

AGENDA



Recommendation for Council Action

AUSTIN CITY COUNCIL

Regular Meeting: November 9, 2017

Item Number: 038

Purchasing Office

Authorize negotiation and execution of a lease-purchase contract with Textron Inc. DBA E-Z-GO, for electric golf carts and utility carts, for a term of four years in an amount not to exceed \$1,000,000. (This solicitation is exempt from the Minority Owned and Women Owned Business Enterprise Procurement Program.).

Lead Department	Purchasing Office.
Fiscal Note	Funding is available in the Fiscal Year 2017-2018 Operating Budget of the Parks and Recreation Department.
Purchasing Language	The Purchasing Office issued a Request for Proposals (RFP) SMB0105 for these goods. The solicitation issued on August 14, 2017 and it closed on September 12, 2017. Of the three offers received, the recommended contractor submitted the best evaluated responsive offer. A complete solicitation package, including a response list, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: Solicitation Documents < https://www.ci.austin.tx.us/financeonline/vendor_connection/solicitation/solicitation_details.cfm?sid=118408 >.
For More Information	Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov < mailto:AgendaOffice@austintexas.gov > NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Persons: Sandy Brandt, at 512-322-6594 or Sandy.Brandt@austinenergy.com < mailto:Sandy.Brandt@austinenergy.com > or Liz Lock, at

	512-974-2034 or Liz.Lock@austintexas.gov < mailto:Liz.Lock@austintexas.gov >.
Client Department(s)	Parks and Recreation Department.

Additional Backup Information:

The contract is for the lease-purchase of approximately 300 electric golf carts and seven utility carts to replace the City's current fleet at City golf courses. Patrons of City golf courses may rent golf carts as an alternative to walking. City staff use utility carts in day-to-day golf course operations to manage pace of play, carry equipment, and transport patrons when assistance is needed.

The City purchased golf carts and utility carts from E-Z-GO in 2012 for the Hancock Golf Course, Jimmy Clay/Roy Kizer Golf Complex, Lions Municipal Golf Course, and Morris Williams Golf Course. These carts are now at their end of life. When the City acquired Grey Rock Golf Club in 2014, it assumed an existing golf cart lease which expires June 2018; the contract will also include replacement carts for Grey Rock Golf Club. Lions Municipal Golf Course is not included in the replacement schedule due to unknown future of operations. The contract also includes buyout of the City's current fleet of golf carts as well as parts and repairs.

The City generates approximately \$1.5 million dollars annually through golf cart rentals at the golf courses. This year, the City has increased rental fees as approved by Council by \$1 per rider to generate additional revenue for the Golf Enterprise Fund. The City's estimated annual lease payment for this contract is \$250,000.

An evaluation team with expertise in this area evaluated the offers and scored Textron Inc. as the best to provide the goods based on proposed solution, lease terms, response solution, cost proposal, and local business presence.

This request allows for the development of a contract with a qualified offeror selected by Council. If the City is unsuccessful in negotiating a satisfactory contract with the selected offeror, negotiations will cease with that provider. Staff will return to Council so that another qualified offeror may be selected, authorizing new contract negotiations.

A delay in approving the contract will result in patrons renting potentially unreliable or unsafe golf carts, no golf cart availability at Grey Rock Golf Club, difficulty for staff to fulfill their responsibilities in operating the golf courses, and an adverse impact to the Golf Enterprise Fund revenues.