



PARKS AND RECREATION DEPARTMENT

QUINLAN COMMUNITY CENTER
10185 NORTH STELLING ROAD • CUPERTINO, CA 95014-5732
TELEPHONE: (408) 777-3120 • FAX: (408) 777-1305
CUPERTINO.GOV

CITY COUNCIL STAFF REPORT

Date: November 4, 2025

Subject

Award a contract to Professional Turf Management for maintenance services at Blackberry Farm Golf Course for a total not-to-exceed amount of \$750,000 and approve a budget modification in the amount of \$125,000.

Recommended Action

1. Award a three-year contract to Professional Turf Management to provide maintenance services at Blackberry Farm Golf Course in the amount not to exceed \$250,000 per year, totaling \$750,000;
2. Authorize the City Manager to execute the contract with Professional Turf Management when all conditions have been met;
3. Authorize the City Manager to extend the contract for up to two additional years, at an annual amount not to exceed \$250,000, for a five-year total not-to-exceed \$1,250,000, provided pricing and services remain acceptable; and
4. Adopt Resolution No. 25-XXX, approving budget modification #2526-415, increasing appropriations by \$125,000 in the Blackberry Farm Golf Course Fund funded from the Enterprise Fund.

Background

The Blackberry Farm Golf Course was constructed in 1962 and privately owned until the City purchased the property in 1991. The course site is approximately 16-acres and lies within the Stevens Creek Corridor. The site includes a pro shop, staff office, restroom facilities, and restaurant facility that is leased by the Blue Pheasant. The site is a 9-hole golf course, with a back tee yardage of 1,544 yards and a par of 29 (seven par 3's and two par 4's). Approximately 28,000 rounds of golf are played at the course per year. Until 2002, City employees maintained the course. However, due to challenges in maintaining an aging course, the City decided to seek an outside maintenance contractor at that time.

The City Council awarded a three-year contract to the current maintenance contractor in October 2022 with a contract expiration date of December 31, 2025.

Request for Proposal

On September 4, 2025, the City issued a Request for Proposal (RFP) seeking a qualified contractor to provide maintenance services at Blackberry Farm Golf Course. The RFP sought proposals for a three-year contract commencing on January 1, 2026. The RFP included the option to extend the term for up to two additional one-year periods, not exceeding a total of five years.

The RFP process was conducted in accordance with applicable City policy and the Municipal Code while following standard best practices for this process. The RFP was posted on the City's website, which included notification to registered vendors, local plan rooms and builders exchanges. Additionally, it was advertised on Euna OpenBids, a publicly available procurement site for government contracts with thousands of registered vendors.

On October 3, 2025, the City received two proposals from Professional Turf Management and GolfLinks Consulting.

Reasons for Recommendation and Available Options

Staff evaluated both proposals based on the submitted firm qualification and experience, project team qualifications and experience, work plan and approach, and the cost proposal. After the evaluation, the staff determined that the proposal from Professional Turf Management was superior as explained below. As is typical with an RFP, the compensation/proposal amount was not the determining factor.

Professional Turf Management's proposal demonstrated a thorough understanding of the City's maintenance needs and presented a clear, well-organized plan outlining the scope of services, operational procedures, and staff responsibilities. With more than two decades of experience in golf course maintenance, Professional Turf Management possesses the expertise necessary to deliver safe, high-quality, and reliable results.

The company currently provides all exterior maintenance services for Canyon Lakes Golf Course, a public 18-hole facility in San Ramon, and has done so successfully for the past ten years. Additionally, Professional Turf Management has served as the City's contractor at Blackberry Farm Golf Course for the past 20 years, consistently maintaining the course to a high standard. Their team has demonstrated exceptional knowledge, resourcefulness, and proactive management—particularly in addressing challenges related to the course's aging irrigation system. With a team of professionals offering over 60 years of combined experience, Professional Turf Management has established a strong working relationship with both City staff and the golfing community. The company has consistently proven its responsiveness to City requests, adherence to City standards, and commitment to maintaining the course in excellent condition.

The following is a cost summary for three years of maintenance services at Blackberry Farm Golf Course.

Proposer	3 Year Bid Amount	Annual Estimate
Professional Turf Management	\$742,557	\$247,519

The current cost to maintain the golf course with Professional Turf Management is approximately \$224,325 per year. In this current bid, Professional Turf Management proposed a cost of \$742,557 for a three-year contract, which corresponds to \$247,519 per year or about 9% higher than the previous contract. Staff believes the associated higher costs can be justified due to an increase in material and labor cost to perform the maintenance and replacement of the aging golf course infrastructure.

Based on the findings outlined above, staff recommends awarding a three-year contract to Professional Turf Management for a total not-to-exceed amount of \$750,000, and, further, authorizing the City Manager the option to execute annual extensions to the contract for two additional years for a total of five years.

Sustainability Impact

No sustainability impact.

Fiscal Impact

The current contract is with Public Works (GL 560-84-268) which expires in December 2025. The new contract will be moved to the Blackberry Farm Golf Course budget (GL 560-63-616) which currently has no funds allocated for this contract. City staff is requesting additional appropriations of \$125,000 to the Fiscal Year 2025-2026 budget to ensure adequate funding for the contract.

City Work Program (CWP) Item/Description

None

Council Goal:

Quality of Life

California Environmental Quality Act

No California Environmental Quality Act impact.

Prepared by: Jacinta Liang, Management Analyst

Reviewed by: Rachelle Sander, Director of Parks and Recreation

Floy Andrews, Interim City Attorney

Approved for Submission by: Tina Kapoor, Interim City Manager

Attachments:

A – Draft Resolution

B – Draft Agreement

C – Request for Proposal