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From the Director of Milwaukee of County Parks, requesting authorization to execute Master Equipment Purchase Lease Agreements and related documents with Yamaha Motor Finance Corporation, U.S.A and TCF National Bank to allow for the lease of golf and utility carts at Milwaukee County Zoo and various Milwaukee County Parks locations, by recommending adoption of the following:

A RESOLUTION

WHEREAS, on October 1, 2019, the Department of Parks, Recreation, and Culture issued a competitive Request for Proposals (RFP) to solicit proposals for the lease of golf and utility carts; and

WHEREAS, Versatile Vehicles, Inc. (Versatile Vehicles) responded to the RFP for utility carts, and meeting all terms and conditions of the process, was awarded the opportunity; and

WHEREAS, TCF National Bank (TCF) serves as Versatile Vehicles' financial leasing company, and therefore will lease the carts to Milwaukee County (the County); and

WHEREAS, the term of this Lease is 46 months, with an interest rate of 3.9 percent; and

WHEREAS, the County will pay \$189,970.50 annually to TCF in 2020, 2021, 2022, and 2023; and

WHEREAS, the final buyout payment of \$397,500 shall be due upon the Lease's termination date of December 31, 2023; and

WHEREAS, 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; and

WHEREAS, Versatile Vehicles will provide all routine and regularly scheduled maintenance to the carts, as well as all maintenance specified by the manufacturer for no charge to the County, and non-routine maintenance shall be provided at a rate of \$80 per hour; and

WHEREAS, the County shall be responsible for furnishing gasoline in the carts, keeping the carts clean and presentable, and repairing flat tires on the carts; and

44 WHEREAS, the Lease is presented in draft form because the County and TCF
45 are negotiating certain legal “boilerplate” provisions, but the provisions described herein
46 were essential to the issuance of the RFP’s intent to award and, therefore, are not
47 subject to negotiation; and

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49 WHEREAS, Versatile Vehicles and the County have entered into a Letter of
50 Intent memorializing many of the terms described herein; and

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52 WHEREAS, Harris Golf Cars (Harris) responded to the RFP and, meeting all
53 terms and conditions of the process, was awarded the opportunity; and

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55 WHEREAS, Yamaha Motor Finance Corporation, United States of
56 America (Yamaha) serves as Harris’s financial leasing company, and therefore will
57 lease the carts to the County; and

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59 WHEREAS, the term of this Lease is 46 months, with an interest rate of 4.52
60 percent; and

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62 WHEREAS, the County will pay \$99,648.49 annually to Harris in 2020, 2021,
63 2022, and 2023; and

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65 WHEREAS, the final buyout payment of \$977,625 shall be due upon the Lease’s
66 termination date of December 31, 2023; and

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68 WHEREAS, as a condition of the RFP’s intent to award, Harris made the
69 \$864,500 buyout payment for the County’s Lease of golf carts from its prior golf cart
70 Lease with Yamaha on behalf of Harris, expiring in December 2019; and

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72 WHEREAS, Harris will provide all routine and regularly scheduled maintenance
73 to the carts, other than oil changes, as well as all maintenance specified by the
74 manufacturer for no charge to the County, and non-routine maintenance shall be
75 provided at a rate of \$90 per hour; and

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77 WHEREAS, the County shall be responsible for furnishing gasoline in the carts,
78 keeping the carts clean and presentable, and repairing flat tires on the carts; and

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80 WHEREAS, it is essential that the County execute the Lease prior to the
81 commencement of the spring operations so that the carts may be delivered in a timely
82 manner; and

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84 WHEREAS, the Committee on Parks, Energy, and Environment, at its meeting of
85 May 19, 2020, recommended adoption of File No. 20-185 (vote 5-0); now, therefore,
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87 BE IT RESOLVED, the Department of Parks, Recreation, and Culture (DPRC) is
88 hereby authorized to execute Master Equipment Purchase Lease Agreements and
89 related documents with Yamaha Motor Finance Corporation, United States of America,
90 and TCF National Bank, to allow for the lease of golf and utility carts at the Milwaukee
91 County Zoo and various DPRC locations.

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