



Open Session Item

SUBJECT: Bid Award (PUR-1372) Purchase or Lease and Supplying of Golf Carts for Washington County's Black Rock Course

PRESENTATION DATE: December 19, 2017

PRESENTATION BY: Rick Curry, CPPO – Purchasing Director and Darrell Whittington – Golf Director at Black Rock Golf Course

RECOMMENDED MOTION: Move to award the bid to the lowest responsive, responsible bidder *Golf Car Specialties, LLC* of Pottstown, PA, based on **Option No. 1** (6-year lease) for a total amount of **\$57,977.84 per year** for a total **6-year cost of \$347,867.04** and Alternate No. 1 (6-year lease) at an annual amount of **\$1,793.20** for a total 6-year coast of **\$10,759.20**, for Grand Total of **\$358,627.24** and contingent upon final approval of the lease documents by the County Attorney's Office.

REPORT-IN-BRIEF: The recommended award option is for the leasing and supplying of seventy-two (72) rental golf carts and one (1) heavy-duty range cart with a requirement of the exchange for new carts at the end of three (3) years. This recommended option also includes a service agreement of (a) weekly maintenance, (b) winter-time service of the fleet, and (c) 24-hour emergency service. At the end of the 6-year lease, the golf carts are returned to the vendor. Should the County wish to own the carts at the end of a lease, it would need to pay fair-market value to purchase the carts as well as purchase an additional maintenance service agreement. However, due to wear and tear on the golf carts, the Black Rock Board originally decided to replaces its carts every three (3) years. It has been common practice to also raise the cart fee \$1.00 upon receiving new carts every three (3) years.

The Invitation to Bid (ITB) was advertised locally in the newspaper and on the County's website, as well as on the State of Maryland's "eMaryland Marketplace" website. Sixteen (16) persons/companies registered/downloaded the bid document on-line. Three (3) vendors submitted bids as indicated on the bid tabulation matrix. The present 6-year lease expires January 19, 2018.

DISCUSSION: N/A

FISCAL IMPACT: Funds for Golf Carts Rental in the amount of \$64,620.00 are budgeted in Line Item Account No. 535030-46-46020 of FY'18 budget.

CONCURRENCES: Division Director of Public Works

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

PUR-1372

Purchase or Lease and Supplying of Golf Carts for Washington County's Black Rock Golf Course

	E-Z-GO, a Division of Textron, Inc. Augusta, GA	Golf Car Specialties, LLC Yamaha Golf Cars Pottstown, PA	Horizon Distributors, Inc. Frederick, MD	
Option 1: (6 year lease)			Years 1-3	Years 4-6
Interest Rate	4.0%	4.0%	3.39%	5%
Total Annual Lease Amount of 8 Payments	\$65,276.00	\$57,977.84	\$58,313.60*	\$68,812.48**
Total Lease Cost Over Six-Year Period	\$391,656.00	\$347,867.04	\$381,372.24	

Alternate 1: (Fold-down Windshields) ADDITIONAL AMOUNT to be added to Option 1			Years 1-3	Years 4-6
Total Annual Lease Amount of 8 Payments	\$0.00	\$1,793.20	\$2,304.00	\$2,448.00
Total Lease cost Over Six-Year Period	\$0.00	\$10,759.20	\$14,256.00	

Option 2: (Straight Purchase)			Years 1-3	Years 4-6
Total Purchase Cost	\$457,100.00****	\$630,240.00	\$343,060.00	\$172,910.00***
			\$515,970.00	

Alternate 1: (Fold-down Windshields) ADDITIONAL AMOUNT to be added to Option 2			Years 1-3	Years 4-6
Total Purchase Cost	\$0.00	\$640,320.00	\$6,624.00	\$6,840.00
			\$13,464.00	

**** Corrected to "written" figures from Proposal Form from figures read at bid opening.

Remarks/Exceptions:

Horizon Distributors, Inc.

*Lease includes balloon payment of \$194,300.00, payable by Horizon Distributors, Inc. upon pick-up of the seventy-two (72) 2018 Club Car Precedent i2 gas golf cars and one (1) 2018 Club Car Carryall 500 driving range picker.

**Lease includes balloon payment of \$201,500.00, payable by Horizon Distributors, Inc. upon pick-up of the seventy-two (72) 2021 Club Car Precedent i2 gas golf cars and one (1) 2021 Club Car Carryall 500 driving range picker.

*** Includes trade-in value of \$194,300.00 for seventy-two (72) 2018 Club Car Precedent gas golf cars and one (1) 2018 Club Car Carryall 500 driving range picker.