

Memorandum



Date: June 2, 2026

To: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

From: Daniella Levine Cava
Mayor

A handwritten signature in blue ink that reads "Daniella Levine Cava".

Agenda Item No. 8(P)(9)

Subject: Request to Waive Competitive Bidding Procedures for Additional Expenditure Authority to Multiple Contracts for Golf Products

Executive Summary

This item requests waiving of competitive bidding procedures to provide additional expenditure authority for Parks, Recreation, and Open Spaces Department (PROS) to continue purchasing golf equipment and apparel for resale that meet customer demands for golf-related merchandise and apparel at various County golf courses. This action will allow for continued direct purchases from manufacturers, resulting in reduced fulfillment time to replenish product inventory, lower prices for patrons, and greater opportunities for revenue generation in golf pro shops. PROS has generated \$755,620 in revenue through the sale of products like golf balls, hats, gloves and golf shoes, from these contracts. Additional allocation is needed due to a substantial surge in golfing merchandise demand. Sales from previous fiscal years have shown annual growth of 30%, and the current fiscal year is already 18% ahead of projections as patrons are specifically seeking out name-brand gear. Pursuant to my WISE305 initiative, staff explored options for securing the best pricing and the ability to replenish inventory quickly to meet customer demands. It was determined that continuing to purchase these items directly from the manufacturers streamlines the procurement process, ensures efficiency, and reduces costs.

Recommendation

It is recommended that the Board of County Commissioners (Board) waive competitive bidding procedures pursuant to Section 5.03(D) of the Home Rule Charter and Section 2-8.1(b)(1) of the Miami-Dade County Code (Code), by a two-thirds vote of the Board members present, and authorize additional expenditure authority for the following contracts:

- *Contract No. BW-10425, Wilson Sports Goods Golf Products*, established under delegated authority on November 1, 2024, for a three-year term in the amount of \$180,000. PROS is requesting \$240,000 in additional expenditure authority.
- *Contract No. BW-10440, Cleveland Golf Products*, established under delegated authority on August 15, 2024, for a three-year term in the amount of \$180,000. PROS is requesting \$140,000 in additional expenditure authority.
- *Contract No. BW-10443, Acushnet Golf Products*, established under delegated authority on December 1, 2024, for a three-year term in the amount of \$240,000. PROS is requesting \$460,000 in additional expenditure authority.

Background

These bid waiver contracts were established in 2024 under delegated authority to provide PROS with options to purchase high demand golf products, such as balls, hats, men's and women's apparel, gloves, and shoes, directly from the manufacturers. Prior to the establishment of these contracts, golf merchandise was procured via spot market competitions under Prequalification Pool RTQ-00892, Parks Items for Resale. While this process encouraged competition, prices were typically higher than the manufacturer's suggested retail price and order fulfillment took an extended period of time. These higher prices discouraged patrons from making purchases in PROS shops. The lengthy fulfillment time

impacted replenishment of inventory and created gaps in product availability, limiting PROS' ability to consistently meet demand.

The direct purchases from the manufacturers with greater availability and for lower prices have resulted in better inventory management at a lower cost and greater opportunities for revenue generation in the golf pro shops. To date, PROS has generated \$755,620 in revenue through the sale of products like golf balls, hats, gloves and golf shoes, from these contracts. Additional allocation is being requested to support the department's need to keep up with a substantial surge in golfing merchandise demand. Sales from previous fiscal years have shown 30% annual growth and the current fiscal year is already 18% ahead of projection as patrons are specifically requesting the name-brand gear.

Approval of bid waivers in lieu of a competitive process is requested as purchasing directly from the manufacturers has resulted in savings, greater revenue, and better inventory management. Market research conducted revealed that although various retail operations sell golf merchandise, many companies that purchase these products are only permitted to resell them within their own retail locations and are prohibited from selling them to other entities for retail purposes. Accordingly, it is in the County's best interest to modify these bid waiver contracts pursuant to Section 5.03(D) of the Home Rule Charter and Section 2-8.1(b)(1) of the Code and to continue providing golf products for resale.

Scope

The impact of this item is countywide in nature.

Delegated Authority

The County Mayor or the County Mayor's designee will have the authority to exercise all provisions of the contracts, including any cancellation and extensions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Fiscal Impact/Funding Source

Contract No. BW-10425 expires on October 31, 2027, and has a current allocation of \$180,000. If this request is approved, the contract will have a modified cumulative allocation of \$420,000. *Contract No. BW-10440* expires on August 31, 2027, and has a current allocation of \$180,000. If this request is approved, the contract will have a modified cumulative allocation of \$320,000. *Contract No. BW-10443* expires on November 30, 2027, and has a current allocation of \$240,000. If this request is approved, the contract will have a modified cumulative allocation of \$700,000.

The requested increase in expenditure authority is based on actual year-to-date sales results, historical purchasing patterns, current inventory turnover, and projected demand for the remainder of the contracts. The amounts were derived from a review of purchase orders, an analysis of revenue growth compared to initial forecasts, and an estimate of the funding required to maintain inventory levels and meet seasonal and event-driven demand through the contract terms. As the products purchased from these contracts will be sold at County golf courses, it is anticipated that there will a net positive fiscal impact to the County.

Contract No. BW-10425

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Budgeted	Contract Manager
PROS	\$180,000	\$240,000	\$420,000	General Fund	FY 2025-26 Adopted Budget, Volume 2, Page 240, Other Operating	Bernie Rodriguez
Total	\$180,000	\$240,000	\$420,000			

Contract No. BW-10440

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Budgeted	Contract Manager
PROS	\$180,000	\$140,000	\$320,000	General Fund	FY 2025-26 Adopted Budget, Volume 2, Page 240, Other Operating	Bernie Rodriguez
Total	\$180,000	\$140,000	\$320,000			

Contract No. BW-10443

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Budgeted	Contract Manager
PROS	\$240,000	\$460,000	\$700,000	General Fund	FY 2025-26 Adopted Budget, Volume 2, Page 240, Other Operating	Bernie Rodriguez
Total	\$240,000	\$460,000	\$700,000			

Track Record/Monitor

Christopher Grant-Henriques of the Strategic Procurement Department (SPD) is the Division Director.

Awarded Vendors

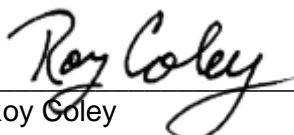
Vendor	Principal Address	Local Address	Principal
Wilson Sporting Goods Co.	130 East Randolph Street Suite 600 Chicago, IL	None	Joseph Dudy
Roger Cleveland Golf Company, Inc	5601 Skylab Road Huntington Beach, CA	None	Peggy Faye Barreiro
Acushnet Company	333 Bridge Street Fairhaven, MA	None	David Maher

Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD's Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Applicability of Ordinances and Contract Measures

- The two percent User Access Program applies where permitted by funding source.
- The Small Business Enterprise measure and Local Preference do not apply.
- The Living Wage Ordinance does not apply.



Roy Coley
 Chief Utilities and Regulatory Services Officer



MEMORANDUM
(Revised)

TO: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

DATE: June 2, 2026

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(9)

Please note any items checked.

- “3-Day Rule” for committees applicable if raised**
- 6 weeks required between first reading and public hearing**
- 4 weeks notification to municipal officials required prior to public hearing**
- Decreases revenues or increases expenditures without balancing budget**
- Budget required**
- Statement of fiscal impact required**
- Statement of social equity required**
- Ordinance creating a new board requires detailed County Mayor’s report for public hearing**
- No committee review**
- Requires more than a majority vote (i.e., 2/3’s present , 2/3 membership ____, 3/5’s ____, unanimous ____, majority plus one ____, CDMP 7 votes (majority of membership) ____, CDMP 2/3 members present but not less than 7 votes (majority of membership) ____, CDMP 9 votes (2/3 membership) _____) to approve**
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(P)(9)
6-2-26

RESOLUTION NO. _____

RESOLUTION AUTHORIZING WAIVER OF COMPETITIVE BIDDING PROCEDURES PURSUANT TO SECTION 5.03(D) OF THE HOME RULE CHARTER AND SECTION 2-8.1(B)(1) OF THE COUNTY CODE, BY A TWO-THIRDS VOTE OF THE BOARD MEMBERS PRESENT; AUTHORIZING ADDITIONAL EXPENDITURE AUTHORITY OF \$240,000.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$420,000.00 FOR CONTRACT NO. BW-10425, WILSON SPORTS GOODS GOLF PRODUCTS; AUTHORIZING ADDITIONAL EXPENDITURE AUTHORITY OF \$140,000.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$320,000.00 FOR CONTRACT NO. BW-10440, CLEVELAND GOLF PRODUCTS; AUTHORIZING ADDITIONAL EXPENDITURE AUTHORITY OF \$460,000.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$700,000.00 FOR CONTRACT NO. BW-10443, ACUSHNET GOLF PRODUCTS, ALL FOR THE PARKS, RECREATION AND OPEN SPACES DEPARTMENT; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE ALL PROVISIONS OF THE CONTRACTS, INCLUDING ANY CANCELLATION OR EXTENSIONS, PURSUANT TO SECTION 2-8.1 OF THE COUNTY CODE AND IMPLEMENTING ORDER 3-38

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that:

Section 1. This Board finds that it is in the best interest of Miami-Dade County to waive formal bid procedures pursuant to section 5.03(D) of the Home Rule Charter and section 2-8.1(b)(1) of the Code of Miami-Dade County, by two-thirds vote of the Board members present, and authorize additional expenditure authority of \$240,000.00 for a total modified contract amount of \$420,000.00 for Contract No. BW-10425, Wilson Sports Goods Golf Products; authorize additional expenditure authority of \$140,000.00 for a total modified contract

amount of \$320,000.00 for Contract No. BW-10440, Cleveland Golf Products; and authorize additional expenditure authority of \$460,000.00 for a total modified contract amount of \$700,000.00 for Contract No. BW-10443, Acushnet Golf Products, all for the Parks, Recreation and Open Spaces Department.

Section 2. This Board authorizes the County Mayor or County Mayor's designee to exercise all provisions of the contracts, including any cancellation or extensions, pursuant to section 2-8.1 of the Code of Miami-Dade County, Florida and Implementing Order 3-38. A copy of the contract documents are on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Anthony Rodriguez, Chairman	
Kionne L. McGhee, Vice Chairman	
Marleine Bastien	Juan Carlos Bermudez
Sen. René García	Oliver G. Gilbert, III
Roberto J. Gonzalez	Keon Hardemon
Danielle Cohen Higgins	Vicki L. Lopez
Natalie Milian Orbis	Raquel A. Regalado
Micky Steinberg	

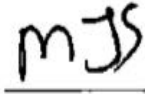
The Chairperson thereupon declared this resolution duly passed and adopted this 2nd day of June, 2026. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Handwritten signature of Melanie J. Spencer in black ink, consisting of the letters 'mjs' in a cursive style, positioned above a horizontal line.

Melanie J. Spencer