

DATE: **March 5, 2019**
TO: Mayor and City Council
VIA: City Manager
FROM: Parks & Recreation Director *AW*
COPY: Assistant City Manager *DA*
City Clerk
SUBJECT: Approve Golf Cart Purchase – Golf Course



Recommendation:

Approve the purchase of 66 new gas-powered golf carts and 3 utility course vehicles in the net amount of \$199,905 (includes a \$122,760 trade-in allowance for existing fleet) from Yamaha under a Georgia Statewide contract. Adequate funds (\$250,000) were budgeted under the city's capital improvement program to cover the purchase.

Background:

Yamaha has provided gas powered golf carts to the golf course since the inception of the golf course. The Yamaha gas cart is arguably one of the best gas powered cart in the business and comes with all the added features and comfort needed to present a quality product and experience to our golfers. Design changes in these engines and carts are consistent with previous models and will provide a streamlined transition as we begin preventative maintenance and service on these new cars. The industry recognizes the ability of these carts and engines to handle the challenging topography of our course.

I recommend purchasing the new fleet of carts as soon as approved. We would then be on schedule to receive them in mid to late April which is the generally-accepted start of the golf season. This project was budgeted in the 2019 CIP program and the quote for the new carts with the trade-in of our existing fleet will bring us in under budget.

Attached is a copy of the quote and scope of work.

Attachment



Fleet Purchase Proposal Details and Acceptance

Fleet Purchase Pricing Details—Includes Freight & Installation of all Accessories on the (66) 2019 New Cars, as well as the freight cost to move out the (66) 2012 Used Yamaha's.

NEW CAR PRICING: (66) 2019 Yamaha Sunstone Beige EFI Gas Fleet Cars = **\$4,565.00 per car**

Total For (66) New 2019 Yamaha's = **\$301,290.00**

TRADE-IN PRICING: (66) 2012 Yamaha White Carburetor Gas Fleet Cars = **\$1,860.00 per car**

Total For (66) Used Yamaha's = **\$122,760.00**

Total Net Delivered Price = **\$178,530.00**

DELIVERY & TERMS:

Mid to Late April 2019

Purchase Order & Cashier's Check Due Prior To Delivery

TRADES:

Trade value assumes all (66) Used 2012 Yamaha Carburetor Gas Fleet Cars are in running & operating condition. As shown above, the trade value is being applied to net down the new car price. Upon delivery of new cars, Yamaha assumes ownership of all traded equipment. If any of the (66) Used Yamaha's are not running & in operating condition at the time of the new car delivery, Sugar Hill GC will be invoiced by Yamaha or the buying Dealer for the parts & labor to repair the car(s) in order to get the car(s) back to running & operating condition.

This quotation is valid for Seven (14) days and is subject to change beyond that date. Furthermore, this proposal constitutes the entire understanding and agreement amongst the parties, whether oral or in writing. Neither party has made any further representations or promises to the other with respect to the subject matter of this agreement, except as set forth in this agreement. This agreement supersedes any previous agreements made between parties and is confidential in nature.

If this proposal is acceptable under the above terms, please sign and date below:

Accepted by: _____

Date:

Accepted by:

Date: 2-20-19

Sugar Hill Golf Club

Yamaha District Sales Manager



UMAX One Utility Vehicle Purchase Proposal Details and Acceptance

Umax One Utility Vehicle Purchase Pricing Details—Includes Freight & Installation of all Accessories on these (3) New 2019 Yamaha UMAX Utility Vehicles

NEW Utility Vehicle Pricing:

(3) New 2019 Yamaha Carbon Metallic UMAX One EFI Utility Vehicles = **\$7,125.00.00 per vehicle**

Total For (3) New 2019 Yamaha Carbon Metallic UMAX One EFI Utility Vehicles = **\$ 21,375.00**



If this proposal is acceptable under the above terms, please sign and date below:

Accepted by: _____ Date: Accepted by: *Richard Warner* Date: 2-20-19

Sugar Hill Golf Club

Yamaha District Sales Manager