

# MANATEE COUNTY GOVERNMENT

## *INTENT TO AWARD*

<b>ITN NO./TITLE</b>	25-R087800SAM / BUFFALO CREEK AND MANATEE COUNTY GOLF COURSE MANAGEMENT	<b>DATE POSTED</b>	MC _____	DS _____
<b>PROCUREMENT REPRESENTATIVE</b>	Sherri Meier	<b>PROJECTED AWARD DATE</b>	TBD	
<b>DEPARTMENT/DIVISION</b>	Sports & Leisure	<b>AUTHORIZED BY DATE</b>	Jacob Erickson, Purchasing Official	

### NOTICE OF INTENT TO AWARD

The Manatee County Procurement Division provides notice of its intent to award a contract with Fusion Golf Partners, LLC and Troon Golf, LLC for the provision of golf course management.

### ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

### BACKGROUND/EVALUATION

Invitation to Negotiate No. 25-R087800SAM was advertised on August 5, 2025 in which the County sought sealed Proposals from qualified firms or individuals (Contractor) interested in providing management services for the County-owned Golf Courses in Manatee County. Proposals were accepted from firms or individuals that have demonstrated experience in managing, leasing, and operating golf courses ("Proposer"). Experience in operating a public or municipal golf course was preferred.

The solicitation was advertised on the Manatee County website, and DemandStar. It was also provided to the Manatee County Chamber of Commerce, the Manasota Black Chamber of Commerce, Gulf Coast Builders Exchange, and Gulf Coast Latin Chamber of Commerce for release to its members. Responses were received from the following firms:

- |                                                  |                                    |
|--------------------------------------------------|------------------------------------|
| 1. Fusion Golf Partners, LLC, Lakewood Ranch, FL | 3. Troon Golf, LLC, Scottsdale, AZ |
| 2. SSS Down to Earth OPCO, LLC, Maitland, FL     |                                    |

The following firms were deemed non-responsive/non-responsible: None.

#### **EVALUATION COMMITTEE MEMBERS:**

Sherri Meier, Procurement Division, non-voting  
Justin Intorcchia, Strategic Partnership & Development Manager

Cary Knight, Director, Property Management  
Molly White, Director, Sports & Leisure Services

#### **EVALUATION SUMMARY:**

The Evaluation Committee convened on November 12, 2025 and conducted technical evaluations of the responsible, responsive, proposals received. At the conclusion of the meeting, the Evaluation Committee determined to move to negotiations with the two (2) top-ranked firms.

**RECOMMENDATION:** The Evaluation Committee determined negotiations shall be held with the two (2) top ranked firms:

- 1. Fusion Golf Partners, LLC
- 2. Troon Golf LLC

ATTACHMENTS (List in order of attached)	Technical Evaluation Summary		
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# Ranking Summary / Buffalo Creek & Manatee County Golf Course

<div> <div>Technical Evaluation Form</div> <div>for</div> <div>Solicitation Title: Invitation to Negotiate Buffalo Creek &amp; Manatee County Golf Course Management</div> <div>ITN No. 25-R087800SAM</div> </div>	<div>Proposer &amp; Team's Experience</div>	<div>Approach</div>	<div>Capacity</div>	<div>Cost</div>	<div>Innovative Approaches &amp; Alternatives</div>	<div>TOTAL</div>	<div>Initial Ranking</div>
	15	25	25	20	15	100	
Fusion Golf, LLC	12.67	23.33	20.00	15.67	13.67	85.33	1
Troon Golf, LLC	13.00	20.67	19.67	14.33	12.33	80.00	2
DTE Golf	10.67	19.33	17.00	14.67	9.33	71.00	3