

**COUNTY OF MILWAUKEE**  
Inter-Office Communication

Date: November 8, 2023

To: Marcelia Nicholson, Chairwoman, Milwaukee County Board of Supervisors

From: Guy D. Smith, Executive Director, Milwaukee County Parks

Subject: From the Executive Director of Milwaukee of County Parks, requesting authorization to execute Master Equipment Purchase Lease Agreements and related documents with De Lage Landen Public Finance, LLC, Premier Golf & Utility Vehicles, Inc., BankVista, and Versatile Vehicles, Inc., to allow for the lease of golf and utility carts at the Milwaukee County Zoo and various Milwaukee County Parks locations

File Type: Action report

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**REQUEST**

From the Executive Director of Milwaukee of County Parks, requesting authorization to execute Master Equipment Purchase Lease Agreements and related documents with De Lage Landen Public Finance, LLC, Premier Golf & Utility Vehicles, Inc., BankVista, and Versatile Vehicles, Inc., to allow for the lease of golf and utility carts at the Milwaukee County Zoo and various Milwaukee County Parks locations.

**POLICY**

Any single contract, or group of contracts between the same parties which generally relate to the same transaction, with a value or aggregate value of more than \$300,000, to which a county is a party, and which satisfies any other statutory requirements, may take effect only if it is approved by a vote of the board. Wisconsin State Statutes: Wis Stat 59.51(31)

Wisconsin State Statutes:	Ss 59.51(31)
Milwaukee County Code of General Ordinances:	
Specific Adopted Budget:	
Specific Adopted Budget Amendment:	
Specific Adopted Capital Project:	

**BACKGROUND**

The current golf and utility carts expire on December 31, 2023. The County issued RFP 2023-031 to enter into new multi-year Master Lease Agreements for golf and utility carts at the Milwaukee County Zoo and various Milwaukee County Parks locations.

Following the issuance of an RFP in 2023, on July 13, 2023, the golf cart lease was awarded to Premier Golf & Utility Vehicles, Inc. and the utility carts lease was awarded to Versatile Vehicles, Inc.

County Parks will manage the Master Lease Agreements for both golf and utility cart leases.

The term of the Master Lease Agreements will commence on February 1, 2024, and expire on August 31, 2028. The agreements have an option for a one (1) year extension if the Parties can agree to financial terms for the extension.

The total lease payments for the 58-month term are: \$2,356,308, with an annual lease rate of 7.5% for golf carts; and total lease payment for Utility carts is \$1,407,603.50, at an annual lease rate of 5.86%.

Premier and Versatile are responsible for all routine and regularly scheduled maintenance to the carts, as well as all maintenance specified by the manufacturer at no charge to the County. Non-routine maintenance shall be provided to the County at a rate of \$95 per hour.

In addition, Premier shall be responsible for the installation and maintenance of security systems that will secure the golf carts at their assigned golf course; and be responsible, at its own cost, for the removal of all golf carts from Milwaukee County golf courses at the completion of each season during the term.

Related File No's:	
Associated File No's (Including Transfer Packets):	
Previous Action Date(s):	

### **ALIGNMENT TO STRATEGIC PLAN**

Describe how the item aligns to the objectives in the [strategic plan](#):

3B: Enhance the County's fiscal health and sustainability

3C: Dismantle barriers to diverse and inclusive communities

### **FISCAL EFFECT**

Funding for the annual payments will be included in departmental requested operating budgets.

### **TERMS**

- Two Master Lease Agreements, one for utility carts (which includes Parks and the Zoo) and one for golf carts (Parks)
- Lease payments will be made by Milwaukee County as "Lessee" to De Lange Landen Public Finance LLC (Premier's financial agent) and BankVista (Versatile's financial agent).

- The terms are for 48 months, commencing February 1, 2024, and expiring August 31, 2028
- The agreements include buyout by the awardees of the vehicles leased under the contract expiring December 31, 2023.
- The Golf lease payments for Golf carts, including training for each type of vehicle supplied, is \$2,356,308 at an annual lease rate of 7.5%.
- The Utility cart lease payments for Utility carts, including training for each type of vehicle supplied, is \$1,407,603.50 at an annual lease rate of 5.86%.
- The final buyout payment in 2028 for golf carts is \$1,620,500.00, due upon the lease's termination date of August 31, 2028.
- The final buyout payment of \$410,000.00 shall be due to Versatile upon the lease's termination date of August 31, 2028
- There is an option for a one (1) year renewal at the expiration of the agreements, provided the parties agree on the financial terms of the renewal.

### **VIRTUAL MEETING INVITES**

#### **PREPARED BY:**

Saji Villoth, Interim Contracts Manager, Milwaukee County Parks

#### **APPROVED BY:**

*Guy Smith*  
Guy Smith, Executive Director Milwaukee County Parks

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**ATTACHMENTS:**

Fiscal Note

Resolution

2023 RFP 23-031 Intent to Award letter

2023 De Lange Landen Lease form

2023 BankVista Lessor contract form

Attachment M Golf Cart Lease payments

Attachment N Utility Cart Lease payments

CC: David Crowley, County Executive  
Mary Jo Meyers, Chief of Staff, County Executive's Office  
Sheldon A. Wasserman, Supervisor District 3, PEEC Chair  
Steven Shea, Supervisor District 8, PEEC Vice Chair  
Felesia A. Martin, Supervisor District 7, PEEC Member  
Juan Miguel Martinez, Supervisor District 12, PEEC Member  
Steve F. Taylor, Supervisor District 17, PEEC Member  
Kelly Bablitch, Chief of Staff, Milwaukee County Board of Supervisors  
Janelle M. Jensen, Legislative Services Division Mgr, Office of the County Clerk  
Aaron Hertzberg, Director, Department of Administrative Services  
Joseph Lamers, Fiscal & Budget Director, DAS  
Vince Masterson, Fiscal & Strategic Asset Coordinator, DAS  
Pamela Bryant, Capital Finance Manager, Comptroller's Office  
Justin Rodriguez, Capital Finance Analyst, Comptroller's Office  
Allyson R. Smith, Committee Coordinator, Office of the County Clerk  
Ciara Miller, Research & Policy Analyst, Office of the Comptroller  
Anthony Rux, Budget & Management Analyst, DAS-PSB