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Title: CONSIDER AWARDING CONTRACT SERVICES AGREEMENTS WITH SAMI'S REFEREES, LLC, AND HANGTIME SPORTS FOR ON-CALL YOUTH AND ADULT SPORTS OFFICIATING SERVICES (CITY COUNCIL)

Sponsors: Community Services

Indexes:

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Attachments: 1. Bid Register for RFP 23-009 On-Call Officiating Services for Adult and Youth Sports Programs, 2. Sami's Referees Contract 2023, 3. Hangtime Sports Contract 2023

Date	Ver.	Action By	Action	Result
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Report to Mayor and City Council

Tuesday, March 21, 2023

Consent

SUBJECT:

CONSIDER AWARDING CONTRACT SERVICES AGREEMENTS WITH SAMI'S REFEREES, LLC, AND HANGTIME SPORTS FOR ON-CALL YOUTH AND ADULT SPORTS OFFICIATING SERVICES (CITY COUNCIL)

I. SUMMARY

The City of Carson currently has an agreement with Sports Officials for You!, LLC to provide sports officiating services for the City's adult and youth sports programs, and an agreement with Hangtime Sports for backup sports officiating services. Both contracts are set to expire on March 31, 2023.

To ensure that officiating services continue without any interruption that would cause games to be missed, the Recreation Division recently completed a Request for Proposals process (RFP No. 23-009) to select one or more firms to provide on-call professional services for officiating of City's adult and youth baseball and softball, adult and youth flag football, youth soccer, and adult and youth basketball league games. The City received three proposals in response to the RFP (Exhibit No. 1).

Staff has reviewed and evaluated the proposals in accordance with the RFP and the City's Purchasing Ordinance, and now recommends City Council award contracts to two of the

proposers, as follows: (1) approve a three-year agreement with Sami's Referees LLC, in an amount not to exceed \$180,000.00 annually, or \$540,000.00 over the course of the three-year contract, to provide on-call officiating services for all of the sports/leagues (Exhibit No. 2); and (2) approve a three-year agreement with Hangtime Sports, in an amount not to exceed \$60,000.00 annually, or \$180,000.00 over the course of the three-year contract, to provide on-call officiating services for basketball, soccer and youth flag football games only. (Exhibit No. 3).

II. RECOMMENDATION

TAKE all of the following actions:

1. WAIVE any irregularities or informalities in the proposals;
2. APPROVE the proposed Contract Services Agreement with Sami's Referees, LLC, for a not-to-exceed Contract Sum of \$540,000.00 over the initial three-year term from April 1, 2023, through March 31, 2026, with City options to extend the term for up to two one-year periods thereafter (the "Sami's Agreement"; Exhibit No. 2);
3. APPROVE the proposed Contract Services Agreement with Hangtime Sports, a sole proprietorship, for a not-to-exceed Contract Sum of \$180,000.00 over the initial three-year term from April 1, 2023, through March 31, 2026, with City options to extend the term for up to two one-year periods thereafter (the "Hangtime Agreement"; Exhibit No. 3); and
4. AUTHORIZE the Mayor to execute the Sami's Agreement and the Hangtime Agreement, following approval as to form by the City Attorney.

III. ALTERNATIVES

1. REJECT all proposals, and DIRECT staff to initiate a new RFP Process.
2. TAKE another action the City Council deems appropriate.

IV. BACKGROUND

The City of Carson's Youth and Adult Sports programs offer many opportunities for people to participate in organized team sports. Current offerings include baseball, softball, basketball, flag football, and soccer, with different divisions within each sport for Youth Sports, and multiple seasons each year for Adult Sports. As such, a need for qualified, experienced sports officials exists throughout the year.

Since July of 2018, the City moved to contracting for on-call sports officiating services in levels above the clinic division for Youth Sports and for Adult Sports instead of training and

hiring sports officials in-house.

With the contract for the City’s current vendors - Sports Officials for You!, LLC and Hangtime Sports - set to expire on March 31, 2023, and staff’s desire to continue this service uninterrupted, a Request for Proposals process was initiated (RFP No. 23-009). From this endeavor, proposals were received from three firms: Sami’s Referees LLC, Hangtime Sports, and Sports Officials for You!, LLC (Exhibit No. 1).

The proposals were evaluated by a three-member city staff panel in accordance with the criteria set forth in RFP No. 23-009, consistent with CMC Section 2611(b)-(c) of the City’s purchasing ordinance, as follows:

No.	Evaluation Criteria	Points
1	Experience -Give a brief description of your company’s history. Explain your company and the employee structure. Demonstrate experience in contracts similar in scope.	35
2	Capacity to deliver requested/proposed services (i.e., Expected roster size of officials, how many games/locations per day can you cover) - Provide examples and demonstrate that the company can deliver the services efficiently and without interruptions.	25
3	Overall Cost (including primary preference to local businesses having the necessary qualifications, experience, and expertise references, if applicable per CMC 2611.1(b))	25
4	References - Provide three (3) references, to include the most recent organization for programs and services that were provided similar in nature and functionally	15
Total		100

At the conclusion of the RFP evaluation process, Sami’s Referees, LLC and Hangtime Sports were the two highest rated proposers, with cumulative scores (inclusive of all three evaluators’ scoresheets) of 276 and 270, respectively. Sports Officials for You!, LLC was ranked third by each evaluator, with a cumulative score of 235, as (among other things) its rates were significantly higher for soccer and baseball when compared to the other two vendors, and they were the only company requesting to be paid for site visits (\$50 cost per site, up to 2 site visits a day). Listed below are the submitted rates for officials from each bid:

Sports Officials 4 You

Sport	RK	1A	2A	3A/4A	Adult
Flag Football (2)	\$65	\$65	\$65	\$65	X
Soccer (1)	\$100	\$100	\$100	\$100	X
Basketball (RK-1,1A-Adt-2))	\$65	\$65	\$65	\$65	\$75
Baseball (1A/2A-1, 3A/4A-2)	X	\$95	\$95	\$95	X
Softball (1)	X	\$95	\$95	\$95	X

Assignor Fee	\$5	\$5	\$5	\$5	
Site Check (up to 2 site visits a day)	\$50	\$50	\$50	\$50	

Sami's Officials

Sport	RK	1A	2A	3A/4A	Adult
Flag Football (2)	\$55	\$60	\$60	\$60	X
Soccer (1)	\$55	\$60	\$60	\$60	X
Basketball (RK-1,1A-Adt-2))	\$55	\$60	\$60	\$60	\$60
Baseball (1A/2A-1,3A/4A-2)	X	\$65	\$70	\$75	\$75
Softball (1)	X	\$65	\$70	\$75	

Hangtime Sports

Sport	RK	1A	2A	3A/4A	Adult
Flag Football (2)	\$55	\$55	\$55	\$55	X
Basketball (1 RK, 2 1A-Adult)	\$60	\$55	\$55	\$55	\$50

The RFP provides that the City may award multiple contracts to establish an on-call panel of vendors in order to ensure not only procurement of all necessary services contemplated in the RFP, but also sufficient availability and capacity to deliver the necessary services to multiple events which may occur concurrently or at times at which a given vendor is not available. The proposed awards to Sami's Referees, LLC (for on-call officiating services for any and all sports leagues/games referenced in the RFP, as directed by the City's Contract Officer) and Hangtime Sports (for on-call officiating services for any and all basketball, soccer and youth flag football leagues/games referenced in the RFP, as directed by the City's Contract Officer) collectively meet those needs.

Therefore, staff recommends that the Council make the following award pursuant to the RFP: (i) approve a three-year agreement with Sami's Referees, LLC for the term of April 1, 2023, through March 31, 2026, at a not-to-exceed contract sum of \$540,000.00, with two optional extension periods thereafter at up to \$180,000 per year (Exhibit No. 2); and (ii) approve a three-year agreement with Hangtime Sports at not-to-exceed contract sum of \$180,000.00 for the term of April 1, 2023, through March 31, 2026, with two optional extension periods thereafter at up to \$60,000 per year (Exhibit No. 3).

V. FISCAL IMPACT

There is no fiscal impact as funds for this service have been budgeted in Adult Sports Account No. 101-90-950-561-6004, and in Youth Sports Account No. 101-90-950-701-6004.

VI. EXHIBITS

1. Bid Register. (pg. 5)
2. Draft Contract with Sami's Referees LLC. (pgs. 6 - 39)
3. Draft Contract with Hangtime Sports. (pgs. 40 - 71)

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