



Joe Doud Administration Building
545 Academy Drive
Northbrook, IL 60062
847-291-2960
nbparks.org

Golf Operations Committee Meeting

February 17, 2020

5:30pm

Joe Doud Administration Building, 545 Academy Drive

AGENDA

- I. Call to Order – Chair Ziering; Members Schyman and Randel
- II. Recognition of Visitors
- III. Approval of Meeting Minutes
2/17.2 Golf Operations Committee Meeting of January 13, 2020
- IV. New Business
2/17.3 Consider Purchase of Simulator Equipment for new Clubhouse
- V. Unfinished Business
- VI. Informational Items/Verbal Update
- VII. Next Meeting – March 16, 2020 at 5:30pm, Joe Doud Administration Building, 545 Academy Drive
- VIII. Adjournment

Copies to: Park Board, Attorney, Directors, All Staff and Park District Facilities, The Northbrook Tower, Village of Northbrook,
Posted on Park District Website: nbparks.org

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MEMORANDUM

To: Golf Operations Committee
From: Greg Baron, Director of Golf Operations
Agenda Item: 2/17.3 Consider Purchase of Simulator Equipment for New Clubhouse
Date: February 14, 2020

Staff Recommendation:

Staff recommends approval to purchase two Full Swing Pro Series Widescreen Simulators for the new clubhouse in the amount of \$147,790 from Full Swing Golf, Inc. of San Diego, California.

Background & Analysis:

Golf staff identified nine viable simulator brand options for commercial installation in the new clubhouse. Product demonstrations for all nine vendors were scheduled at the PGA Show. Five of the nine had been tested by staff at local facilities in recent months.

After the PGA Show, staff narrowed the selection to three finalists which included TrackMan, Foresight Sports and Full Swing Golf, Inc. Follow-up site visits were scheduled at two Chicagoland facilities to play and better evaluate the customer experience and interact with facility management. After the follow-up visits golf staff unanimously chose Full Swing Golf Pro Series for its game play, accurate ball flight data, ease of use and overall experience.

The purchase of the simulators includes a PGA Show attendee discounted price. Full Swing Golf, Inc. will complete the installation of the bay and equipment in conjunction with clubhouse construction. During our preliminary discussions at the PGA show the viable simulator solutions we explored ranged from \$46,000 to \$75,000 per unit. Since we did not select any of the other options we did not get final buildout pricing for direct comparison.

A purchase of this type is considered exempt from the bidding process because it is a software and data processing device which falls under bidding exemptions. The Purchase Agreement is currently undergoing legal counsel review and revisions.

Company – Full Swing Golf	QTY	Price	Sales Total
Pro Series Widescreen and Software	2	\$80,390	\$160,780
PGA Show Discount (Offer Expires 3/23/20)			(\$25,990)
Shipping and Handling			\$5,500
Installation and Training			\$7,500
Total Package Price			\$147,790

Explanation:

1. Budgeted Allocation: \$200,000
2. Budget Source: 2020/21 Capital Improvement Plan
3. Public/Customer Impact: Purchase will contribute to making the clubhouse a year-round destination

NORTHBROOK PARK DISTRICT

Motion:

The Golf Operations Committee Chair moves to approve the purchase of two Pro Series Widescreen Models in the amount of \$147,790 from Full Swing Golf, Inc. of San Diego, California to the full Board for approval.

Pc: Molly Hamer, Executive Director