


# Gulf Coast Tennis Group LLC

Proposal for Operation and Management of Roger Scott  
Tennis Center



Original

**Gulf Coast Tennis Group LLC**

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# Executive Summary

The city of Pensacola is in need of a tennis facility that is the premier choice for tennis activities. The love Pensacola has for the game of tennis is abundantly strong. The local tennis community has shown they have a robust passion for tennis and a willingness to give back to the community as well as the local economy. Pensacola not only needs a premier tennis facility. Pensacola deserves it.

Gulf Coast Tennis Group was founded with the purpose to turn Roger Scott Tennis Center into the premier tennis facility Pensacola can be proud of. Founded by two tennis professionals with over thirty years of combined experience, Gulf Coast Tennis Group is prepared to take Roger Scott Tennis Center to the premier level the city of Pensacola has been waiting for.

Our strategic plan focuses on developing more tennis players at all ages and all ability levels. These priorities for development are based around the following key principles.

- Development of Junior tennis program
- Continue growth of the Greater Pensacola Ladies Tennis League (GPLTL)
- Improve focus on social activities at Roger Scott Tennis Center
- Progress playing opportunities for members/non-members of all ages and ability levels
- Emphasize a friendly environment, superior service, and clean modern amenities

Growth in youth tennis participation is the key to the long-term success of Roger Scott Tennis Center. Our directive and creative execution will resonate with avid tennis players, while simultaneously making new tennis players feel welcome and a part of our tennis community.

Gulf Coast Tennis Group will work with the community and local companies to ensure Roger Scott Tennis Center develops a new brand image. A brand image that represents a premier tennis facility, an image that Pensacola can be proud of.

# Gulf Coast Tennis Group Introduction

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- The Gulf Coast Tennis Group is led by the effective combination of Brock Sakey and Patrick Bateman. Both of whom have achieved success in their young professional careers. Brock and Patrick hold themselves to the highest professional standards and their reputation in the tennis community showcases their professionalism. Gulf Coast Tennis Group is proud to call Pensacola home and takes pride in representing the city of Pensacola.
- Driven by his love for tennis and strong work ethic, Brock has built an outstanding reputation within the Pensacola tennis community. Brock was born into tennis with his father being a local tennis director for 30+ years. Brock understands the positive impact a successful tennis program can have on a local community. As University of Central Florida's all-time leader in tennis victories, Brock's leadership skills, focus, and determination for success are second to none. Brock has been the Head Professional at one of the nicest Country Clubs in the greater NYC area for 6 years and looks to bring his incredible skillset back to Pensacola full time.
- A University of West Florida graduate, Patrick has established himself as a top teaching pro in the Pensacola area. After his successful career at the University of West Florida, Patrick has spent the last six years learning all aspects of Pensacola tennis. These aspects include: facility management, ladies league coordination (GPLTL), local junior development, hosting tournaments, fundraising, advertising, and court maintenance. Patrick's love for the city of Pensacola and the Pensacola tennis community is the driving force to his success. Patrick has worked at the two busiest tennis programs in the area and knows Pensacola inside and out.
- Together this devoted pair brings an abundance of tennis experience, business acumen, and passion. These attributes will lead to Gulf Coast Tennis Group's success at Roger Scott Tennis Center.

# **Part I: Respondent's Credentials**

## **Brock R. Sakey**

Pensacola, FL

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*Masters in Sports and Fitness and BS in Business Administration*

### **EDUCATION**

**University of Central Florida, Orlando, FL**

**Master of Arts in Sports and Fitness**

Sports Leadership Emphasis

**Bachelor of Science in Business Administration**

Major: Marketing

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### **PROFESSIONAL EXPERIENCE**

**Interlachen Country Club, Winter Park, FL**

2008-2013

Assistant Tennis Professional

- Organize camps including formatting, planning, budgeting, scheduling, communications and execution.
- Ran Junior program based on fun and improvement
- Develop pricing and promotional strategies for tennis programs
- Organize and set up events for club members
- Coached top juniors to Division I scholarships

**Rolling Hills Country Club, Wilton, CT**

2013 – Present

Head Tennis Professional

- Took part in running all aspects of the tennis program from juniors to adults
- Developed new coaching strategies and drills for the tennis program
- Enjoyed building the junior and adult programs to their highest participation rate in the club's history
- Organized and ran many successful tournaments/mixers for members
- Taught lessons and clinics to all levels of players
- Coach for one of the top Junior Players in the world
- Ran exhibitions, Pro-Ams, charity events, and corporate outings

## **University of Central Florida Men's Tennis Team**

### **Team Captain (2006-2010)**

- Led UCF to be a nationally ranked tennis team
- Elected captain of the team four consecutive years beginning sophomore year
- Demonstrated leadership skills both on and off the court
- Organized fundraising activities for University of Central Florida
- Responsible for volunteer activities for Florida Children's Hospital and Tennis Day for Kid
- Lead host/recruiter for prospective student-athletes

### **Head Coach – Gulf Breeze High School Boys (2016)**

- Led the boys team to a district title and a regional/state appearance
- Mentored, developed, and coached the best boys player in the Pensacola area
- Created a team first atmosphere with hard work and dedication towards each individual player
- Felt particularly proud and fortunate to help build the confidence, trust, and character for the team. To see the improvement and teamwork of such young adults was very rewarding

### **AWARDS AND RECOGNITION**

- Most Singles and doubles victories in UCF History
- University of Central Florida Dean's List: 2005-2010
- Conference USA Commissioner's Honors Roll: 2005-2010
- Conference USA Freshman of the Year 2006
- Three time team MVP
- Conference USA Men's Tennis 1<sup>st</sup> Team Honors
- Ranked in both NCAA singles and doubles
- Practice partner for top 100 ATP/WTA players
- Qualified for the main draw in both singles and doubles for ATP Futures Tournaments
- Men's Tennis representative for the Student Athletes Advisory Committee
- USPTA Certified

# Patrick Bateman

1249 E. Fisher St. Pensacola, FL 32503

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## EDUCATION

**University of West Florida, Pensacola, FL**

**Bachelor of Arts in Communication - 2010**

Specialty: Advertising

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## PROFESSIONAL EXPERIENCE

**Pensacola Country Club, Pensacola, FL**

2014 - Present

Director of Junior Tennis

- Produced six new tennis memberships within first year
- Organize camps/clinics including formatting, budgeting, scheduling, and communication
- Assist with grooming, watering, and maintenance of tennis courts
- Ran and Organized tournaments/mixers for members and non-members
- Instruction through private lessons/clinics to members of all ages and genders
- Assist with sales in the Pro Shop, including technical advice on equipment and sales
- Coached top juniors to Division I scholarships

**Roger Scott Tennis Center, Pensacola, FL**

2011 – 2013

Assistant Tennis Professional

- Developed new coaching strategies and drills for the junior tennis program
- Organized ladies league schedule for clinics
- Taught private lessons and clinics to all levels of players
- Planned and facilitated activities for summer camps

**University of West Florida Men's Tennis Team**

2007 – 2010

Team Captain

- Led UWF to a #2 national ranking in 2008
- Received full athletic scholarship all four years
- Demonstrated leadership skills both on and off the court
- Responsible for volunteer activities for Habitat for Humanity

### **AWARDS AND RECOGNITION**

Gulf South Conference Freshman of the Year in 2008

Ranked #48 in NCAA Division II singles

Ranked #13 in NCAA Division II doubles

Practice partner for top 200 ranked ATP players

Played Singles and Doubles ATP level events

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### **PROFESSIONAL AFFILIATIONS**

United States Professional Tennis Association (USPTA) Certified

## **Part II: Respondent's Proposed Fee Schedule and Revenue to the City**

- On the last business day of the month for March, June, September, and December the city of Pensacola would be paid \$31,250. We are open to doing a monthly payment as well, whatever is in the best interest of the city.
- The City of Pensacola would be paid \$125,000 per Fiscal year.
- Most of the revenue to pay the city would come from the membership dues for Roger Scott Tennis Center. We estimate that currently RSTC brings in roughly \$215,000 a year in dues/court fees.
- Our goal would be to grow the number of current memberships by 15% in one fiscal year
  - From 275 current paid memberships to 316

### **Family and Community**

We want to create a stronger bond between RSTC and the local tennis community. We would like to see more Member/Member tournaments as well as Member/Guest events to attract local players who might not be utilizing RSTC and all it has to offer.

We need to create a family atmosphere with events that are geared towards all ages such as pro exhibitions/parent-child/family tennis nights. We need to continue to support the local tennis community, while building awareness around the southeast about Pensacola and all Roger Scott Tennis has to offer.

### **Adding Tournaments**

Currently there are 19 "Tournaments" according to attachment 2 of the RFP. We would plan on growing that number to 30 within one calendar year. One of our goals would be to add more USTA tournaments for juniors and adults. Adding USTA events would attract both local and out of town tennis players which would generate more tax revenue for the city of Pensacola through Hotels, restaurants, and leisurely activities.



### **Junior Development**

We would be implementing the USTA's junior development program using red, orange, and green ball for our beginning and developing juniors. We would be hands on and directly oversee all aspects of the junior program, making this a top priority to our success. Developing juniors is the strength of our team. We know we could tremendously improve all areas of the junior program at Roger Scott.

We plan on having a massive junior program for beginners to the most advanced tournament players. Having local USTA/High School tournaments allows these players to showcase their talent without having to spend enormous amounts of money on travel. This allows local families to save money and essentially put that money back into the Pensacola community through RSTC.

The more exposure the city of Pensacola receives the better it is for our local economy. We have a beautiful city that is continuing to grow, and by having a premier, first class run tennis facility we would be able to bring in hundreds and potentially thousands of new people to visit our community.

### **Supporting Pensacola**

Adding revenue to our local economy is a key element to our overall success. Teaming with local companies such as "Visit Pensacola" to bring events to RSTC will help us generate this revenue. We will organize sanctioned national tennis tournaments that bring people from all over the region and nation. Hotels and restaurants will benefit from events being held at RSTC. The city of Pensacola will also benefit from the tax revenue these events generate. A 2-3 day tournament with 128 entrants has the potential to bring in over \$100k in revenue to the local economy via hotels, dining, and travel. These are the events that will help RSTC become the premier facility that will make Pensacola proud.

Our goal is to have 5 USTA sanctioned national tournaments by end of year 2. Working with Visit Pensacola will help us tap into different marketing strategies to help bring these events to our town. RSTC has the potential to be a premier tennis facility in the Southeast. It is up to us to tap into this potential and we will.

## Part III: Respondent's Staffing Plan

### Tennis Staff

We are confident we would put together the best tennis staff RSTC or Pensacola has ever seen. We say this not to put down any current or past employees, but to reiterate the strong team atmosphere we would build to ensure the smooth operation of RSTC. The level of professionalism would be nothing less than first class.

There would be a wide range of ages, gender, personalities, and playing abilities to make sure we cover the needs of all people who step foot onto the facility. It is important that we are qualified and prepared to accommodate the tennis needs from a complete beginner to a world-class player. All tennis professionals must be USPTA certified and maintain their credit hours through continuing education. Gulf Coast Tennis Group will implement a **Drug-Free Workplace Program** at RSTC.

All pros will be expected to contribute to all aspects of the tennis program. Some may specialize in certain areas/demographics, but will be expected to help out with juniors, ladies, and men's clinics.

Our plan is to start out with 10 USPTA certified professionals on staff. This should help cover the needs in ladies clinics, junior clinics, cardio clinics, men's clinics, and private lessons. Our goal would be to grow this number to 12 by expanding and growing across the board on all aspects of play. We also plan to offer a better variety and more types of clinics than are currently in place at RSTC.

**Positions within the staff:**

Directors of Tennis (1)

Assistant Director (1)

Head Professionals (2)

Ladies Coordinators (2)

Junior Coordinators (2)

Men's Coordinator (1)

Junior Professional (1)

As previously stated, these tennis professionals would be responsible to help out on ALL aspects of programming at RSTC, not just to their specialty positions. We want to be very "hands on" and able to assist members and non-members alike promptly and efficiently.

\*These employees would be 1099 and paid directly by Gulf Coast Tennis Group LLC

**Front Desk Staff**

Right now RSTC operates under a 77-hour workweek. We would like to expand that to 80 hours and be open from 9:00am to 5:00pm on Sundays as well. (Currently RSTC does not open until noon on Sundays) We have planned and budgeted for 3 front desk employees working a range from 25-40 hours without ever going into overtime. These hours would vary depending on events and holidays.

The front desk staff would be responsible for greeting/checking in members, collecting guest fees, answering phones, managing court reservations, and assisting with beverage distribution. This is a vital position to the success of RSTC. This is the first person people see when they walk in and the last person they see when they leave. We have people in place that are very hospitable, trustworthy, and will represent the city Pensacola in the finest manor possible.

### **Maintenance Staff**

We would be hiring one full time staff maintenance specialist to help conduct the upkeep of RSTC and one part time assistant. The head maintenance personnel would be primarily responsible for the preservation of the 10 clay courts. This is a full time position that is vital to our success. To maximize the efficiency of the facility it is important that these clay courts be amongst the best in the Southeast United States.

Amongst those duties the maintenance staff would be responsible for: making sure loose tennis balls/trash are picked up, water jugs are full, cup holders are full, windscreens and lines are safe/effective, and most importantly making sure RSTC is a safe and clean environment for all to enjoy. There will be many more duties and projects that come with this position based on day-to-day needs. (Ex: stocking toilet paper, restocking beverages, etc.)

One of our main goals for RSTC is to make this a first class facility on and off the court. We will only be as strong as our staff. We will provide excellent service for all who walk through the doors. Brock Sakey grew up in this area and loves the direction Pensacola is moving towards. Patrick Bateman has called Pensacola his home for 10+ years and loves this city as much as anyone. We are passionate about Pensacola and RSTC. We know in our heart we will give our all to make RSTC a place where fond memories are made and a facility Pensacola will be proud of.

## **Part IV: Gulf Coast Tennis Group Proposed Budget**

All in Dollars

<b>Expenses</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Salary	68,500	70,000	71,400
Balls	7,700	7,854	8,011
Insurance/Fees/Licenses	10,000	10,200	10,404
Check-in System	4,400	400	400
Office Supplies	3,000	3,060	3,121
Minor Equipment	2,500	2,550	2,601
Cleaning Supplies	1,200	1,224	1,248
Money to City	125,000	125,000	125,000
<b>Total Operating Expenses</b>	<b>222,300</b>	<b>220,288</b>	<b>222,185</b>
Court Fees/Membership Incoming	230,000	241,500	248,745
Net Revenue (not including Lessons/Events)	7,700	21,212	26,560

# **Part V: Gulf Coast Tennis Group Instructional Program**

## **Mission**

To develop a tennis facility that exhibits professionalism and great customer service to its members and community by

- Maintaining a professional first-class tennis facility offering many amenities
- Institute a well- balanced tennis program for both adults and juniors
- Promote sportsmanship and integrity on and off the tennis court
- Provide platform to online court reservations and class registration

## **Vision**

To build a tennis destination with a community-first mentality that has a balanced approach focused on all levels of tennis, family, and competition.

## **Junior Program**

The city of Pensacola is in need of a successful junior program. Gulf Coast Tennis Group understands the importance of a prosperous junior program. Our junior program will be called “Roger Scott Tennis Academy”. This name is important to achieving our goals. Our local community associates Roger Scott with Pensacola. When our juniors are showcasing their skills at tournaments, it is important for the local community to know who they represent. We believe teaching our youth to take pride in representing their hometown of Pensacola will lead to success. We will promote sportsmanship, integrity, and strong work ethic to our juniors. The long-term goal is to transform our juniors into successful adults.

We want RSTC to be the only place you would want your kids playing tennis. Whether a kid is 5 years old, or training to play college tennis, we will have the perfect fit for them. Our experience with beginning junior players to practicing with top 100 atp/wta players makes us very confident in our ability to accommodate all levels of players.

Right now there is no “Go-To” place for middle school/high school tennis players in the Pensacola area. We can fill this need and be able to have all the best players playing at one facility. By doing this we will create a stronger bond amongst local players and help them improve faster and more efficiently. Advanced juniors can travel with pros to gain match experience, grow as a team, and improve their chances for achieving their tennis dreams. We don’t want to only build stronger tennis players, but more importantly better people.

- Junior clinic will take place Monday-Friday
- Weekend Round Robins for juniors to fine tune match play skills
- Implement the USTA'S 10 & under youth path to progression
  - Red ball clinics (ages 4-8)
  - Orange ball clinics (ages 7-10)
  - Green ball clinics (ages 7-11)
  - Yellow ball clinics (ages 11+)

Gulf Coast Tennis Group will also implement free monthly clinics for low income families with Children. These programs are important to the community. We want to give a chance to children in tough situations to grow a love for the game of tennis.

### **Ladies league Clinics (GPLTL)**

- There are 22 Ladies league teams at RSTC
- Clinic will take place Monday-Friday (mornings and evenings)
- Clinic scheduling will be made by Director and associate Director of Tennis

The Greater Pensacola Ladies Tennis League is very important to the success of RSTC. We will work with GPLTL to ensure a smooth transition. One advantage Gulf Coast Tennis Group has is they have worked with GPLTL for years. Gulf Coast Tennis Group understands GPLTL importance to the community and local economy.

### **Women/Men's Clinic**

- There will be 2-3 women/men clinics (weekday evenings)
- Clinics will include a beginner, intermediate, and advance group
- Weekly Cardio tennis clinics (early mornings/evening)

### **Balanced Tennis Programs**

- We will provide a balanced approached promoting family and competition
- Group and Private lessons
- Competitive tournaments for adults and juniors
- 10 & Under Summer camps for juniors
- Intense summer camps for advanced juniors

<b>MONDAY</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons					
8am						
9am	Red Block					Blue Block
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3pm	Yellow Block					
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7pm	Purple Block					
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Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
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Time	Court 13	Court 14	Court 15	Court 16	Court 17	Court 18
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
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Time	Court 19	Court 20	Court 21	Court 22	Court 23	Court 24
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
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Time	Court 25	Court 26	Court 27	Court 28		
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
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<b><u>TUESDAY</u></b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons					
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Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
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Time	Court 13	Court 14	Court 15	Court 16	Court 17	Court 18		
		Ladies Match			Ladies/Mens Clinics			
		Mens Play			USTA/Tournament Play			
		Junior Clinics		Blank Spaces	Open Play			
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Time	Court 25	Court 26	Court 27	Court 28
		Ladies Match		
		Mens Play		
		Junior Clinics		Blank Spaces
		Private Lessons		
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<b>WEDNESDAY</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons					
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Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
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		Junior Clinics		Blank Spaces	Open Play	
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<b>THURSDAY</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
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		Mens Play		
		Junior Clinics		Blank Spaces
		Private Lessons		
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5pm				
6pm				
7pm				
8pm				
9pm				
10pm				

<b>FRIDAY</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons			Mixers/Events		
8am						
9am	Red Block					Blue Block
10am						
11am						
12pm						
1pm						
2pm						
3pm	Yellow Block					
4pm						
5pm						
6pm	Orange Block					
7pm						
8pm						
9pm						
10pm						

Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons			Mixers/Events	
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 13	Court 14	Court 15	Court 16	Court 17	Court 18
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 19	Court 20	Court 21	Court 22	Court 23	Court 24
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 25	Court 26	Court 27	Court 28
		Ladies Match		
		Mens Play		
		Junior Clinics		Blank Spaces
		Private Lessons		
8am				
9am				
10am				
11am				
12pm				
1pm				
2pm				
3pm				
4pm				
5pm				
6pm				
7pm				
8pm				
9pm				
10pm				



<b>Saturday</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Match			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons			Mixers/Events		
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons			Mixers/Events	
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 13	Court 14	Court 15	Court 16	Court 17	Court 18
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons			Mixers/Events	
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 19	Court 20	Court 21	Court 22	Court 23	Court 24
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons			Mixers/Events	
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 25	Court 26	Court 27	Court 28		
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons			Mixers/Events	
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

<b>Sunday</b>	Court 1	Court 2	Court 3	Court 4	Court 5	Court 6
	Ladies Matchplay			Ladies/Mens Clinics		
	Mens Play			USTA/Tournament Play		
	Junior Clinics		Blank Spaces	Open Play		
	Private Lessons			Mixers/Events		
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 7	Court 8	Court 9	Court 10	Court 11	Court 12
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 13	Court 14	Court 15	Court 16	Court 17	Court 18
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						



Time	Court 19	Court 20	Court 21	Court 22	Court 23	Court 24
		Ladies Match			Ladies/Mens Clinics	
		Mens Play			USTA/Tournament Play	
		Junior Clinics		Blank Spaces	Open Play	
		Private Lessons				
8am						
9am						
10am						
11am						
12pm						
1pm						
2pm						
3pm						
4pm						
5pm						
6pm						
7pm						
8pm						
9pm						
10pm						

Time	Court 25	Court 26	Court 27	Court 28
		Ladies Match		
		Mens Play		
		Junior Clinics		Blank Spaces
		Private Lessons		
8am				
9am				
10am				
11am				
12pm				
1pm				
2pm				
3pm				
4pm				
5pm				
6pm				
7pm				
8pm				
9pm				
10pm				

**52.209-6 FAR Protecting the Government's Interest When Subcontracting with Contractors Debarred, Suspended, or Proposed for Debarment**

1. The Government suspends or debar Contractors to protect the Government's interests. The Contractor shall not enter into any subcontract in excess of \$25,000 with a Contractor that is debarred, suspended, or proposed for debarment unless there is a compelling reason to do so.
2. The Contractor shall require each proposed first-tier subContractor, whose subcontract will exceed \$25,000, to disclose to the Contractor, in writing, whether as of the time of award of the subcontract, the subContractor, or its principals, is or is not debarred, suspended, or proposed for debarment by the Federal Government.
3. A corporate officer or a designee of the Contractor shall notify the Contracting Officer, in writing, before entering into a subcontract with a party that is debarred, suspended, or proposed for debarment (see FAR 9.404 for information on the Excluded Parties List System). The notice must include the following:
  - A. The name of the subContractor.
  - B. The Contractor's knowledge of the reasons for the subContractor being in the Excluded Parties List System.
  - C. The compelling reason(s) for doing business with the subContractor notwithstanding its inclusion in the Excluded Parties List System.

The systems and procedures the Contractor has established to ensure that it is fully protecting the Government's interests when dealing with such subContractor in view of the specific basis for the party's debarment, suspension, or proposed debarment.

Gulf Coast Hennis Group  
Company Name

  
Authorized Signature

Patrick Bateman  
Printed Name

7/7/17  
Date

**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

## VETERAN BUSINESS ENTERPRISE PARTICIPATION FORM

In order to foster economic development and business opportunities for service-disabled veterans and wartime veterans who have made extraordinary sacrifices on behalf of the nation, the City of Pensacola has adopted a Veteran Business Enterprise (“VBE”) Preference. For further information regarding this program, please refer to Section 3-3-12 AND 3-3-13 of the Code of the City of Pensacola.

**In order for a Respondent to receive credit for being VBE vendor, it must perform useful business functions on the contract, have its principal place of business in Escambia or Santa Rosa County and be certified as a veteran business enterprise by the State of Florida Department of Management Services (“DMS”) as set forth in Section 295.187 of the Florida Statutes as of the date set for submittal of bids.** For purposes of the City’s VBE Program, the Respondent’s principal place of business must be within Escambia County, FL, or Santa Rosa County, FL.

There shall be no third party beneficiaries of the Veteran Business Enterprise Preference provisions of this solicitation or resulting contract. The City of Pensacola shall have the exclusive means of enforcement of the Veteran Business Enterprise Preference Ordinance and any contract terms. The City of Pensacola is the sole judge of compliance. All solicitations and submittals awarded will be evaluated in accordance with the Code of the City of Pensacola.

If the Respondent is a qualifying VBE, please complete the boxes below: If not, mark the boxes “N/A.”

Respondent’s Name:	Respondent’s Principle Place of Business	Florida Certification Number as issued by State of Florida DMS:
N-A	N-A	N-A

**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

**MINORITY AND WOMEN BUSINESS ENTERPRISE PARTICIPATION FORM**

The City has implemented a Minority/Women Business Enterprise (MWBE) program to assist certified minority- and woman-owned businesses with identifying and participating in City of Pensacola procurement and construction opportunities as set in the Code of the City of Pensacola, Ordinance No. 04-15.

**In order for a Respondent to receive credit for being a MWBE vendor, it must perform useful business functions on the contract, have its principal place of business in Escambia, Santa Rosa, Okaloosa, Walton County in Florida or Mobile, Alabama, and have received a certification letter issued from the City of Pensacola.**

There shall be no third party beneficiaries of the Minority and Women Business Enterprise provisions of this solicitation or resulting contract. The City of Pensacola shall have the exclusive means of enforcement of the Minority and Women Business Enterprise Ordinance and any contract terms. The City of Pensacola is the sole judge of compliance. All solicitations and submittals awarded will be evaluated in accordance with the Code of the City of Pensacola.

Respondent's Name:	Respondent's Principle Place of Business

If your firm is partnering with or subcontracting with a certified M/WBE, please provide the information requested below.

NAME OF M/WBE FIRM	PARTNER OR SUBCONTRACTOR	% OF CONTRACT PERFORMANCE
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		

**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

**CITY OF PENSACOLA**  
**SMALL BUSINESS ENTERPRISE STATEMENT**  
*(RFP OR RFQ)*

The Pensacola City Council adopted Small Business Enterprise Ordinance #61-89. This ordinance encourages participation of small business in the City procurement process. Participation goals will be provided on a project by project basis, based on the availability of certified small businesses.

**A Small Business is defined as an independently owned and operated business employing 50 or fewer permanent full-time employees and having a net worth of no more than \$1 million. The business must be located in Escambia or Santa Rosa County.**

If your firm meets the criteria above, please provide the requested information below.

**VENDOR QUESTIONNAIRE**

Name of Business Gulf Coast Tennis Group  
Address 1249 E. Fisher St.  
Owner(s)'s Name(s) Brax R. Sahay / Patrick C. Bateman  
OR

If your firm is partnering with or subcontracting with a certified SBE, please provide the information requested below.

<u>NAME OF SBE FIRM</u>	<u>PARTNER OR SUBCONTRACTOR</u>	<u>% OF CONTRACT PERFORMANCE</u>
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		

**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

**DRUG-FREE WORK PLACE CERTIFICATE**

**IDENTICAL TIE BIDS** - Pursuant to Section 287.087, Florida Statutes, preference shall be given to business with Drug-Free Work Place Programs. Whenever two or more bids which are equal with respect to price, quality, and service are received for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a Drug-Free Work Place Program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a Drug-Free Work Place Program. In order to have a Drug-Free Work Place Program, a business shall:

- 1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the work place and specifying the actions that will be taken against employees for violations of such prohibition.
- 2) Inform employees about the dangers of drug abuse in the work place, the business's policy of maintaining a Drug-Free Work Place, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- 4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the work place no later than five (5) days after such conviction.
- 5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
- 6) Make a good faith effort to continue to maintain a drug-free work place through implementation of this section.

**AS THE PERSON AUTHORIZED TO SIGN THE STATEMENT, I CERTIFY THAT THIS FIRM COMPLIES FULLY WITH THE ABOVE REQUIREMENTS.**

  
\_\_\_\_\_  
Signature

  
\_\_\_\_\_  
Printed Name


**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

EXHIBIT "A"

SIGNATURE SHEET

PROPOSAL NO. 17-024

OPERATION AND MANAGEMENT OF ROGER SCOTT TENNIS CENTER

Legal Name of Firm: Gulf Coast Tennis Group  
Signature:   
Name (type/print): Patrick Bateman  
Title: Co-Owner  
Address: 1249 E. Fisher St  
City: Pensacola State: FL Zip: 32503  
Telephone: 907-928-5814 Fax No.: \_\_\_\_\_ Date: 7/7/17  
Email Address: GulfCoasttennisgroup@gmail.com

**THIS FORM MUST BE INCLUDED IN SUBMITTAL.**

(This form does not count against page total)



Date: May 23, 2017

CITY OF PENSACOLA, FLORIDA  
ADDENDUM #1  
TO THE REQUEST FOR PROPOSALS

**OPERATION AND MANAGEMENT OF ROGER SCOTT TENNIS CENTER**

RFP NO: 17-024

The following items take precedence over the documents for the above named item. All other terms and conditions shall remain the same.

**A SIGNED COPY OF THIS ADDENDUM MUST BE RETURNED WITH YOUR SUBMITTAL AS ACKNOWLEDGEMENT.**

Company: Gulf Coast Tennis Group Date: 7/09/17

Authorized Representative: Patrick Behnam Title: owner  
Printed Name

Signature: 

1. Delete Attachment 2, page 26 of the RFP. Replace it with Attachment 2 hereto attached.
2. Can you provide us with revenue information for the last 5 years?  
A revenue spreadsheet for the last five years is attached.

Date: June 22, 2017


CITY OF PENSACOLA, FLORIDA  
ADDENDUM #2  
TO THE REQUEST FOR PROPOSALS

**Operation and Management of Roger Scott Tennis Center**

RFP NO: 17-024

The following items take precedence over the documents for the above named item. All other terms and conditions shall remain the same.

**A SIGNED COPY OF THIS ADDENDUM MUST BE RETURNED WITH YOUR SUBMITTAL AS ACKNOWLEDGEMENT.**

Company: Gulf Coast Tennis Group Date: 7/19/17  
Authorized Representative: Patrick Beltran Title: owner  
Printed Name  
Signature: 

**The due date for submittal of responses has been extended from June 27, 2017 to July 10, 2017, at 2:30 P.M., local time.**

Q. Please provide the actual membership breakdown of Roger Scott's membership. The RFP provides membership levels and pricing, but not how many members are currently being billed at each level.

A.

Annual Memberships

Current Memberships as of 5/31/17	<u>Individual</u>	Current Memberships as of 5/31/17	<u>Family, Two People</u>
60	City Resident Hard Court	27	City Resident Hard Court
22	Non-City Resident Hard Court	8	Non-City Resident Hard Court
55	All Court	22	All Court
	<u>Sr. Citizen (65 &amp; Over)</u>		<u>Sr. Citizen (65 &amp; Over)</u>
13	City Resident Hard Court	1	City Resident Hard Court
10	Non-City Resident Hard Court	0	City Non-Resident Hard Court
49	All Court	22	All Court
	<u>Student (Under 18)</u>		<u>Family, Unlimited</u>
2	City Resident Hard Court		(Spouse & Children Under 18)
0	Non-City Resident Hard Court	19	City Resident Hard Court
0	All Court	0	Non-City Resident Hard Court
		6	All Court

**Electronic Articles of Organization  
For  
Florida Limited Liability Company**

L17000145169  
FILED 8:00 AM  
July 06, 2017  
Sec. Of State  
nculligan

**Article I**

The name of the Limited Liability Company is:  
GULF COAST TENNIS GROUP LLC

**Article II**

The street address of the principal office of the Limited Liability Company is:  
1249 E. FISHER ST  
PENSACOLA, FL. 32503

The mailing address of the Limited Liability Company is:  
1249 E. FISHER ST  
PENSACOLA, FL. 32503

**Article III**

The name and Florida street address of the registered agent is:  
PATRICK C BATEMAN  
1249 E. FISHER ST  
PENSACOLA, FL. 32503

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Registered Agent Signature: PATRICK BATEMAN

### **Article IV**

The name and address of person(s) authorized to manage LLC:

Title: AP  
BROCK R SAKEY  
4310 COSTA MESA  
PENSACOLA, FL. 32504

Title: AP  
PATRICK C BATEMAN  
1249 E. FISHER ST  
PENSACOLA, FL. 32503

L17000145169  
FILED 8:00 AM  
July 06, 2017  
Sec. Of State  
nculligan

Signature of member or an authorized representative

Electronic Signature: PATRICK BATEMAN

I am the member or authorized representative submitting these Articles of Organization and affirm that the facts stated herein are true. I am aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S. I understand the requirement to file an annual report between January 1st and May 1st in the calendar year following formation of the LLC and every year thereafter to maintain "active" status.

**Brock Sakey**

USTA # 11441638

USPTA # 60431

**Patrick Bateman**

USTA # 11218011

USPTA # 63640