s): Department of Conservation and Experiential Programming

Vendor: Buffalo Recreation, a subsidiary of Troon, formerly known as (f/k/a) Antares Golf, LLC, f/k/a Indigo Sports, LLC, f/k/a Billy Casper Golf, Reston, Virginia

Request: Authorization for the Forest Preserves of Cook County (the "Forest Preserves") to exercise contract extension options and increase contract

Good(s) or Service(s): Campground Management Services

Original Contract Period: 12/1/2018 - 11/30/2023; with the option for two (2), 2-year extensions

Proposed Contract Period Extension: 12/1/2023 - 11/30/2025 with the option to renew for two (2) additional years (12/1/2025 - 11/30/2027), at the discretion of the General Superintendent.

Total Current Contract Amount Authority: \$4,625,000.00

Original Approval: 10/16/2018, \$4,625,000.00

Previous Increase(s): N/A

This Increase Requested: \$4,525,000.00

Estimated Fiscal Impact: FY 2024 \$1,075,000.00, FY 2025 \$1,125,000.00, FY 2026 \$1,150,000.00 (optional), FY 2027 \$1,175,000.00 (optional)

Accounts: Professional Services 51001.520840

Contract Number(s): #74000011061 and #74000011062 issued under Project #17-35-117

Concurrences: The Chief Financial Officer has approved this item. Final amendment is subject to legal review and approval.

The vendor has met the Minority- and Women-Owned Business Enterprise Ordinance via direct participation.

District(s): 4, 6, 14, 17

Summary: The contract renewal is for Campground Management Services. Buffalo Recreation, a subsidiary of Troon,

f/k/a Antares Golf, LLC, f/k/a Indigo Sports, LLC, f/k/a Billy Casper Golf, will provide staffing for the five (5) Forest Preserves Campgrounds that includes reservations, overnight staffing, daily maintenance, some marketing, and sales. The Forest Preserves will provide a base management fee and has built in both operations and performance incentives. In addition, the Forest Preserves will cover all operational costs and will take in all revenue for the Campgrounds. An RFP for this contract was advertised, two (2) proposals were submitted and an evaluation team selected Billy Casper Golf, who has since changed their corporate name, as the most responsive bidder. The original contract allowed two (2), 2-year extensions. The campgrounds will be ten (10) years old as of 2025 and this budget assumes the need for repairs and maintenance at the Campgrounds. Since 2019 the Campgrounds have hosted over two hundred seventy-five thousand (275,000) campers and our revenue has increased every year except for 2020 during the pandemic.