

**CITY OF LAREDO  
CITY COUNCIL MEETING  
M-2015-R-05  
CITY COUNCIL CHAMBERS  
1110 HOUSTON STREET  
LAREDO, TEXAS 78040  
APRIL 6, 2015  
5:30 P.M.**

**I. CALL TO ORDER**

With a quorum present, Mayor Pete Saenz called the meeting to order.

**II. PLEDGE OF ALLEGIANCE**

Mayor Pete Saenz led in the pledge of allegiance.

**III. ROLL CALL**

Pete Saenz,	Mayor
Rudy Gonzalez,	District I
Esteban Rangel,	Mayor Pro-Tempore, District II
Alejandro Perez, Jr.,	District III
Juan Narvaez,	District IV
Roque Vela, Jr.,	District V
Charlie San Miguel,	District VI
Roberto Balli,	District VIII
Gustavo Guevara, Jr.	City Secretary
Jesus Olivares,	City Manager
Cynthia Collazo,	Deputy City Manager
Horacio De Leon,	Assistant City Manager
Raul Casso,	City Attorney

**IV. MINUTES**

Approval of the minutes of March 16, 2015 and March 24, 2015.

Motion to approve the March 16, 2015 and March 24, 2015 minutes.

Moved: Cm. Narvaez

Second: Cm. Balli

For: 6

Against: 0

Abstain: 0

Cm. Perez was not present.

## V. COMMUNICATIONS AND RECOGNITIONS

### Communiqués

- a. Presentation by the Laredo Commission for Women's Hall of Fame Inductees Program.

Motion to table this item.

Moved: Cm. Vela

Second: Cm. Gonzalez

For: 7

Against: 0

Abstain: 0

### Recognitions

- a. Recognizing the United South High School Boys Basketball Team for winning the District Championship.

Mayor Saenz and City Council congratulated team members Raul De Leon, Edward Lopez, EJ Palacios, Eric Serrano, Isaiah Martinez, Ricky Cantu, Jose Arriaga, Kike Garza, Tony Gonzalez, Stevan Serrano, Louie Ibarra, Carlos Talamante, Jerry Lopez, David Rodriguez, Johnny Bravo, Joel Johnson, Cris Leal and Manny Hernandez and presented them with certificates of recognition.

- b. Recognizing the United South High School Girls Basketball Team on their Class 6A - Region 4 Regional Semi-Finalists.

Mayor Saenz and City Council congratulated team members Rosette Ponce, Mayra Perez, Carolina Berlanga, Stephanie Ramos, Lilly Garza, Jackie Trevino, Maura Salazar, Lizbeth Martinez, Valerie Leone, Emily Sifuentes, Lilly Hernandez, Samantha Zamora, Daffanie Hernandez, Belinda Ugarte, Monica Molina, Stacy Garza and Liz Vasquez and presented them with certificates of recognition.

### Citizen comments

Veronica Orduño announced that April is Autism Awareness and asked Council to wear their pin to provide awareness and support and help.

Fred Dickey stated that the city had provided two things, an NEZ and a TIRZ, and these things needed to continue for growth. He added that he was in favor of the Municipal Management District.

Sandra Rocha Taylor stated that they have been told that many cities with MMD

were improving their downtown areas; however, Austin does not have an MMD but rather a public improvement district created by the Downtown Austin Alliance which collected signed, notarized petitions from property owners within the district and approached city council to create it. She added that the City of Austin contracts the Downtown Austin Alliance, a 501C-4, to manage the district. She went on to suggest that perhaps the City of Laredo could regroup and get new people on board, new ideas, and better information but above all, support from business and property owners. She asked that they dissolve the CLMMD that was created without transparency, support or input and start from scratch.

Richard A. Sandoval spoke in favor of the CLMMD.

Patricia Barrera spoke against the CLMM District.

Carol Alexander spoke in favor of the CLMMD.

Maria Elena Morales spoke against the CLMMD.

Roque Haynes, member of the CLMMD, reported that notices have always been sent out of the meetings of the CLMMD and they encouraged the public to attend.

## **VI. APPOINTMENTS TO COMMISSIONS, BOARDS AND COMMITTEES**

- a. Appointment by Mayor Pro-Tempore Esteban Rangel of Guillermo "Memo" Castro to the Airport Advisory Board.

Motion to approve the nomination of Guillermo "Memo" Castro to the Airport Advisory Board.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

- b. Appointment by Mayor Pro-Tempore Esteban Rangel of Patricia Davila to the Municipal Civil Service Commission.

Motion to approve the nomination of Patricia Davila to the Municipal Civil Service Commission.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

- c. Appointment by Council Member Rudy Gonzalez, Jr., of Justin Hundsnurscher to the Historic District/Landmark Board.

Motion to approve the nomination of Justin Hundsnurscher to the Historic District/Landmark Board.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

- d. Appointment by Council Member Alejandro "Alex" Perez of Tommy Gutierrez to the Charter Review Commission.

Motion to approve the nomination of Tommy Gutierrez to the Charter Review Commission.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

- e. Appointment by Council Member Roque Vela, Jr., and Council Member Charlie San Miguel of Paul Saenz to the Regional Mobility Authority Board of Directors.

Motion to approve the nomination of Paul Saenz to the Regional Mobility Authority Board of Directors.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

- f. Appointment by Council Member Roque Vela, Jr., of Jesus "Chuy" Dominguez to the Charter Review Commission.

Motion to approve the nomination of Jesus "Chuy" Dominguez to the Charter Review Commission.

Moved: Mayor Pro Tem Rangel

Second: Cm. Vela



Motion to close the public hearing and introduce.

Moved: Cm. Vela

Second: Mayor Pro Tem Rangel

For: 6

Against: 0

Abstain: 0

Ordinance Introduction: City Council

## **VIII. INTRODUCTORY ORDINANCES**

2. Authorizing the City Manager to convey an easement and right of way to AEP Texas Central Company located at, and to serve the Max Mandel Golf Course Lift Station off FM 1472, one (1) conveyance over a tract of land containing 2,688 square feet of land, more or less, out of a 270.00 acre tract, situated in Porcion 06, Abstract 38 as described in easement conveyance attached as Exhibit "A"; and providing for an effective date. (Approved by Operations Committee)

Ordinance Introduction: City Council

3. Authorizing the City Manager to approve a sublease of Air Cargo Warehouse space constructed by Air Trade Laredo, LLC, on the leased premises approved by Ordinance No. 2011-O-148 dated November 7, 2011 between the City of Laredo as Lessor and Air Trade Laredo, LLC, as Lessee, for the premises consisting of 27,168 sq. ft., located at 4603 Maher at the Laredo International Airport. Said lease provides for the right to sublease subject to City approval, which approval shall not be unreasonably withheld. The sublease is to RobertShaw Controls Company, a Delaware Corporation. (Approved by Operations Committee)

Ordinance Introduction: City Council

4. Authorizing the City Manager to execute a lease with Trecon Investments Corporation, as lessee, for a tract of land consisting of 83,425.70 sq. ft., and located on Block No. 23, Tract "2B" at the Laredo Airport, Subdivision Plat. Lease term is for twenty (20) years commencing on May 1, 2015 plus, two (2) consecutive ten (10) year renewal options. Initial monthly rent shall be \$2,780.00 and will be adjusted annually according to changes in the Consumer Price Index; and rent adjustments based on appraisals at each ten (10) year anniversary period; providing for an effective date. (Approved by Finance & Operations Committees)

Ordinance Introduction: City Council

5. Authorizing the City Manager to execute a Lease Agreement with Dauntless, a Texas Sole Proprietorship, for approximately 1,460 square feet of building space located at 1701 E. Hillside, Suite No. 2 at the Laredo International

Airport, Block 15, Lot 1. The initial monthly rent shall be \$1,400.00 and will be adjusted annually according to the changes in the Consumer Price Index (CPI). The term shall commence on May 1, 2015 and shall terminate on April 30, 2016, plus two (2) one-year renewal options until April 30, 2017 and April 30, 2018, providing for an effective date. (Approved by Finance & Operations Committees)

Ordinance Introduction: City Council

**IX. FINAL READING OF ORDINANCES**

Motion to waive the final reading of Ordinances 2015-O-036, 2015-O-037, 2015-O-038, 2015-O-039, 2015-O-040, 2015-O-041, 2015-O-042, 2015-O-043, 2015-O-044, 2015-O-045, 2015-O-046 and 2015-O-047.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

6. 2015-O-036 Authorizing the City Manager to amend the FY 2014-2015 Department of Community Development Budget by increasing revenues and expenditures in the amount of \$353,098.00 in order to appropriate Community Development Block Grant (CDBG) funds available due to a repayment to the U.S. Department of Housing and Urban Development for the cancelation of the Plaza Theater Acquisition project funded with CDBG Funds.

Motion to adopt Ordinance 2015-O-036.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

- 2015-O-037 Amending the City of Laredo's FY 2015 Sports and Community Venue Fund budget by appropriating a drawdown from fund balance in the amount of \$525,000.00 for partial payment to Laredo Baseball Holding, Inc. ("LBH") for the leasing and operations of the ballpark. Funding is available in the Sports and Community Venue Fund.

Motion to adopt Ordinance 2015-O-037.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

2015-O-038 Amending the City of Laredo's FY 2015 Hotel Motel budget by appropriating expenditures from a draw down of \$220,000.00 from the Hotel Motel opening balance to increase the funding transferred out to the Laredo Convention & Visitors Bureau in the amount of \$200,000.00 for marketing the Lemurs and/or other events at the stadium and \$20,000.00 for the Texas Historical Commission tourism product development start-up costs. Furthermore, amending the FY 2015 Laredo Convention & Visitors Bureau operating budget by appropriating revenues and expenditures in the amount of \$220,000.00, which are being funded by the Hotel Motel Fund.

Motion to adopt Ordinance 2015-O-038.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

2015-O-039 Amending Ordinance 2006-O-019 of the City of Laredo authorizing a Conditional Use Permit for a kiosk/food stand by adding a meat market to the existing grocery store on Lot 12, Block 446, Eastern Division, located at 202 W. San Carlos Street; providing for publication and effective date.

Motion to adopt Ordinance 2015-O-039.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

2015-O-040 Amending the Zoning Ordinance (Map) of the City of Laredo by rezoning the West 2/3 of Lot 8, Block 876, Eastern Division, located at 2701 N. Meadow Avenue, from R-3 (Mixed Residential District) to B-1 (Limited Commercial District); providing for publication and effective date.

Motion to adopt Ordinance 2015-O-040.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

2015-O-041 Amending the Zoning Ordinance (Map) of the City of Laredo by rezoning Lot 1, Block 1, Jacaman Ranch Subdivision Unit V, located at 6402 N. Bartlett Avenue, from B-1 (Limited Commercial District) to B-3 (Community Business District); providing for publication and effective date.



Motion to adopt Ordinance 2015-O-041.

Moved: Cm. Vela  
Second: Cm. Narvaez  
For: 6    Against: 0    Abstain: 0

2015-O-042 Amending the Zoning Ordinance (Map) of the City of Laredo by authorizing a Special Use Permit for a restaurant selling alcohol on Lots 1 and 3, Block 367, Western Division, located at 1802 Santa Ursula Avenue; providing for publication and effective date.

Motion to adopt Ordinance 2015-O-042.

Moved: Cm. Vela  
Second: Cm. Narvaez  
For: 6    Against: 0    Abstain: 0

2015-O-043 Amending the Zoning Ordinance (Map) of the City of Laredo by rezoning Lot 3A, Block 1, Encino Plaza Unit 2A, located at 1211 Del Mar Boulevard, from B-3 (Community Business District) to B-4 (Highway Commercial District); providing for publication and effective date.

Motion to adopt Ordinance 2015-O-043.

Moved: Cm. Vela  
Second: Cm. Narvaez  
For: 6    Against: 0    Abstain: 0

2015-O-044 Amending the Zoning Ordinance (Map) of the City of Laredo by rezoning Lot 2, Block 2, Martinez Business Park Subdivision Unit I, located at 6703 McPherson Road, from B-3 (Community Business District) to B-4 (Highway Commercial District); providing for publication and effective date.

Motion to adopt Ordinance 2015-O-044.

Moved: Cm. Vela  
Second: Cm. Narvaez  
For: 6    Against: 0    Abstain: 0

2015-O-045 Authorizing the City Manager to execute a lease agreement renewal with Securitas Security Services USA, Inc., for approximately 120 square feet of office space and an exclusive office entry lane of approximately 1,020 square feet at Bridge II.



(This item replaces agenda item No. 14 , Final Reading of Ordinance No. 2015-O-024)

Motion to adopt Ordinance 2015-O-047.

Moved: Cm. Vela

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

## **X. MOTIONS**

7. Authorizing the City Manager to execute a contract with the Laredo Development Foundation in the amount of \$239,000.00 for the remaining six (6) months of FY 2015-2016. This contract will be a mutual partnership in order to further develop the business and industrial markets of our community. Funding is available in the General Fund. (Approved by Finance Committee)

Motion to approve.

Moved: Cm. Balli

Second: Cm. Gonzalez

For: 6

Against: 0

Abstain: 0

Cm. San Miguel was not present.

## **XI. CONSENT AGENDA**

Motion to approve the Consent Agenda.

Moved: Mayor Pro Tem Rangel

Second: Cm. Gonzalez

For: 6

Against: 0

Abstain: 0

## **XI (a) RESOLUTIONS**

8. 2015-R-28 Authorizing the City Manager to accept a grant in the amount of \$763,195.00 to fund the Laredo Police Department HIDTA Task Force and a grant in the amount of \$47,600.00 to fund the Rio Grande Valley Financial HIDTA Task Force. Both grants are funded by the Executive Office of the President, Office of the National Drug Control Policy (ONDCP), and High Intensity Drug Trafficking Area (HIDTA) at no cost to the City. Funding will be used to pay personnel salaries, fringe benefits, overtime, travel and operating expenses from January 1, 2015 through December 31, 2015. Funding for the Rio Grande Valley Financial Task

Force will be used for payment of fringe benefits, overtime, and operating expenses from January 1, 2015 through December 31, 2015.

9. 2015-R-29 Authorizing the City Manager to accept a donation from Hill Top Farm, LTD., of the surface only for a tract of land being a detention pond of approximately 5.9869 acres, legally described as Lot 12 -A, Block 22B, Los Presidentes Subdivision, Unit VII as per re-plat recorded in Volume 16, Page 3, Webb County Plat Records, herein provided as Exhibit A. The property will be used for municipal drainage and recreational purposes.
  
10. 2015-R-30 Authorizing fee waivers and a tax abatement agreement between the City of Laredo and Arturo Smith Jr., for the rehabilitation of residential property located at 2201 Guerrero St., Lot 1 W1/2-2 Block 1273 Eastern Division. The proposed residential property eligible for rehabilitation includes rehabilitation of the existing 1,107 sq. ft. structure in the total amount of \$10,054.08 which is equal to or in excess of 20% of the Base Value of the property in accordance with authorized guidelines and criteria established for the Neighborhood Empowerment Zone (NEZ). This agreement will be for a five (5) year period and will consist of an estimated annual tax abatement total of \$64.04 and estimated total fee waiver of \$307.50 on new improvements for the purpose of economic development. Guidelines and criteria for the agreement are set forth in the attached agreement and information.

**XI (b) MOTIONS**

11. Authorizing the City Manager to amend the City of Laredo’s 2014 Consolidated One-Year Action Plan for the purpose of reprogramming Community Development Block Grant (CDBG) funds totaling \$892,075.00. It is proposed that the funds be utilized to fund the construction of a soft surface track at De Llano Park, \$125,000.00; rehabilitation of the Santo Niño Community Center, \$350,000.00; District V Median Beautification Phase III, \$63,977.00; and the acquisition, design, and construction of a neighborhood park in the San Francisco neighborhood \$353,098.00. It is further proposed that the newly created projects be funded through the use of fund balances and canceled projects identified below:

**CDBG FUND BALANCES TO BE REPROGRAMMED  
33rd, 34th, 35th, 36th, 37th, 39th, and 40th Action Years**

Sidewalks District V Project 37	\$3,660
Eistetter Facility Expansion	\$4,893
Chacon Creek Acquisition	\$67,843

Sidewalks District V Project 43	\$112,874
Taylor Park Parking	\$653
Eistetter Park Court Shade	\$4,480
Sidewalks District V Project 57	\$62,417
Cigarroa Park Area Improvements	\$82,157
Total Fund Balances	\$338,977

PROJECTS TO BE CANCELED

Cigarroa Splash Park	\$200,000
Plaza Theater Acquisition (Repayment)	\$353,098
Total	\$553,098

(Approved by Finance Committee)

12. Consideration for approval of the South Laredo Library Facility (Site Work Package which included site work and drainage package, carpentry package, structural steel and roof framing package, glass and glazing package, doors and windows package, millwork package, and metals package) as complete, ratification of change order No. 2, an increase of \$19,504.16, ratification of change order No.3, an increase of \$18,427.20 for the balance of quantities actually constructed in place, and ratification of the release of retainage to American Construction Consulting, LLC., Laredo, Texas. Final construction contract amount is \$1,559,580.41. Funding is available in the Friends of the Library Fund and 2008 C.O.
13. Consideration for approval of the South Laredo Library Facility, trade packages namely: Division 9: Finishes Package including tile work, clay brick pavers, ceiling work, and carpeting work; Division 10: Specialties Package including miscellaneous specialties, solid plastic partitions, flag poles, architectural signage, operable walls, and toilet room accessories as complete, ratification of change order No. 1, for no change in contract amount, ratification of change order No. 2, a decrease of \$10,160.52 for the balance of quantities actually constructed in place, and ratification of the release of retainage to American Construction Consulting, LLC. Final construction contract amount is \$547,229.87. Funding is available in the Friends of the Library Fund, Capital Improvement Fund, and 2006 C.O.
14. Consideration for approval of the South Laredo Library Facility (Masonry and Stucco Package) as complete, ratification of change order No.1, an increase of \$2,086.23, ratification of change order No.2, an increase of \$5,176.07 for the balance of quantities actually constructed in place, and ratification of the release of retainage to American Construction Consulting, LLC., Laredo, Texas. Final construction contract amount is \$340,967.59. Funding is available in the 2008 C.O.
15. Consideration for approval of the South Laredo Library Facility (Painting Package) as complete, ratification of change order No.1, a decrease of

\$570.25 for the balance of quantities actually constructed in place, and ratification of the release of retainage to American Construction Consulting, LLC., Laredo, Texas. Final construction contract amount is \$99,479.75. Funding is available in the Capital Improvement Fund.

16. Consideration for approval of the San Jose Subdivision Block Wall as complete, release of retainage, and approval of final payment in the amount of \$3,850.00 to Zavala's Construction, Laredo, Texas. Final construction contract amount is \$57,850.00. Funding is available in the 2010 C.O. and 2014 C.O.
17. Authorizing the City Manager to enter into contract FY15-027 for the Laredo Lemurs Baseball 2015 Season Visiting Team and Special Events lodging expenses with TownPlace Suites. The contract amount is not to exceed \$111,000.00. Funding is available in the Laredo Convention and Visitors Bureau FY 2014-2015 Budget.
18. Consideration to renew the existing annual contract FY14-048 to Southern Sanitation, Laredo, Texas, in an amount up to \$73,627.44, to provide trash collection services for large volume containers. These services will be required for various city operations such as the Airport, Bridge System, Parks and Leisure, Public Access, Fleet Management, Traffic, Transit, Municipal Housing, Environmental Engineering, Utilities, and Solid Waste Departments. The contract vendor is also required to provide these containers for special events such as the Household Collection Event. There will be no price increase during this extension period. The term of this contract shall be for a period of one (1) year beginning as of the date of its execution. Funding for these services are available in various departmental funds.
19. Consideration to award a contract for the purchase of motor vehicles requested by Police Department utilizing sole source provider and BuyBoard Cooperative Contract Pricing to the following vendors:
  1. Silbee Ford, Silbee, Texas in the amount of \$508,543.30 for the purchase of fifteen (15) vehicles; and
  2. Victory Police Motorcycles, Tucson, Arizona in the amount of \$253,973.20 with a trade allowance of \$66,000.00 for a net total of \$187,973.20 to purchase of eight (8) motorcycles.

Funding is available from 2007 Contractual Obligation Bond Proceeds.

20. Consideration to renew the existing annual contracts FY14-002 for the purchase of Original Equipment Manufacturer (OEM) parts/service for the City's Case and John Deere equipment currently awarded to:

1. RDO Equipment, South Fargo, North Dakota, in an amount up to \$90,000.00; and
2. Nueces Power Equipment, Corpus Christi, Texas, in an amount up to \$50,000.00.

All parts will be secured on an as needed basis. There will be no price increase during this extension period. The term of these contracts shall be for a period of one (1) year beginning as of the date of its execution. Funding is available in the Fleet Maintenance Budget.

21. Consideration to renew the existing annual contracts FY14-053 with the following vendors:

1. Laredo Cycle Sports, Laredo, Texas in an amount up to \$20,000.00; and
2. Corpus Christi Cycles, South Padre Island, Texas in an amount up to \$15,000.00,

for the purchase of motorcycle Original Equipment Manufacturer (OEM) parts/services for the City's Police motorcycles. The term of these contracts shall be for a period of one (1) year beginning as of the date of its execution. All parts and services will be purchased on an as needed basis. Funding is available in the Fleet Maintenance Budget.

22. Consideration to renew an existing annual contract FY14-046 to McNeilus Truck & Manufacturing, Dodge Center, Minnesota in an amount not to exceed \$160,000.00, for the purchase of McNeilus Original Equipment Manufacturer (OEM) equipment repair parts and service for the City's refuse trucks. There will be no price increase during this extension period. The term of this contract shall be for a period of one (1) year beginning as of the date of its execution. All parts and services will be secured on an as needed basis. Funding is available in the Fleet Maintenance Budget.

23. Consideration to award contract number FY15-029 to the lowest bidder, Olympia Landscaping, Laredo, Texas, in an amount up to \$20,000.00 for landscaping and lawn maintenance services for the Old Federal Courthouse, and City Hall (Downtown). The vendor shall provide all the labor, supervision, equipment, and materials needed for the mowing, collection of trash and debris, collection of rubbish, the cutting and trimming of all trees and vegetation, mulching, and removal and replacement of shrubbery (when needed). The term of this contract shall be for a period of one (1) year beginning as of the date of its execution. The contract may be extended for six, additional one (1) years periods each upon mutual agreement of the parties. Services shall be provided twice a month. Funding is available in the

Public Works and City Hall Department Funds.

24. Consideration to authorize the purchase of a Modular Building 28 feet by 70 feet, from Ramtech Building System, Mansfield, Texas, through the BuyBoard Cooperative Purchasing Contract No. 463-14 in the amount of \$133,830.00. This modular building will be used for the Health Department Northwest WIC Clinic. Currently the City of Laredo Health Department Northwest WIC Clinic Site 13-10 operates in a modular building that was purchased in September of 1999, which is in dire need of repairs. As a full-time clinic, Site 13-10 serves approximately 1,650 participants. Funding is available in the Health Department's WIC Operational Budget.
25. Consideration to renew the existing annual service contracts FY14-051 to the following vendors:
  1. LED Electric and Lighting Contractor (Primary Vendor), Laredo, Texas in an amount up to \$150,000.00; and
  2. Castillo Electric & Facility Services (Secondary Vendor), Laredo, Texas in an amount up to \$50,000.00,for electrical repair services to include, but not limited to: minor repairs, maintenance of various systems, subsystems, and/or equipment devices for various City Departments. There will be no price increase during this extension period. The term of these contracts shall be for a period of one (1) year beginning as of the date of its execution. All services will be purchased on an as needed basis. Funding is available in respective departmental budget.
26. Consideration to authorize a purchase contract with RZ Communications, the only authorized dealer for the acquisition of Mobileye Vehicle Detection System and Zebra Mobile Printers, and the purchase of Mobile Computer Terminals (MCT'S) through contract No. DIR-TSO-2520 for the new Police Department patrol vehicles in the amount of \$133,468.95. Funding is available in the 2007 Certificate of Obligation Bond.
27. Consideration to award a two (2) year contract FY15-020 to Laredo Spring Water, Laredo, Texas in the estimated annual amount of \$30,000.00 for rental of water dispensers and purchase of water for various departments. This is a two (2) year contract and can be extended for one (1) additional one year contract with the same specifications and pricing, upon mutual consent. Funding is available on the respective departmental accounts.
28. Consideration to award contracts for the purchase of heavy equipment and trucks for various city departments utilizing HGAC, BuyBoard, and TXMAS Cooperative Contract Pricing to the following vendors:



1. Santex Truck Center, San Antonio, Texas in the amount of \$236,271.00 for the purchase of three (3) cab and chassis for three potpatchers;
2. Bergkamp, Salina, Kansas in the amount of \$312,612.00 for the purchase of three (3) flameless patcher body's;
3. Tymco, Waco, Texas in the amount of \$800,136.00 for the purchase of four (4) street sweepers;
4. Caldwell Country, Caldwell, Texas in the amount of \$347,423.00 for the purchase of one (1) aerial bucket truck, three (3) Chevrolet Tahoes, four (4) Chevrolet Colorado Trucks, and one (1) Chevrolet LTZ Suburban;
5. RDO Equipment, San Antonio, Texas in the amount of \$302,778.25 for the purchase of one (1) wheel loader and two (2) backhoe loaders;
6. Silsbee Ford, Silsbee, Texas in the amount of \$102,776.00 for the purchase of three (3) Ford F250's and one (1) Ford F150 trucks;
7. Nueces Power Equipment, Laredo, Texas in the amount of \$49,953.36 for the purchase of one (1) Broce Broom;
8. Professional Turf Products L.P., San Antonio, Texas in the amount of \$54,130.00 for the purchase of one (1) Toro Reel Mower.

Funding is available from 2007 Contractual Obligation Bond Proceeds, Sports and Community Venue and Capital Improvement Fund.

29. Consideration to renew the existing annual contract FY13-039 to Romo Contractors, Laredo, Texas in an amount up to \$150,000.00 for concrete repairs of sidewalks, driveways, and curbs as a result of water line break repairs made by the Utilities Department. All work will be performed on an as needed basis required due to utility repairs. There will be no price increase during this extension period. The term of this contract shall be for a period of one (1) year beginning as of the date of its execution. Funding is available in the Water and Wastewater Department Fund.
30. Consideration to renew the existing annual service contract FY14-052 to Delta House Electric & Motor, Freer, Texas in an amount up to \$350,000.00 to provide electric motor repair service for the Utilities Department. Repairs are for motors with horsepower ratings from 1/8 HP to 400 HP that are used in water and wastewater operations. There will be no price increase during this extension period. The term of this contract shall be for a period of one (1) year beginning as of the date of its execution. All services will be purchased on an as needed basis. Funding is available in the Utilities Department Fund.

31. Consideration to authorize a purchase contract with Motorola, Inc., through the Houston-Galveston Area Council of Governments (H-GAC) Cooperative Purchasing Program contract No. RA05-12, in the amount of \$124,528.00 for the purchase of twenty-three (23) mobile radios for the new Police Department patrol vehicles and motorcycles. Funding is available in the 2007 Certificate of Obligation Bond.
32. Consideration to authorize a purchase contract with the sole source provider, Utility Associates, Inc., in the amount of \$149,385.00 for the purchase of twenty-three (23) digital video camera systems for the new Police Department patrol vehicles and motorcycles. Funding is available in the 2007 Certificate of Obligation.
33. Consideration to authorize a purchase contract with Motorola Inc., through the Houston-Galveston Area Council of Governments (H-GAC) Cooperative Purchasing Program, in the amount of \$106,793.75 for the purchase of twenty-five (25) portable radios for the Police Department. Funding is available in the Police Department Trust Fund.
34. Consideration to authorize a purchase contract with Insight Public Sector, through DIR contract No. TSO-2542, in the amount of \$68,347.45 for the purchase of hardware equipment in order to replace obsolete equipment from the core infrastructure of the Police Department. This equipment needs to be replaced in order to be in compliance with Criminal Justice Information Services (CJIS). Funding is available in the Police Department Trust Fund.
35. Authorizing the City Manager to execute Amendment No. 4, an increase of \$285,650.00, to the professional engineering services contract with Sherfey Engineering Company, L.L.C., for the 1.75 MGD Sombrettillo Wastewater Treatment Plant. This amendment includes revision to the plans and specifications with the intention of reducing the overall construction costs to meet the City's budget. The total new contract amount including this amendment is \$2,235,550.00. Funding is available in the 2011 Sewer Revenue Bond.

Motion to table.

Moved: Mayor Pro Tem Rangel

Second: Cm. Gonzalez

For: 6

Against: 0

Abstain: 0

36. Authorizing the City Manager to execute and award a contract to Terracon Consultants, Inc., of Laredo, Texas, in the amount of \$44,545.00 for construction material testing services for Sombrettillo Wastewater Treatment Plant Project - Construction of Quivira Drive including the installation of the water and wastewater pipeline. Funding is available in the

2011 Sewer Revenue Bond.

37. Awarding a construction contract to REIM Construction Inc., Mission, Texas in the amount of \$1,299,166.90 for the Alta Vista Waterline Replacement Project. The project consists of approximately 11,200 linear feet of 8"-12" PVC water mains with related valves, appurtenances and incidentals. The contract time is one hundred eighty (180) working days. Funding is available in the 2014 Water System Revenue Bond.
38. Authorizing the City Manager to release 3% of the total retainage in the amount of \$1,245,631.98, to Pepper-Lawson Waterworks, LLC, Houston, Texas, for South Laredo WWTP Expansion from 6 to 12 MGD. The plant is 96% complete, treating an average of 7.1 MGD, demolition of two (2) structures are pending and punch list items are currently being addressed by the general contractor. The contract amount remains the same at \$43,666,280.00. Funding is available in the 2012 Sewer System Revenue Bond and by a \$48,750,000 loan from Texas Water Development Board (TWDB). Final approval will also be required from TWDB.
39. Authorizing the City Manager to approve the construction agreement with AEP Texas Central Company in the amount of \$88,166.74 for the Jefferson Water Treatment Plant (JWTP) Administration Building Project. This agreement is required in order for AEP to provide all necessary equipment to supply power to the project. Funding is available in the 2013 Water Revenue Bond.

END OF CONSENT AGENDA

**XII. GENERAL COUNCIL DISCUSSIONS AND PRESENTATIONS**

40. A. Request by Mayor Pete Saenz
  1. Presentation by Laredo Housing Authority on providing affordable housing to Laredo.

Motion to table.

Moved: Cm. Vela

Second: Mayor Pro Tem Rangel

For: 6

Against: 0

Abstain: 0

2. Status report of in-house internal audit approved January 20, 2015.

Internal Auditor Veronica Baeza reported a brief update on the priority audits. She stated that cash handling and collection audits were ongoing and unannounced, and as of March 31<sup>st</sup> of this year, Internal Audit had

performed 181 of these audits. She added that the second priority audit was the Max Mandel Municipal Golf Course audit, and progress had been slower due to delays in receiving paperwork that they had asked for; however, they had since received timelines of anticipated deadlines from Foresight to submit documents to them.

3. Status report on implementation of light synchronization program as presented by Metropolitan Planning Organization (MPO).

Planning and Zoning Director Nathan Bratton reported that the MPO Policy Committee heard a report on congestion management by one of the MPO consultants, and he had indicated that other MPOs would set aside up to a million dollars for light synchronization. Therefore, the Policy Committee would decide if they wanted to set aside funding for this for the City of Laredo. He concluded that the city could receive some much-needed assistance in synchronizing their traffic signals between the City of Laredo and TxDOT.

B. Request by Council Member Rudy Gonzalez, Jr.

1. Discussion with possible action to install speed cushions on the 2000 Block of Loma Vista Drive; under the Special Provision of the Speed Hump Installation Policy using District I Discretionary funds. Five (5) speed cushions are being recommended for a total of \$20,000.00.

Traffic Manager Roberto Murillo reported that they did a study and the location in question did not qualify; however, under a special provision of the ordinance, it allowed Council to make the decision.

Motion to approve.

Moved: Cm. Gonzalez

Second: Cm. Narvaez

For: 6

Against: 0

Abstain: 0

C. Request by Mayor Pro-Tempore Esteban Rangel

1. Discussion with possible action to authorize the City Manager to negotiate an inter-local agreement with Webb County to provide Health, EMS and Fire Services in Webb County beyond Laredo city limits, and any related matters.

Fire Chief Steve Landin reported that response stops at the city limits unless the mutual aid agreement required by the State of Texas were invoked. He explained that the Webb County Fire Chief would call him

directly and he would request authorization from the City Manager to allow personnel and equipment out of the city limits to assist. He further stated that at this point they were so short of ambulances to cover their own community that opening themselves up to sending units out of the city limits would leave big voids in their current response time within the city limits. He recommended that a certain number of personnel be hired and trained as a turnkey operation and then get equipment in place and start responding.

Health Director Dr. Hector Gonzalez reported that the state does provide funding for their services but it was about 50-50 with general fund, and the county had never provided any resources for the disease control primary care services that the city or the state funded in part. He added that they had presented over \$600,000 worth of services to the county and the city had put in a match of half; however, the county had put in zero. He concluded that it was in everyone's best interests to continue some services such as WIC.

Motion to look and see if it is feasible for both city and county to sit down with administration and see if they could come to an agreement for EMS, Fire and Health services and come back to City Council for final approval.

Moved: Mayor Pro Tem Rangel

Second: Cm. Perez

For: 6

Against: 0

Abstain: 0

D. Request by Council Member Alejandro "Alex" Perez

1. Status update request on Utilities contract awards for improvement projects in the Heights Area.

Utilities Director Tomas Rodriguez reported that they would have at least two engineering contracts for the next meeting in April. He added that they were waiting for proposals for the other three contracts.

E. Request by Council Member Roque Vela, Jr.

1. Discussion with possible action to provide financial relief to small businesses that cannot immediately comply with Back Flow Preventer requirements for the Fire Protection System.

Utilities Director Tomas Rodriguez stated that a Back Flow Preventer was a device put between the meter and the building to prevent water from reversing in the event of a waterline break. He added that whatever was on that line would come back into the system and contaminate it, and

TCEQ had very strict requirements regarding this. Therefore, anyone with an irrigation system had to have a backflow preventer.

Motion to have financial relief to small businesses as an option and take it on a case-by-case basis so that when staff would identify a business as being eligible, it would be brought to Council for approval.

Moved: Cm. Vela

Second: Mayor Pro Tem Rangel

For: 6

Against: 0

Abstain: 0

2. Status update on the Sports Complex and any related matters, with possible action. (Co-Sponsored by Council Member Juan Narvaez)

City Manager Jesus Olivares reported that they had met with David Killam and that they wanted to know what the scope of the project was. He added that they had sent a letter stating that their intention and the school's intention would not coexist with the educational easements that had been called out on the process that the property was given to the university. He further stated that they agreed to move forward after quite a bit of discussion. He explained that the RFQ would select someone to design a facility and conduct a master plan which would entail whether the scope of the services that the city and the school would develop would fit the piece of property. He said that there was a large creek in it, and so only a certain amount of property would be available. He advised that the school's intention was to build some educational buildings on the property, so they would need to situate it in the master plan. Finally, he concluded that they would have to see if the sports amenities and the parking requirement would fit in that piece of property and then they would come to Mayor and Council and the University with a recommendation.

- F. Request by Council Member Charlie San Miguel

1. Discussion with possible action to instruct the Planning and Zoning Commission to review the possibility of adopting a new zoning designation of R1-HD, allowing for a lot size of 3,000 sq. ft.

Cm. San Miguel said he wished to ask the Commission to review it and come back with recommendations.

Motion to approve.

Moved: Cm. San Miguel

Second: Cm. Gonzalez

For: 7

Against: 0

Abstain: 0

2. Discussion with possible action to rename Del Mar Boulevard, Bulldog Boulevard from McPherson Avenue to the J.B. Alexander Freshman Campus east of Loop 20.

Cm. San Miguel reported that he was contacted by the high school and said that the name change could simply be in concept only so that businesses would not be affected.

Ernesto Sandoval, Principal of Alexander High School, asked that they consider changing Del Mar Boulevard to Bulldog Boulevard from McPherson to east of the loop to where the new proposed high school was. He stated that he felt that no other high school had done more for the image of their community.

Cm. Vela said that even in concept was a somewhat bigger bite than they would like. He suggested that they could paint the sidewalks and put some signs in front of the school to make it Bulldog Territory.

Motion to rename, in concept only, Del Mar Boulevard to Bulldog Boulevard as amended to extend from Windfield Parkway to the freshman campus east of Loop 20.

Moved: Cm. San Miguel

Second: Cm. Balli

For: 7

Against: 0

Abstain: 0

### **XIII. STAFF REPORTS**

41. Presentation by the Ethics Commission of its Annual Report pursuant to the requirements set out in §8.11 of the Ethics Code.

David Cardwell presented the annual Ethics Commission Report to Council, stating that this report was found on the internet. He summarized the report from page four with the following recommendations: 1) Add a new subsection (h) to be entitled "Withdrawal of Complaints" to Section 8.04 (Complaints) as follows: Withdrawal of Complaints. After being filed with the ethics compliance officer, a complaint or amended complaint may not be withdrawn, unless agreed to by a majority of the Commissioners present at a duly posted meeting or hearing. 2) Add a new subsection (d) to Section 2.11 (Persons Required to Report; Time to Report; Place to Report) as follows: Unless waived in writing by the person making the report, the identity of the city official or employee making a report under this section is confidential and may be disclosed only to the proper authorities for the purposes of conducting an investigation of the report. 3) Amend subsection (7) of Section 8.05 (b) (Ethics Compliance Officer) (Duties) as follows: The Ethics

Compliance Officer shall ~~oversee~~ conduct training and education of city officials and employees about ~~their responsibilities under the ethics code as needed but no less than on an annual basis. to be performed by the Human Resources Department.~~ 4) Amend Section 8.02 (h) (Structure of the Ethics Commission) (Vacancies) as follows: The City Council shall fill any vacancy on the Commission by a person who will serve the remainder of the unexpired term. The nomination to fill a vacancy shall be made within the next two city council meetings by the member of City Council (or his or her successor) who had nominated the person whose successor is to be selected to fill the vacancy. 5) Add a new subsection (f) to Section 9.02 (Distribution and Training) as follows: All disclosure forms required to be filed under this Code of Ethics shall be made available in the solicitation documents when applicable, on the city's website, and at the City Attorney's Office upon request. The failure of any person to have received a form from the city shall have no effect on that person's duty to comply with the code or on the enforcement of its provisions.

David Cardwell further stated that the Ethics Commission recommends City Council approve the proposed changes to the Ethics Report and that staff recommends that Council approve each of the recommendations made by the Ethics Commission contained in its Annual Report. He also suggested that these proposed changes be on the next City Council meeting for action.

- 42. Consideration to select the new Operator/Manager of the Max Mandel Municipal Golf Course, based on the evaluation of their proposals and authorizing the City Manager to enter into a management agreement for a service contract with a selected company. Funding is available in the Recreation Fund. (Approved by Finance Committee)

Assistant City Manager Horacio De Leon gave a report before Mayor Saenz and City Council.

Municipal Golf Course Operator Partnership RFP FY15-021 Proposal Evaluation Process

Rank	Company Name	Location	Highlights	Total Revenues	ProForma Total Expenses	Net Income	Management Fee
1	Landscapes Unlimited	Lincoln, Nebraska	Created in 1976 Transition in 10 days Marketing approach	\$1.333 million	\$1.365 million 2-3 years	\$(276,672)	\$7,000 monthly fee or Lease Hold Agreement **Will lower monthly fee to \$5,000 as part of their guarantee to the City



2	Troon Golf	Scottsdale, Arizona	25 years in business 10 day transition Strong access to social media for marketing	2015-2016 \$1,419,498 2016-2017 \$1,571,980 2017-2018 \$1,718,174	\$1,903,728  \$1,957,469  \$2,013,507	\$(484,230)  \$(385,489)  \$(295,333)	\$100,000 monthly fee or 3.5% of gross revenue whichever one is higher Plus accounting fees
3	Billy Casper Golf	Vienna, Virginia	140 courses in 29 states 26 years experience 30 day transition Strong database for data analysis Management fee guarantee up to six months	2016 \$1,266,614 2017 \$1,340,606 2018 \$1,396,011	1,815,202  \$1,839,567  \$1,858,743	\$(548,588)  \$(498,961)  \$(462,732)	\$6,500 monthly fee May earn annual incentive based on achievement & agreed by both parties
4	Kemper Sports	Northbrook, Illinois	Established in 1978 Managing Butterfield Golf in El Paso, TX Familiar with border territory	2015-2016 \$1,308,351 2016-2017 \$1,465,416 2017-2018 \$1,581,646	\$1,927,855  \$2,016,003  \$2,085,518	\$(619,504)  \$(550,587)  \$(503,872)	\$80,000 annual fee all inclusive fee shall increase each year on the commencement date by 3% Incentive fee of 10% of total net operating income
5	Flores Golf	Laredo, Texas	Currently managing the Max for Foresight Financial responsibility Firm will be local	2015-2016 \$1,133,500	\$1.587 million	\$(699,629)	\$7,500 monthly fee **needs starting capital of \$200,000

Landscapes Unlimited  
Family owned since 1976  
More than (30) clubs under management  
Locations in (18) states, Canada & China  
Owner of public & private facilities  
The Nation's Largest Construction/Irrigation Co.  
A solutions-based company

Cm. Vela said asked who would look for the City of Laredo's best interests. He wished to know if there could be some kind of liaison between the city and the company and wished to amend the motion to include this local option.

Motion to amend the contract to be on a yearly basis to be reviewed each year.

Moved: Cm. Perez  
Second: Mayor Pro Tem Rangel

No voting took place.

Motion to authorize the City Manager to enter into an agreement with Landscapes Unlimited for a two-year contract not to exceed \$84,000 as amended to include the local option of a liaison between the city and the company and annual reviews.

Moved: Mayor Pro Tem Rangel

Second: Cm. Perez

For: 7

Against: 0

Abstain: 0

43. Discussion with possible action to consider a third request for an extension of Injury Leave with pay in accordance with 143.073 (b) of the Texas Local Government Code for Patrol Officer Jesus A. Garcia Perez.

Motion to approve a 90-day extension.

Moved: Cm. Narvaez

Second: Cm. Gonzalez

For: 5

Against: 0

Abstain: 0

Cm. Perez and Cm. San Miguel were not present.

#### **XIV. EXECUTIVE SESSION**

44. Request for Executive Session Pursuant to Texas Government Code §§551.071(1)(A) and 551.071(2) to consult with City Attorney on contemplated litigation against American Construction Consulting, and a return to open session for possible action.

Motion to go into Executive Session Pursuant to Texas Government Code §§551.071(1)(A) and 551.071(2) to consult with City Attorney on contemplated litigation against American Construction Consulting, and a return to open session for possible action.

Moved: Cm. Balli

Second: Mayor Pro Tem Rangel

For: 5

Against: 0

Abstain: 0

After Executive Session, Mayor Saenz announced that no formal action was taken.

Motion to file a lawsuit against American Construction.

Moved: Cm. Balli  
Second: Cm. Vela  
For: 6

Against: 0

Abstain: 0

45. Request for Executive Session Pursuant to Texas Government Code Section 551.071(1)(a) to consult with attorney on pending litigation: Cause no. 2015CVQ001077-D3; Laredo Merchants Association v. City of Laredo; in the 341st Judicial District Court, Webb County, Texas; and return to open session for possible action.

Motion to go into Executive Session Pursuant to Texas Government Code Section 551.071(1)(a) to consult with attorney on pending litigation: Cause no. 2015CVQ001077-D3; Laredo Merchants Association v. City of Laredo; in the 341st Judicial District Court, Webb County, Texas; and return to open session for possible action.

Moved: Cm. Balli  
Second: Mayor Pro Tem Rangel  
For: 5

Against: 0

Abstain: 0

After Executive Session, Mayor Saenz announced that no formal action was taken.

46. Request for Executive Session Pursuant to Texas Local Government Code 551.071(1)(A) to consult with attorney on pending litigation in Civil Action 5:2014CV00199; Crossett Development I, LLC v. City of Laredo; In the United States District Court for Southern District of Texas, Laredo Division; and return to open session for possible action.

Motion to go into Executive Session Pursuant to Texas Local Government Code 551.071(1)(A) to consult with attorney on pending litigation in Civil Action 5:2014CV00199; Crossett Development I, LLC v. City of Laredo; In the United States District Court for Southern District of Texas, Laredo Division; and return to open session for possible action.

Moved: Cm. Balli  
Second: Mayor Pro Tem Rangel  
For: 5

Against: 0

Abstain: 0

After Executive Session, Mayor Saenz announced that no formal action was taken.

Motion to accept the offer from Crossett Development, LLC for the amount outstanding and allow the City Manager to negotiate the remainder of the lease contract.

Moved: Cm. Balli  
Second: Mayor Pro Tem Rangel

For: 6

Against: 0

Abstain: 0

47. Request for Executive Session Pursuant to Texas Local Government Code 551.071(1)(A) to consult with attorney on pending litigation in IIPG Enterprises, Inc., Mario Sanchez d/b/a Visa Dumpster and Rental Service, and Mario Sanchez d/b/a VI-SA Services and, PedroPete Services, LLC, Plaintiffs v. City of Laredo, Pete Saenz, Rudy Gonzalez, Jr., Esteban Rangel, Alejandro Alex Perez, Jr., Juan Narvaez, Roque Vela Jr., Charlie San Miguel, Roberto Balli, Defendants; Civil Action 5:15-CV-00029; In the United States District Court for Southern District of Texas, Laredo Division; and return to open session for possible action.

Motion to go into Executive Session Pursuant to Texas Local Government Code 551.071(1)(A) to consult with attorney on pending litigation in IIPG Enterprises, Inc., Mario Sanchez d/b/a Visa Dumpster and Rental Service, and Mario Sanchez d/b/a VI-SA Services and, PedroPete Services, LLC, Plaintiffs v. City of Laredo, Pete Saenz, Rudy Gonzalez, Jr., Esteban Rangel, Alejandro Alex Perez, Jr., Juan Narvaez, Roque Vela Jr., Charlie San Miguel, Roberto Balli, Defendants; Civil Action 5:15-CV-00029; In the United States District Court for Southern District of Texas, Laredo Division; and return to open session for possible action.

Moved: Cm. Balli

Second: Mayor Pro Tem Rangel

For: 5

Against: 0

Abstain: 0

After Executive Session, Mayor Saenz announced that no formal action was taken.

## **XV. ADJOURNMENT**

Motion to adjourn.

Moved: Cm. Narvaez

Second: Cm. Gonzalez

For: 6

Against: 0

Abstain: 0

I, Gustavo Guevara, Jr., City Secretary, do hereby certify that the above and foregoing is a true and correct copy of the minutes contained in pages 01 to 28 and they are true, complete, and correct proceedings of the City Council meeting held on April 6, 2015.

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Gustavo Guevara, Jr.  
City Secretary



**Municipal Golf Course Operator Partnership  
RFP FY15-021  
Proposal Evaluation Process**

City Council Meeting  
April 6, 2015

Municipal Golf Course Operator Partnership  
RFP FY15-021

		Landscapes Unlimited		Troon Golf		
		3/23/2014	at 9:30am	3/24/2014	at 9:00am	
<u>Best Value Criteria Evaluation</u>	Section	Weighted %	0-10 Points	Points x Weight	0-10 Points	Points x Weight
Golf Course Management Experience	I	0.30	_____	0.00	_____	0.00
References	II	0.10	_____	0.00	_____	0.00
Financials	III	0.10	_____	0.00	_____	0.00
Marketing Plan for Golf Course	IV	0.30	_____	0.00	_____	0.00
Management Fee/Leasehold	V	0.20	_____	0.00	_____	0.00
Total Raw Points				0.00		0.00
Total Raw Points x 10						
Evaluation Score				<u>0</u>		<u>0</u>

		Kemper Sports		Billy Casper Golf		
		3/23/2014	at 10:30am	3/24/2014	at 10:00am	
<u>Best Value Criteria Evaluation</u>	Section	Weighted %	0-10 Points	Points x Weight	0-10 Points	Points x Weight
Golf Course Management Experience	I	0.30	_____	0.00	_____	0.00
References	II	0.10	_____	0.00	_____	0.00
Financials	III	0.10	_____	0.00	_____	0.00
Marketing Plan for Golf Course	IV	0.30	_____	0.00	_____	0.00
Management Fee/Leasehold	V	0.20	_____	0.00	_____	0.00
Total Raw Points				0.00		0.00
Total Raw Points x 10						
Evaluation Score				<u>0</u>		<u>0</u>

		Flores Golf Company		
		3/23/2014	at 11:30am	
<u>Best Value Criteria Evaluation</u>	Section	Weighted %	0-10 Points	Points x Weight
Golf Course Management Experience	I	0.30	_____	0.00
References	II	0.10	_____	0.00
Financials	III	0.10	_____	0.00
Marketing Plan for Golf Course	IV	0.30	_____	0.00
Management Fee/Leasehold	V	0.20	_____	0.00
Total Raw Points				0.00
Total Raw Points x 10				
Evaluation Score				<u>0</u>

**Municipal Golf Course Operator  
Partnership  
RFP FY15-021**

**Company Name  
3/23/2014 at 9:30am**

<u>Best Value Criteria Evaluation</u>	Section	Weighted %	0-10 Points	Points x Weight
Golf Course Management Experience	I	0.30	_____	0.00
References	II	0.10	_____	0.00
Financials	III	0.10	_____	0.00
Marketing Plan for Golf Course	IV	0.30	_____	0.00
Management Fee/Leasehold	V	0.20	_____	0.00
				_____
		Total Raw Points		0.00
		Total Raw Points x 10 Evaluation Score		<u>0</u>

Rank	Company	Score
<b>1</b>	<b>Landscapes Unlimited</b>	91
		88
		89
		89
		95
		100
	Total:	<b>552</b>
<b>2</b>	<b>Troon Golf</b>	86
		77
		78
		79
		82
		84
	Total:	<b>486</b>
<b>3</b>	<b>BillyCasper Golf</b>	83
		72
		80
		76
		93
		68
	Total:	<b>472</b>

Rank	Company	Score
<b>4</b>	<b>Kemper Sports</b>	86
		71
		75
		76
		84
		73
	Total:	<b>465</b>
<b>5</b>	<b>Flores Golf</b>	55
		58
		45
		55
		56
		56
	Total:	<b>325</b>



Municipal Golf Course Operator Partnership  
RFP FY15-021

Rank	Company Name	Location	Highlights	ProForma			Management Fee
				Total Revenues	Total Expenses	Net Income	
1	Landscapes Unlimited	Lincoln, Nebraska	* Created in 1976 *Transition 10 days *Marketing approach	\$1.333 million	\$1.365 million *2-3 years	\$ (276,672.00)	\$7,000 monthly fee or Lease Hold Agreement **Will lower monthly fee to 5,000 as part of their guarantee to the City
				<b>2015-2016</b>			
2	Troon Golf	Scottsdale, Arizona	*25 Years in business	\$ 1,419,498.00	\$ 1,903,728.00	\$ (484,230.00)	\$100,000 monthly fee or 3.5% of gross revenue whichever one is higher Plus accounting fees
			*10 day transition	<b>2016-2017</b>			
			*Strong access to social media for marketing	\$ 1,571,980.00	\$ 1,957,469.00	\$ (385,489.00)	
			<b>2017-2018</b>				
				\$ 1,718,174.00	\$ 2,013,507.00	\$ (295,333.00)	
				<b>2016</b>			
3	Billy Casper Golf	Vienna, VA	*140 courses in 29 states	\$ 1,266,614.00	\$ 1,815,202.00	\$ (548,588.00)	\$6,500 monthly fee May earn annual incentive based on achievement & agreed by both parties
			*26 years experience	<b>2017</b>			
			*30 day transition	\$ 1,340,606.00	\$ 1,839,567.00	\$ (498,961.00)	
			*Strong database for data analysis	\$ 1,396,011.00	\$ 1,858,743.00	\$ (462,732.00)	
				<b>*Management fee guarantee up to six months</b>			
				<b>2015-2016</b>			
4	Kemper Sports	Northbrook, Illinois	*Established in 1978	\$ 1,308,351.00	\$ 1,927,855.00	\$ (619,504.00)	\$80,000 annual fee all inclusive fee shall increase each year on the commencement date by 3%  Incentive fee of 10% of total net operating income
			*Managing Butterfield Golf in El Paso, TX	<b>2016-2017</b>			
			*Familiar with border territory	\$ 1,465,416.00	\$ 2,016,003.00	\$ (550,587.00)	
			<b>2017-2018</b>				
				\$ 1,581,646.00	\$ 2,085,518.00	\$ (503,872.00)	
				<b>2015-2016</b>			
5	Flores Golf	Laredo, Texas	*Currently managing The Max for Foresight *Financial responsibility *Firm will be local	\$ 1,133,500.00	\$1.587 million	\$ (699,629.00)	\$7,500 monthly fee **needs starting capital of \$200,000

# Management Success Stories



## LU Mixed Portfolio

### Success Stories

		2009	2010	2011	2012	2013	2014
Devil's Tower Golf Club					<i>Prior to LU</i>		
	Revenues				515,183	606,098	631,847
	Expenses				1,412,479	1,296,663	1,218,701
	<b>Net Income</b>				<b>(897,296)</b>	<b>(690,565)</b>	<b>(586,854)</b>
Arbor Links	Revenues	1,072,313	1,310,342	1,324,385	1,432,913	1,608,251	1,581,649
	Expenses	1,253,608	1,401,071	1,389,946	1,474,726	1,438,062	1,514,479
	<b>Net Income</b>	<b>(181,295)</b>	<b>(90,729)</b>	<b>(65,561)</b>	<b>(41,813)</b>	<b>170,189</b>	<b>67,170</b>
	Kearney Country Club	Revenues		1,300,657	1,372,579	1,381,350	1,370,740
Expenses			1,392,401	1,414,340	1,378,885	1,383,223	1,459,529
<b>Net Income</b>			<b>(91,744)</b>	<b>(41,761)</b>	<b>2,465</b>	<b>(12,483)</b>	<b>29,571</b>
Highland Park GC		Revenues	1,636,926	1,780,211	1,839,298	2,010,839	1,957,228
	Expenses	1,343,441	1,388,649	1,423,168	1,480,671	1,512,360	1,605,745
	<b>Net Income</b>	<b>293,485</b>	<b>391,562</b>	<b>416,130</b>	<b>530,168</b>	<b>444,868</b>	<b>445,626</b>
	Renditions Golf Club	Revenues	2,285,502	2,631,690	2,887,407	3,147,707	3,010,202
Expenses		2,222,791	2,375,220	2,373,189	2,425,173	2,332,917	2,461,401
<b>Net Income</b>		<b>62,711</b>	<b>256,470</b>	<b>514,218</b>	<b>722,534</b>	<b>677,285</b>	<b>702,476</b>
Oak Hills Country Club		Revenues			3,155,316	3,354,521	3,431,978
	Expenses			3,128,158	3,129,393	3,247,953	3,439,536
	<b>Net Income</b>			<b>27,158</b>	<b>225,128</b>	<b>184,025</b>	<b>460,943</b>

In the chart to the left are examples of recent “Success Stories” that Landscapes has produced during some of our country’s most difficult financial pressures of the last half-century. This growth has not occurred in a vacuum but rather was delivered in various markets and for a variety of facility types.



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Municipal Golf Course Operator Partnership  
RFP FY15-021  
Proposal Evaluation Process

Questions?

City Council Meeting  
April 6, 2015