

COUNCIL AGENDA  
ITEM NO. 12

**CITY OF SAN ANTONIO  
PURCHASING & GENERAL SERVICES DEPARTMENT  
CITY COUNCIL AGENDA MEMORANDUM**

TO: Mayor and City Council

FROM: Janie B. Cantu, Director of Purchasing & General Services

SUBJECT: Golf Course Maintenance Equipment Lease

DATE: December 16, 2004

**SUMMARY & RECOMMENDATION**

This ordinance authorizes the Purchasing & General Services Department to accept the low responsive bid submitted by C & M Golf and Grounds Equipment to provide the City of San Antonio Parks & Recreation Department with a 48 month golf course maintenance equipment lease for a total of \$9,099.86 per month.

Staff recommends approval of this ordinance.

**BACKGROUND INFORMATION**

An invitation for bid was issued for a 48 month golf course maintenance equipment lease. A total of five bids were received. The low responsive bid was submitted by C & M Golf and Grounds Equipment for a total of \$9,099.86 per month/\$436,793.28 for the term of the lease. This bid was advertised in the Daily Commercial Recorder, La Prensa, San Antonio Observer, the City of San Antonio Purchasing Website, Public Access Channel 21 and Demandstar.com.

Currently, the Golf Operations Division procures golf course maintenance equipment and maintains the equipment through parts and service contracts. With the cost of repairs and downtime waiting for replacement parts, it has become increasingly difficult to perform the services required to maintain the City's golf courses. This contract will provide the Parks & Recreation Department with golf course maintenance equipment on a 48 month lease. This equipment will replace existing units which are eight to ten years old and are no longer cost effective to repair and maintain. This type of equipment is critical to normal day to day operations and upkeep of the City's Golf Course.

The equipment to be leased under this contract includes 1 sand trap rake, 4 sprayers which will be utilized to apply chemicals and liquid fertilizers, 3 top dressers for distribution of sand to fill in and level greens, 5 aerators for maintenance of greens and tee boxes and 7 utility vehicles. Five of these vehicles will be used for transporting materials and personnel around the courses and 2 will be equipped with ball cages and pickers and used for collecting range balls at the San Pedro Driving Range Facility.

In addition, 18 mowing units will be leased on this contract and include 2 rotary mowers for trimming of rougher terrain, 4 reel trim mowers for trimming tee boxes and greens areas, 2 fairway mowers, 9 greens mowers and 1 out-front mower for trimming and mowing in areas where larger units have difficulty accessing.

Equipment under this contract is to be maintained by the successful vendor for the entire period of the lease. Maintenance includes engine tune-ups, brake adjustments, and other necessary adjustments associated with the proper maintenance of golf course equipment. All units are covered by a 2 year warranty period, and any equipment which may experience mechanical failures while under the warranty period, will be replaced with a new piece of like equipment. Additionally, if equipment is beyond the warranty period and experiences repeated mechanical failures, it shall be replaced with a unit of the same make and model meeting the quality and operational performance required within 72 hours at not cost to the City.

#### **POLICY ANALYSIS**

This contract will provide the Parks & Recreation Golf Operations Division with a 48 month lease for golf course maintenance equipment. This equipment will be distributed throughout the City's seven municipal golf courses. Successful vendor shall also provide initial training for each classification of equipment as well as additional annual training to demonstrate its proper use and maintenance. Sixty days prior to the end of the lease term, the City shall have the option to purchase any or all items of the leased equipment at the residual value offered by the vendor.

#### **FISCAL IMPACT**

The total cost of this contract is \$9,099.86 per month which includes lease and maintenance of equipment for 48 months. By utilizing this method of leasing equipment, the City estimates savings of \$146,918 in maintenance costs during the next 48 month period. The lease cost is \$152,555 less than the estimated cost to purchase the equipment. By leasing this equipment, the costs for parts and equipment remain fixed for the 48 month term of the contract. The lease option provides for efficient management of expenditures as well as deficit reduction. Continual operation under a lease program such as this would allow equipment to be replaced after a 4 year lifespan and maintained or replaced during that time. Funding will be from the Golf Course Fund. All expenditures will be in accordance with the FY2004-2005 Budget approved by City Council.

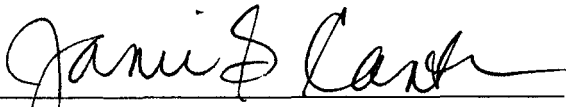
#### **COORDINATION**

This item has been coordinated with the City of San Antonio Parks & Recreation Department.

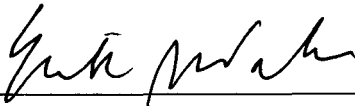
**SUPPLEMENTAL INFORMATION**

The City of San Antonio Purchasing Department advertises bids in the Daily Commercial Recorder, La Prensa, The San Antonio Observer, and the San Antonio Express-News. This office also advertises bids on Public Access Channel 21, the Purchasing Website and utilizes the services of Demandstar.com to notify registered vendors of City bids.

This contract was developed utilizing the formal competitive bid process; therefore, an Ethics Disclosure Form is not required.



Janie B. Cantu, C.P.M., Director  
Purchasing & General Services



Erik J. Walsh  
Assistant to the City Manager

**City of San Antonio Bid Tabulation**

		<b>Bid #1</b>		<b>Bid #2</b>	
Opened: August 3, 2004		Austin Turf & Tractor	C & M Golf & Grounds	Golf Cars Etc.	Professional Turf
For: Golf Course Maintenance Equipment Lease		Equipment	Equipment	Equipment	Equipment
04-107 PR		809 Steve Hawkins Pkwy.	13250 Lookout Rd.	22340 IH 35 North	5026 Service Center Dr.
		Marble Falls TX 78654	San Antonio TX 78233	New Braunfels TX 78132	San Antonio TX 78218
Item	Description				
1	1 Each - Sand Trap Rake				
	Price Per Unit Per Month	\$153.23	\$239.47	No Bid	\$128.00
	Total Per Lease Period	\$7,355.04	\$11,494.56		\$6,144.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Cushman		Toro
	Model	1200H	Groomsmaster		2020
2	2 Each - Rotary Mowers				
	Price Per Unit Per Month	\$663.12	\$239.47	No Bid	\$584.00
	Total Per Lease Period	\$63,659.52	\$22,989.12		\$56,064.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Jacobsen		Toro
	Model	1600T	5111		GM4000D
3	5 Each - Utility Vehicles, Heavy Duty				
	Price Per Unit Per Month	\$190.60	\$239.47	No Bid	\$202.00
	Total Per Lease Period	\$45,744.00	\$57,472.80		\$48,480.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Cushman		Toro
	Model	2020	Truckster		3200
4	4 Each - Mowers, Reel Trim				
	Price Per Unit Per Month	\$244.12	\$239.47	No Bid	\$279.00
	Total Per Lease Period	\$46,871.04	\$45,978.24		\$53,568.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Jacobsen		Toro
	Model	2653A	1800		RM2600D
5	9 Each - Greens Mowers, Triplex				
	Price Per Unit Per Month	\$271.89	\$239.47	No Bid	\$265.00
	Total Per Lease Period	\$117,452.16	\$103,451.04		\$114,480.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Jacobsen		Toro
	Model	2500	GKIV		3100
6	2 Each - Fairway Mowers				
	Price Per Unit Per Month	\$751.02	\$239.47	No Bid	\$658.00
	Total Per Lease Period	\$72,097.92	\$22,989.12		\$63,168.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Jacobsen		Toro
	Model	1905	4677		6700D
7	3 Each - Tow Behind, Top Dresser, Self-Contained				
	Price Per Unit Per Month	\$125.18	\$239.47	No Bid	\$160.00
	Total Per Lease Period	\$18,025.92	\$34,483.68		\$23,040.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	Dakota	Pequea		Ty-Crop
	Model	410	GT100		180
8	4 Each - Self-Contained Four Wheel Sprayers				
	Price Per Unit Per Month	\$287.36	\$239.47	No Bid	\$264.00
	Total Per Lease Period	\$55,173.12	\$45,978.24		\$50,688.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Cushman		Toro
	Model	2020	898627		1250
9	5 Each - Greens Aerators				
	Price Per Unit Per Month	\$113.30	\$239.47	No Bid	\$164.00
	Total Per Lease Period	\$27,192.00	\$57,472.80		\$39,360.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Ryan		Toro
	Model	800	GA30		09120
10	1 Each - Mower, Outfront				
	Price Per Unit Per Month	\$296.01	\$239.47	No Bid	\$255.00
	Total Per Lease Period	\$14,208.48	\$11,494.56		\$12,240.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid		\$5.00
	Make	John Deere	Jacobsen		Toro
	Model	1445	628		3280
11	2 Each - Utility Vehicles, Ball Cage & Ball Pickers			NAS	
	Price Per Unit Per Month	\$211.56	\$239.47	\$6,960.24	\$210.00
	Total Per Lease Period	\$20,309.76	\$22,989.12	\$13,920.48*	\$20,160.00
	Mileage Per Mile Over 900 Hours/Year	\$1.50	No Bid	No Bid	\$5.00
	Make	John Deere	EZ-Go	Club Car	Club Car
	Model	Turf Gator	MPT1200	Turf II	Turf II
	TOTAL	\$488,088.96	\$436,793.28	Incomplete	\$487,392.00
	Terms	Net 30	1%-2	Net 30	Net 30