

Department of Parks, Recreation
& Conservation

February 19, 2010

TO: Board of Acquisition and Contract

FROM: Joseph A. Stout
Commissioner of Parks, Recreation and Conservation

RE: Authority to exercise an option to terminate a lease agreement with Club Car, Inc. for the provision of golf cars at various County golf courses and enter into a new 60 month lease agreement and maintenance agreement with Agricredit Acceptance LLC at new rates commencing March 15, 2010.

Pursuant to a resolution approved on March 30, 2006, the County entered into a sixty month lease agreement with Club Car, Inc. ("Club Car"), 4125 Washington Road, Evans, Georgia 30809 to lease 220 golf cars for a sixty month term following the first date of delivery. Under the terms of the lease, the County has the option to terminate the lease after 48 months with no penalty if the County decides to enter into a new five-year lease with Club Car for a new fleet of golf cars at rates to be mutually agreed upon and approved by the Board of Acquisition and Contract. Although Club Car will be providing the leased golf cars and the maintenance services, the County will be entering into the proposed new lease and maintenance agreement with Club Car's financing company, Agricredit Acceptance LLC.

To date, the County has been satisfied with the golf cars and the maintenance of the cars provided by Club Car. For the 2010 season, the County will be assuming the responsibility for leasing golf cars at Hudson Hills and Maple Moor which had been leased by Billy Casper Golf. Exercising the option to terminate the current lease one year early allows the County to add golf cars for both Hudson Hills Golf Course and Maple Moor Golf Course to the lease so that all courses would be covered under one lease contract as well as receive the benefit of a new fleet of golf cars. The new lease agreement also increases the number of golf cars leased at each of the County courses in order to better accommodate patrons. The number of golf cars leased shall be: 60 gasoline powered golf cars at Sprain Lake Golf Course; 56 gasoline powered golf cars at Saxon Woods Golf Course; 65 electric golf cars at Dunwoodie Golf Course; 60 gasoline golf cars at Mohansic Golf Course; 65 electric golf cars at Hudson Hills Golf Course; and 60 gasoline golf cars at Maple Moor Golf Course.

The County will pay a total of \$716.58 per golf car per year, which includes full service maintenance to be provided by Club Car. Additional golf cars can be leased for an additional

cost of \$35 on a daily basis, \$75 on a weekly basis and \$150 on a monthly basis per golf car which has not increased from the prior agreement. The annual estimated cost will be \$262,268.28 and over the five-year term is estimated to be \$ 1,311,341.40. .

The public purpose of the agreement is to allow the County to lease golf cars for the convenience and benefit of the public golfer. The goal and objective of this agreement is to provide this important amenity to patrons of County golf courses and provide revenue to the County. Golf cart revenue is the second largest revenue generator for the golf division. This agreement will be tracked and monitored through the review of financial reports and by site visits by Department of Parks, Recreation and Conservation staff.

Accordingly, approval of the attached resolution by your Honorable Board is most respectfully requested.

APPROVED BOARD OF ACQUISITION & CONTRACT - 3-4-2010 - JOMARY VIEIRA, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Parks, Recreation and Conservation, be it hereby

RESOLVED, that the County of Westchester is hereby authorized to terminate the current lease agreement with Club Car, Inc. for the rental of golf cars on four County golf courses and enter into a new 60 month lease agreement and maintenance agreement with Agricredit Acceptance LLC (8001 Birchwood Court, Johnston, IA 50131) commencing March 15, 2010 and ending on March 14, 2015, with full service maintenance to be provided by Club Car, Inc. as the subcontractor; and be it further

RESOLVED, that the new lease agreement shall include the following number of golf cars at each golf course, with the County paying \$716.58 per golf car per year, which price includes maintenance services:

Dunwoodie – 65 electric powered golf cars
Hudson Hills – 65 electric powered golf cars
Maple Moor – 60 gasoline powered golf cars
Mohansic – 60 gasoline powered golf cars
Saxon Woods – 56 gasoline powered golf cars
Sprain Lake 60 gasoline powered golf cars; and be it further

RESOLVED, that if during the term of the agreement, additional golf cars are needed above the 366 leased cars, the County shall pay a daily fee of \$35 per golf car, a weekly fee of \$75 per golf car and a monthly fee of \$150 per golf car; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized to execute all instruments necessary to implement this Resolution.

APPROVED BOARD OF ACQUISITION & CONTRACTS 3-4-2010 - JOMARY VIEIRA SECRETARY

Original Agreement \$1,311,341.40*
 First Amendment \$
This Amendment \$ _____
 TOTAL \$1,311,341.40*

Agreement #

Account to be
 Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars	
165	42	3010	4380		\$262,268.28*	2010
165	42	3010	4380		\$262,268.28*	2011
165	42	3010	4380		\$262,268.28*	2012
165	42	3010	4380		\$262,268.28*	2013
165	42	3010	4380		\$262,268.28*	2014

Budget Funding Year(s) 2010-2014 Start Date 03-15-10 End Date 03-14-15
 (must match resolution)

Funding Source Tax Dollars _____ X _____

State Aid _____

\$1,311,341.40* Federal Aid _____

(must match resolution)

Other _____

*Estimated

APPROVED BOARD OF ACQUISITION & CONTRACT 3-4-2010 - JOMARY VIEIRA, SECRETARY