



## City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:		File No.:	Item Type:		1 <sup>st</sup> Reading	2 <sup>nd</sup> Reading
<b>8/6/2025</b>		<b>25-276</b>	<input checked="" type="checkbox"/> <b>Resolution</b> <input type="checkbox"/> <b>Ordinance</b> <input type="checkbox"/> <b>Other</b>	Ordinance Reading	<b>N/A</b>	<b>N/A</b>
				Public Hearing	<input type="checkbox"/>	<input type="checkbox"/>
				Advertising Required	<input type="checkbox"/>	<input type="checkbox"/>
				Quasi-Judicial:	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal Impact (\$):		Account Balance (\$):		Funding Source:	Project Number:	
<b>\$69,600</b>		<b>N/A</b>		<b>N/A</b>	<b>N/A</b>	
Contract/P.O. Required		RFP/RFQ/Bid Number:		Sponsor Name:	Department:	
<input checked="" type="checkbox"/> <b>Yes</b>	<input type="checkbox"/> <b>No</b>	<b>RFP # FY 2017-2018-012 Golden Isles Tennis Center Operations</b>		<b>Cathie Schanz, CPRE</b>	<b>Parks, Recreation, and Open Spaces</b>	
Strategic Plan Focus Areas:						
<input type="checkbox"/> <b>Fiscal Stability</b>		<input checked="" type="checkbox"/> <b>Resident Services</b>		<input type="checkbox"/> <b>Public Safety</b>	<input checked="" type="checkbox"/> <b>Infrastructure &amp; Mobility</b>	
Implementation Timeline:						
Estimated Start Date: 10/30/2025				Estimated End Date: 10/29/2030		

### SHORT TITLE:

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION  
OF THE CITY OF HALLANDALE BEACH, FLORIDA,  
AUTHORIZING AMENDMENT NO. 2 TO THE GOLDEN ISLES  
TENNIS CENTER OPERATING AGREEMENT BETWEEN THE  
CITY OF HALLANDALE BEACH AND ALL FLORIDA TENNIS,  
LLC FOR THE OPERATION OF THE GOLDEN ISLES TENNIS  
CENTER, ALLOWING OPERATOR TO RETAIN HARD  
COURT FEES AND EXERCISING THE INITIAL RENEWAL  
TERM FOR AN ADDITIONAL PERIOD OF FIVE (5) YEARS;  
AND PROVIDING FOR AN EFFECTIVE DATE.**

### STAFF SUMMARY:

**Summary:**

Staff seeks City Commission approval of the Golden Isles Tennis Center Operating Agreement Amendment No. 2 and renewal between the City of Hallandale Beach and All Florida Tennis, LLC for the operation of the Golden Isles Tennis Center.

**Background:**

The City of Hallandale Beach and All Florida Tennis, LLC entered into an operating agreement for the Golden Isles Tennis Center on October 29, 2020. The initial term of the agreement is five (5) years with two (2) optional five (5) year renewal terms that may be approved at the discretion of the City Manager. The agreement was amended on April 14, 2022 to allow the option of alcoholic beverages in the Tennis Center interior and patio. All other terms and conditions of the original agreement remain in force.

There are six (6) hard court and four (4) clay courts at the Golden Isles Tennis Center. All Florida Tennis, LLC, provides a comprehensive tennis and pickleball program at the Golden Isles Tennis Center including open play, leagues, programs, lessons, clinics, tournaments, social events, summer and after school programs, as well as memberships and court rentals. They are responsible for all maintenance of the facility and also oversee the use of the basketball and bocce courts at the Tennis Center.

Per the agreement, a schedule of fees for use of the tennis center was established and approved by the City. The fee schedule was modified during the initial contract term to add fees for pickleball, to increase the light fee, and to add an hourly fee for hard court use by members. All other fees remain unchanged.

The agreement's revenue sharing terms provide that one hundred percent (100%) of gross revenue from hard court fees, light fees, membership and guest fees be paid to the City and one hundred percent (100%) of gross revenue up to \$300,000 annually from clay court fees, tournaments, private/group lessons, clinics, camps, events (except for City-organized events), ancillary services, concessions and the pro shop be retained by All Florida Tennis, LLC, with gross revenue for such items beyond \$300,000 in any year to be divided as follows: 96% to the All Florida Tennis, LLC, 4% to the City.

The Gross Revenues to date (since April, 2021) from the operation of the Tennis Center are \$3,038,326.36 as listed in Exhibit 5. The City's share of that revenue is \$320,525.53 (10.55%) and All Florida Tennis, LLC's share is \$2,717,800.83 (89.45%). While the City is responsible for the landscaping and capital repair and replacement and provides water, sewer, and electric service, the operator is responsible for all other costs to operate and maintain the facility including staffing, equipment, supplies, court and facility maintenance, minor repairs, marketing, internet, etc.

**Current Situation:**

The agreement's revenue sharing terms provides one hundred percent (100%) of gross revenue from all hard court users, including membership fees, goes to the City while All Florida Tennis, LLC provides all management and maintenance services for thier use. To help offset these costs, All Florida Tennis, LLC has requested to renew the agreement at the close of the initial term on October 29, 2025, with an amendment to the revenue sharing terms as follows:

One hundred percent (100%) of gross revenue from light fees, membership and guest fees will be paid to the City and hundred percent (100%) of gross revenue up to \$300,000 annually from court fees, tournaments, private/group lessons, clinics, camps, events (except for City-organized events), ancillary services, concessions and the pro shop will be retained by All

Florida Tennis, LLC, with gross revenue for such items beyond \$300,000 in any year to be divided as follows: 96% to the Operator, 4% to the City.

This will transfer the revenue from hard court fees to All Florida Tennis, LLC. All other fees, terms and conditions remain the same. The estimated impact is approximately \$13,900 annually and will help All Florida Tennis, LLC offset the rising costs to operate and maintain the Tennis Center. Should the City choose to exercise the first five (5) year renewal, the new expiration date of the agreement with All Florida Tennis, LLC would be October 29, 2030.

**Why Action is Necessary:**

Pursuant to Code of Ordinances, in accordance with Procurement Code Section 23-12 Procedures for purchases in excess of \$50,000, (7) Change Orders, Any change in the contract price, scope of work or time for completion of any project following the award of a contract shall be by a written change order, approved by the city manager and executed with the same formalities as the contract. a. The city manager may approve any change orders so long as the total sum of all change orders does not exceed the total amount awarded by the city commission by more than either ten percent of the contract cost or \$50,000.00, whichever is less. The scope of any project may not be changed without prior approval of the city commission.

**Cost Benefit:**

The procurement of the Operating Agreement for Golden Isles Tennis Center through an outside vendor is more cost effective for the City than utilizing staff to operate the facility. All Florida Tennis, LLC has been an excellent partner to the City, and it would be in the City's best interest to renew the agreement for the first five (5) year renewal period as stipulated in RFP # FY 2017-2018-012.

**PROPOSED ACTION:**

Staff recommends the City Commission approval of the Golden Isles Tennis Center Operating Agreement Amendment No. 2 and renewal.

**ATTACHMENT(S):**

- Exhibit 1 - Resolution
- Exhibit 2 - Golden Isles Tennis Center Operating Agreement Amendment No. 2
- Exhibit 3 - Golden Isles Tennis Center Operating Agreement
- Exhibit 4 - Golden Isles Tennis Center Operating Agreement Amendment No. 1
- Exhibit 5 – Revenues Recap GITC 2021-063025

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