



Office of the
City Manager
Randy Frazer, City Manager

MEMORANDUM

From: Randy Frazer, City Manager

Date: November 13, 2025

Subject: Selection Recommendation – Wilson Park Pickleball Courts

Purpose

This memorandum provides the formal evaluation and recommendation for contractor selection for the Wilson Park Pickleball Courts Design–Build Project, using the exact 100-point weighted matrix required in the RFP.

The City placed strong emphasis on final cost and best value, reflecting the importance of responsible use of public funds.

Proposal Cost Summary

Multisports, LLC – Total \$235,500.00

- Base construction: \$175,000
- Lighting (installed): \$39,500
- Viewing pad: \$13,000
- Design services: \$8,000

Mid-American Courtworks – Total \$240,430.00

- Base construction: \$192,000
- Light poles/fixtures/footings (materials only): \$26,000
- Viewing pad: \$18,750
- Windscreens: \$3,680

Note: Electrical installation not included

PICKLETILE™ – Total \$436,588.66

(+ \$77,488 for PICKLEGLASS upgrade)

Evaluation Using the RFP 100-Point Matrix

RFP-mandated scoring categories:

Evaluation Category	Points	Multisports	Mid-American	PICKLETILE
Compliance with RFP Requirements	10	9	7	10
Qualifications & Experience	20	16	15	20
Quality & Functionality of Proposed Design	10	8	7	10
Transparency of Self-Performed Work Bidding	10	9	8	10
Understanding of Recreational Facility Construction	15	13	12	15
Schedule & Ability to Meet Milestones	15	15	14	14
Cost Competitiveness & Clarity	10	10	8	4
Transparency of Cost-of-Work Matrix	10	9	6	9
TOTAL SCORE	100	89	77	92

Interpretation of Results

1. PICKLETILE™ scores highest (92/100)

This reflects the exceptional quality, engineering rigor, sound mitigation, and premium lighting.

However:

- Cost is \$201,088 higher than Multisports
- Cost Competitiveness category lowered score in that area

2. MULTISPORTS is the strongest “best value” choice (89/100)

Even though it is slightly below PICKLETILE in total score, Multisports has:

- Lowest final cost
- Complete lighting, fencing, PT slab, design, surfacing
- Lowest change-order risk
- Fastest completion schedule
- Meets all RFP requirements

3. MID-AMERICAN COURTWORKS (77/100)

Competitive price, but:

- Lighting installation missing
- Higher risk of added costs
- Does not provide best value compared to Multisports

Best Value Determination

The RFP allows the city to select the proposal providing the “best value to the City” considering cost along with all evaluation factors.

Although PICKLETILE™ scored highest on the technical matrix, its cost differential is substantial:

- \$235,500 (Multisports) vs. \$436,588 (PICKLETILE)
- Difference: \$201,088

The city cannot justify paying 85% more for similar core functionality when the highest-scoring cost category clearly identifies Multisports as the best cost-value performer.

Recommendation

Recommended Contractor (Best Value): MULTISPORTS, LLC – \$235,500.00

Why Multisports is the Best Value

- Lowest total cost meeting the full scope
- Complete lighting package installed (Mid-American's is materials-only)
- Strong qualifications and extensive experience
- Clear and transparent cost structure
- Fastest construction timeline
- Lowest change-order and coordination risk
- Closely matched technical score compared to PICKLETILE™ (89 vs 92) at half the price

Sincerely,

Randy Frazer, CPM
City Manager
Arkansas City, Kansas