



INFORMATIONAL MEMORANDUM

TO: Community Services & Safety Committee
FROM: Tracy Gallaway, Parks & Recreation Director
BY: David Rosen, Parks & Recreation Fiscal Analyst
CC: Mayor Ekberg
DATE: July 5, 2022
SUBJECT: 2022 Foster Golf Links Cart Purchase

ISSUE

Approval of a capital purchase for Foster Golf Links (FGL).

BACKGROUND

As part of the 2021-2022 biennial budget, the Foster Golf Links Cart Replacement Program was approved. Staff is seeking Council approval for the following purchase in line with this program.

DISCUSSION

The 2021-2022 biennial budget included the purchase of 8 carts at a price of \$40,000. Due to recent theft of multiple carts, Foster Golf Links has obtained a quote for an order of 11 new carts, the additional three being necessary to maintain a properly stocked cart fleet after 3 were stolen earlier this year.

Upon arrival, Foster Golf Links is trading in 8 used carts. After final review of trade-in value of the used carts, the final price for the new carts is estimated to be \$60,556. Payment for the carts is due on delivery, which is expected to be in April of 2023.

This final price exceeds the original \$40,000 budgeted not only due to a higher number of carts being purchased, but also because of inflationary pressure on equipment prices. At this time Foster Golf Links staff is working towards receiving insurance payout for the 3 stolen carts and has postponed other equipment purchases until next biennium as well to allow for the increased cost of this purchase.

RECOMMENDATION

The Committee is being asked to approve the above Cart Replacement Plan purchase and send it to the Consent Agenda at the July 18, 2022 Regular Meeting.

ATTACHMENTS

- A. 2021-2022 Golf Budget Page 310
- B. Pacific Golf & Turf Fleet Golf Car Proposal (Expires 8/31/22)

- ◆ Continue to employ player engagement through marketing and clinics. **Strategic Goals 2, 3, & 4. PROS Plan Goals 2, 3, 4, & 5.**
- ◆ Reduce chemical and fertilizer expenditures through turf management and watering practices. **Strategic Goal 4 & 5. PROS Plan Goals 4 & 5.**

2021-2022 Indicators of Success

- ◆ Maintain rounds of play above 46,000 per year.
- ◆ Attract new customers.
- ◆ Improved satisfaction with equipment.
- ◆ Better drainage on course, reduced soft spots, and healthier turf.
- ◆ Increased use of carts on course (not regulated to cart path only) during shoulder months.

Cart Replacement Program

To provide a consistent and quality golfing experience for the customer, Foster Golf Links has included funding in the budget for the purchase of EZGO golf carts. The purchase of EZGO golf carts supports the cart replacement program which was restarted in 2019. The program ensures the service lives of our aging fleet of carts does not exceed 9 years and reduces excessive maintenance cost. The budget includes EZGO cart purchases as follows:

Year	Equipment	Price
2021	17 EZGO Carts	\$80,000
2022	8 EZGO Carts	\$40,000

As part of the purchase in 2021, 19 of the oldest carts will be traded-in and 7 carts in 2022.

Fleet Program (Maintenance Equipment)

In 2020 Foster Golf Links maintenance assumed responsibility for the management of fleet program to allow for replacement of equipment on an as needed basis via a one in one out methodology. Equipment is evaluated annually for life expectancy based on condition and need for repairs. The fleet plan is a sustainable plan and allows for the following:

Year	Equipment	Price
2021	Rough Mower	\$80,000
2021	Reel Grinder	\$54,000
2021	BedKnife Grinder	\$31,000
2021	Aerator	\$25,000
2021	Tractor and Backhoe	\$44,000
2022	Fairway Mower	\$65,000
2022	Utility Cart	\$12,000
2022	Blower	\$10,000
Total		\$321,000

PACIFIC

GOLF & TURF

FLEET GOLF CAR PROPOSAL PRESENTED TO

Foster Golf Links

WWW.PACIFICGOLFTURF.COM

<p>PORTLAND, OREGON 14625 SE STARK ST PORTLAND, OR 97233 (503) 282-6022 (800) 368-9158</p>	<p>SNOHOMISH WASHINGTON 1818 BICKFORD, AVE SNOHOMISH, WA 98290 (360) 568-7798 (800) 368-9158</p>	<p>SPOKANE WASHINGTON 6206 E TRENT AVE BLSG 2 SUITE A SPOKANE VALLEY, WA 99212 (509) 879-5117 (800) 368-9158</p>
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JOHN DEERE GOLF



A Textron Company



A Textron Company



JOHN DEERE GOLF

Presented To:

Deron Pointer

Foster Golf Links
13500 Interurban Ave South
Tukwila, WA 98168

Prepared By

Peter Trudeau

Sales Manager

(503) 313-3793

[ptrudeau@pacificgolfturf.com](mailto:p Trudeau@pacificgolfturf.com)

QTY	MODEL	VEHICLE COLOR	SEAT TYPE / COLOR
11	RXV EX1 GAS	Ivory	Standard Factory Seat Tan

INCLUDED ACCESSORIES

QTY	ACCESSORY	ACCESSORY DETAILS / COLOR
11	Top Assembly	Tan
11	Wheel Covers	Gold
11	Standard Tire and Wheel	8" Standard Factory 4 Ply Tire and Wheel
11	Windshield	E-Z-GO Factory Split Windshield
11	Message Holder	
11	Club Pro Bag Covers	Tan
11	Hour Meter	Standard Factory Install
11	Premium Steering Wheel	Standard Factory Install
11	USB Ports	Standard Factory Install
1	Casual Tow Bar	
1	Manual Kit	
11	Factory Freight	
11	Fleet Instalation / Local Delivery	

Any change to the accessory list must be obtained in writing at least 45 days prior to production date.

Location of Logo			
QTY	Course Logo	Location of Numbers	Number Sequence
11	Course Logo	Center Front Cowl	
22	Die Cut Numbers	One Per Side	to be determined

**Club is Responsible for logo artwork 45 days prior to fleet delivery*

SPECIAL CONSIDERATIONS

Acceptance of the above listed accessories and vehicle information

Accepted By: _____

Date: _____

Title: _____

Pacific Golf & Turf

Accepted By: _____

Date: _____

Title: _____



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[ptrudeau@pacificgolfturf.com](mailto:p Trudeau@pacificgolfturf.com)

FINANCIAL DETAILS

QTY	MODEL	Terms	UNIT PRICE	TOTAL MONTHLY PRICE
11	RXV EX1 GAS	Cash Purchase	\$ 6,596.00	\$ 72,556.00
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
NET TOTAL			\$	60,556.00

TRADE / LEASE TERMINATION

QTY	YEAR MODEL	CONDITION	VALUE PER CAR	TOTAL
8	2011 TXT Gas	Good	\$1,500.00	\$12,000.00
				\$0.00
				\$0.00
				\$0.00

FLEET INSPECTION REPORT

- 1- Customer acknowledges they have received a full inspection report (attached) detailing the current condition of the trade in / Lease return Vehicles
- 2- Customer understands that excess damages to Lease Termination vehicles will be added to the cost of the replacement fleet as specified in this agreement.
- 3- Customer understands that trade in values are based on the condition of the vehicles on the date of the fleet inspection.
- 4- Customer understands that this agreement is based on the condition of the vehicles at the time of inspection. Any damages or loss of vehicle accessories / chargers that occur between inspection and acceptance of new vehicles by Pacific Golf & Turf is the responsibility of the customer.

Payment Schedule: Cash Purchase
Expected Delivery: April 2023

Payment Months: Due Upon Delivery
First Pay: Apr-2023

Additional Information:

PROPOSAL EXPIRATION DATE:

This Proposal is valid through 8/30/2022 delivery date is subject to change based on product availability.

TIMELINE REQUIREMENTS

Proposal Acceptance	
Updated Credit information (PGT or Lease Co.)	
Signed Lease Documents / Credit Approval	
Final Review Order Specifications, Delivery Timing	
Order New Vehicles	

Accepted By: _____

Date: _____

Title: _____

Pacific Golf & Turf

Accepted By: _____

Date: _____

Title: _____