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**March Board Cycle**

**Milwaukee County Parks**  
9480 Watertown Plank Rd.  
Wauwatosa, WI 53226  
(414) 257-PARK

**Date:** February 19, 2020  
**To:** Theodore Lipscomb, Sr., Chairman, County Board of Supervisors  
**From:** Guy Smith, Executive Director, Milwaukee County Parks  
**Subject:** **Requesting Authorization to Execute Master Lease Agreements with Yamaha Motor Finance Corporation, U.S.A. and TCF National Bank – Action**

**Issue**

Parks requests authorization to execute Master Lease Agreements with Yamaha Motor Finance Corporation, U.S.A. and TCF National Bank to allow for the lease of golf and utility carts at locations with Milwaukee County Parks and Zoo.

**Background**

On October 1, 2019, Milwaukee County Parks issued a competitive Request for Proposals to solicit proposals for the lease of golf and utility carts.

**Harris Golf Cars**

Harris Golf Cars responded to the RFP for providing golf carts and, meeting all terms and conditions of the process, was awarded the opportunity. Yamaha Motor Finance Corporation, U.S.A. serves as Harris Golf Cars' financial leasing company and therefore will lease the carts to the County.

The term of this lease is forty-six (46) months. The County will pay \$99,648.49 annually to Harris in 2020, 2021, 2022, and 2023. The final buyout payment of \$977,625 shall be due upon the lease's termination date of December 31, 2023. The interest rate is 4.52%. As a condition of the RFP's intent to award, Harris Golf Cars made the \$864,500 buyout payment for the County's lease of golf carts from its prior golf cart lease with Yamaha on behalf of Harris, expiring in December 2019.

Harris will provide all routine and regularly scheduled maintenance to the carts other than oil changes, as well as all maintenance specified by the manufacturer for no charge to the County. Non-Routine maintenance shall be provided at a rate of \$90 per hour. The County shall be responsible for furnishing gasoline in the carts, keeping the carts clean and presentable, and repairing flat tires on the carts.



**Versatile Vehicles, Inc.**

Versatile Vehicles, Inc. responded to the RFP for providing utility carts and, meeting all terms and conditions of the process, was awarded the opportunity. TCF National Bank serves as Versatile Vehicles’ financial leasing company and therefore will lease the carts to the County.

The term of this lease is forty-six (46) months. The County will pay \$189,970.50 annually to TCF in 2020, 2021, 2022, and 2023. The final buyout payment of \$397,500.00 shall be due upon the lease’s termination date of December 31, 2023. The interest rate is 3.9%. As a condition of the RFP’s intent to award, Versatile Vehicles paid the \$316,924.99 buyout payment for the County’s lease of utility carts that expired in December 2019.

Versatile Vehicles will provide all routine and regularly scheduled maintenance to the carts such as filter and oil changes, belts and batteries as well as all maintenance specified by the manufacturer for no charge to the County. Non-Routine maintenance shall be provided at a rate of \$80 per hour. The County shall be responsible for furnishing gasoline in the carts, keeping the carts clean and presentable, and repairing flat tires on the carts.

The lease for Yamaha Motor Finance, U.S.A. has been finally negotiated by the County and the lessor. The lease with TCF National Bank is presented in draft form because the County and TCF are negotiating certain legal “boilerplate” provisions contained therein; however, the provisions described in this Report were essential to the issuance of the RFP’s intent to award and, therefore, are not subject to negotiation.

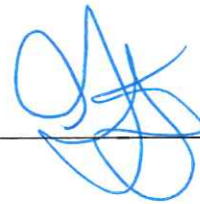
Versatile Vehicles and the County have entered into a Letter of Intent memorializing many of the above-described terms. It is essential that the County execute the lease prior to the commencement of the spring operations so that the carts may be delivered in a timely manner.

**Recommendation**

Parks’ Executive Director recommends authorization to enter into agreements to lease equipment with Yamaha Motor Finance Corporation, U.S.A. and TCF National Bank.

Prepared By: Suzanne Carter, Contracts Manager, DAS/Procurement

Approved By: Guy Smith, Executive Director, Milwaukee County Parks



**Attachments**

- Resolution
- Fiscal Note
- Lease



Copy

- Chris Abele, County Executive
- Raisa Koltun, Chief of Staff, County Executive's Office
- Jason Haas, Parks, Energy & Environment Chair, Supervisor District 14
- Sheldon Wasserman, Parks, Energy & Environment Vice-Chair, Supervisor District 3
- Marcelia Nicholson, Parks, Energy & Environment Committee Member, Supervisor District 5
- Felesia Martin, Parks, Energy & Environment Committee Member, Supervisor District 7
- Steven Shea, Parks, Energy & Environment Committee Member, Supervisor District 8
- William Johnson, Jr., Supervisor District 13
- Kelly Bablitch, Chief of Staff, County Board of Supervisors
- Kelsey Evans, Committee Coordinator, Office of the County Clerk
- Emily Peterson, Research & Policy Analyst, Office of the Comptroller
- Pam Mathews, Budget & Management Analyst, DAS-PSB



