

Memorandum

To: Parks & Recreation Committee

From: Dean R. Gazza, Director of Parks, Recreation and Facilities Management

Date: December 17, 2014

Re: Action: Award Five-Year (2015–2019) Golf Cart Lease to Yamaha Golf & Utility in the Annual Amount of \$25,691.36.

Request for proposals were received by three companies for the purchase or lease of golf carts for periods ranging from four to six years. Various lease options and lease terms were requested by our department in order to identify the best option for Reid Golf Course.

Upon evaluation of the proposals, verification of references and interviewing the final candidate we recommend issuing a contract to Yamaha Golf & Utility for the lease of golf carts for a period of five years. Golf carts would be leased from April through November (8 months).

In addition to overall value and price the references indicated excellent service by Yamaha Golf & Utility. Based on the prices provided, leasing is our best option. One major benefit is that the carts are turned when they begin to be undependable. Second, routine maintenance is provided by the contractor at a much lower cost than we can provide the same service.

Three proposals were received. The proposals include (40) golf carts, (2) beverage carts and (1) range picker cart.

<u>Company</u>	<u>Proposal \$</u>
Yamaha Golf & Utility (Yamaha)	\$25,691.36
Premier Golf & Utility (Club Car)	\$28,263.74
Versatile Vehicles, Inc. (E-Z-GO)	\$33,566.00

Yamaha Golf & Utility has been extremely aggressive in earning business. The City of Oshkosh (Lakeshore Golf Course), Fond du Lac County (Rolling Meadows Golf Course) and Brown County (Brown County Golf Course) currently are under contract with Yamaha Golf & Utility and came with high recommendations.

It is the recommendation of the Parks, Recreation and Facilities Management Department to award the contract to Yamaha Golf & Utility. Please feel free to contact me at 832-5572 with any questions, or by email at dean.gazza@appleton.org.

2015 - 2019 Golf Cart RFP

Cart Rental (Qty. 40)			Maintenance		
Club Car	E-Z-GO	Yamaha	Club Car	E-Z-GO	Yamaha

\$21,753.60	\$26,400.00	\$20,753.60	\$2,000.00	\$2,000.00	\$715.20
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Beverage Cart (Qty. 2)			Maintenance		
Club Car	E-Z-GO	Yamaha	Club Car	E-Z-GO	Yamaha

\$3,208.92	\$3,696.00	\$3,140.40	\$100.00	\$100.00	\$35.76
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Range Picker (Qty. 1)			Maintenance		
Club Car	E-Z-GO	Yamaha	Club Car	E-Z-GO	Yamaha

\$1,151.22	\$1,320.00	\$1,028.52	\$50.00	\$50.00	\$17.88
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Total	\$26,113.74	\$31,416.00	\$24,922.52	\$2,150.00	\$2,150.00	\$768.84
	\$2,150.00	\$2,150.00	\$768.84			
	\$28,263.74	\$33,566.00	\$25,691.36			

On-Demand Carts	\$35.00	\$32.00	\$32.00			
ADA Cart	No Bid	\$8,200.00	\$8,190.00		\$50.00	\$20.00

Other:

Outright Purchase	\$4,086.00	\$4,095.00	\$3,838.75			
	\$7,231.00	\$7,900.00	\$8,190.00			
	\$6,832.00	\$7,100.00	\$5,640.00			

Total Cost (5 Years)

Lease	\$130,568.70	\$157,080.00	\$124,612.60	\$10,750.00	\$10,750.00	\$3,844.20
Own	\$184,734.00	\$186,700.00	\$175,570.00	(Our cost to maintain is likely more)		
	-\$54,165.30	-\$29,620.00	-\$50,957.40			