



Board of County Commissioners Agenda Report

Washington County, Maryland

Open Session ✓

From: Karen R. Luther, CPPO – Purchasing Agent

Presentation By: Karen Luther and Darrell Whittington, Golf Pro - Black Rock Golf Course

Presentation Date: December 6, 2011

Subject: Bid Award (PUR-1169) – Purchase or Lease and Supplying of Golf Carts for Washington County’s Black Rock Golf Course

Recommended Motion: Move to award the bid to the responsive, responsible bidder **Golf Cart Services, Inc.** of New Oxford, PA, based on its low bid on **Option No 1** (6-year lease) at an annual amount of **\$62,605.44** for a total **6-year cost of \$375,632.64** and Alternate No. 1 (6-year-lease) at an annual amount of **\$2,010.24** for a total 6-year cost of **\$12,061.44**, for a Grand Total of **\$387,694.08**, 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 Board at the Black Rock Golf Course originally decided to replaces its carts every three (3) years.

The bid was advertised on the State’s “*eMaryland Marketplace*”, in the Herald Mail, and on the County’s web site. Twelve (12) persons/providers downloaded a copy of the bid document from the County’s web site. Two (2) vendors submitted bids as indicated on the attached bid tabulation.

The present 6-year lease with E-Z-GO, Textron is \$55,693.44 annually and expires February 28, 2012. The contract option recommended herein results in an annual cost increase of \$6,912.00.

Discussion: N/A

Concurrences (If Applicable): Director of Buildings, Grounds & Parks

Fiscal Impact (If Applicable): Funds for Golf Carts Rental in the amount of \$55,700 are budgeted in Line Item No. 535030 46 46020 of the FY'12 budget.

Alternatives (If Applicable): N/A

Attachments: Bid Tabulation

(PUR-1169) Purchase or Lease and Supplying of Golf Carts for Washington County's Black Rock Golf Course	Golf Cart Services, Inc. New Oxford, PA	G.L. Cornell Company Gaithersburg, MD	
		Years 1 - 3	Years 4 - 6
Option 1: (6 year lease)			
Interest Rate	5.5%	3.18%	5%
Total Annual Lease Amount of 8 Payments	\$62,605.44	\$78,006.40 (1)	\$93,865.20 (2)
Total Lease Cost Over Six-Year Period	\$375,632.64	\$515,614.80	
<i>Alternate 1: (Fold-down Windshields)</i>			
<i>ADDITIONAL AMOUNT to be added to Option 1</i>			
Total Annual Lease Amount of 8 Payments	\$2,010.24	\$2,505.60	\$2,822.60 *
Total Lease cost Over Six-Year Period	\$12,061.44	\$15,984.00	
<i>Alternate 1: (Fold-down Windshields)</i>			
<i>ADDITIONAL AMOUNT to be added to Option 2</i>			
Option 2: (Straight Purchase)			
Total Purchase Cost	\$263,006.00	\$323,900.00	\$228,990.00 (3)
		Total: \$552,890.00	
<i>Alternate 1: (Fold-down Windshields)</i>			
<i>ADDITIONAL AMOUNT to be added to Option 2</i>			
Total Purchase Cost	\$5,914.00	\$7,200.00	\$7,920.00
		Total: \$15,120.00	

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

Remarks/Exceptions:

G.L. Cornell Company:

(1) Lease includes balloon payment of \$110,100.00, payable by G.L. Cornell Company upon pick-up of the seventy-two (72) 2012 Club Car Precedent golf cars and one (1) 2012 Club Car Turf 2 driving range picker.

(2) Lease includes balloon payment of \$110,100.00, payable by G.L. Cornell Company upon pick-up of the seventy-two (72) 2015 Club Car Precedent golf cars and one (1) 2015 Club Car Turf 2 driving range picker.

(3) Includes trade-in value of \$128,500.00 for seventy-two (72) 2012 Club Car Precedent golf cars and one (1) 2012 Club Car Turf 2 driving range picker.