

**INDIAN RIVER COUNTY  
OFFICE OF MANAGEMENT AND BUDGET  
PURCHASING DIVISION**

**DATE:** October 28, 2019

**TO:** BOARD OF COUNTY COMMISSIONERS

**THROUGH:** Jason E. Brown, County Administrator  
Kristin Daniels, Director, Office of Management and Budget

**FROM:** Jennifer Hyde, Purchasing Manager

**SUBJECT:** Final Ranking of Firms and Authorization to Negotiate - RFP 2020006  
Sandridge Golf Cart Fleet Replacement

**BACKGROUND:**

On behalf of Sandridge Golf Club, Requests for Proposals (RFPs) were solicited for the purchase of 160 golf carts, one driving range car with safety cage, one beverage car and one utility cart to replace the existing fleet, which was purchased in 2015. The RFP also anticipates trade in of most of the existing fleet of Yamaha golf carts (with a few of the best carts retained as spares) and one driving range car.

**RFP RESULTS:**

Advertising Date: September 6, 2019  
 RFP Opening Date: October 1, 2019  
 Solicitation Broadcast to: 68 Subscribers  
 Replies: 3 Vendors

**ANALYSIS:**

A selection committee comprised of Kristin Daniels, CGFO, Director, Office of Management and Budget, Michael Zito, General Services Director, Bela Nagy, PGA Director of Golf, and Kevin Kirwin, Director, Parks and Conservation Resources, independently evaluated and scored the received proposals in accordance with the RFP document and Purchasing Manual. Evaluation criteria included proposed vehicles, timeline, price proposal and qualifications. These scores were compiled by the committee and an overall initial ranking of firms developed.

Although pricing was only a portion of the criteria on which vendors were scored, proposed pricing for the base model golf carts as specified is provided as follows:

Firm	Total Price for New Carts	Discount for Trade-Ins	Total Proposal Price
Yamaha Golf Car Company	\$683,200.00	\$438,300.00	<b>\$244,900.00</b>

Firm	Total Price for New Carts	Discount for Trade-Ins	Total Proposal Price
E-Z-GO	\$697,267.00	\$408,200.00	\$289,067.00
Club Car, LLC	\$769,100.20	\$360,300.00	\$408,800.20

After discussions, the committee determined interviews with the vendors were not necessary and designated the initial ranking of proposals to be final. Staff is prepared to negotiate final cart options and cost with the top ranked vendor and present final pricing information to the Board later this month.

The final ranking developed by the committee is:

- Proposing Firm**
1. Yamaha Golf-Car Company
  2. E-Z-GO Division of Textron, Inc.
  3. Club Car, LLC

The total cost for the fleet replacement with the base models, including trade-in deduction is anticipated to be \$9,600 less than paid in 2015.

**RECOMMENDATION:**

Staff recommends the Board approve the committee’s final ranking of proposals and authorize negotiations with the top ranked vendor, Yamaha Golf-Car Company.