

Date: July 6, 2023

To: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

From: Daniella Levine Cava
Mayor



Agenda Item No. 8(P)(10)

Resolution No. R-626-23

Subject: Recommendation for Approval to Award Golf Cart and Utility Vehicle Leases for PROS

Summary

This item will provide a contract for the lease of 711 new gas and electric golf carts and utility vehicles of various types for the Parks, Recreation and Open Spaces Department (PROS). The contract requires vendors to be a manufacturer, or an authorized dealer/distributor with the ability to fully service and repair leased equipment. Approval of this contract will allow various divisions within PROS to provide golf carts and utility vehicles to paying customers, visitors, and staff at Zoo Miami, as well as golf courses and parks throughout the County.

Recommendation

It is recommended that the Board of County Commissioners (Board) approve a competitive contract award, *Contract No. EVN0000417, Golf Cart and Utility Vehicle Leases for PROS*, in the amount of \$19,291,000 for an eight-year term. The current contract for PROS, *BW-10221, Golf Cart and Utility Vehicles Leases*, was approved by the Board through Resolution No. R-257-22 in the amount of \$4,730,000. The contract was later modified to include the Department of Transportation and Public Works, and the cumulative contract amount is now \$4,950,000.

Background

The current bid waiver contract with Advantage Golf Cars SEFL, LLC (Advantage) became effective in April 2022 and authorized the sale of the existing fleet of leased golf carts and utility vehicles from the previously awarded vendor, Yamaha Golf Car Company (Yamaha) to Advantage. This allowed PROS to continue daily operations while utilizing their existing Yamaha fleet with no disruption of service to critical operations, maintenance, and revenue generating activities.

This contract will provide leased gas and electric, standard, and heavy-duty golf carts and utility vehicles to PROS allowing them to support their daily operations as follows:

- Golf Division will rent the golf carts to golfers at various golf courses Countywide, thus will generate revenue for the County.
- Park Operations will primarily use golf carts and utility vehicles to transport staff, as well as haul equipment and tools at County parks.
- Zoo Miami will use golf carts and utility vehicles to transport staff, haul equipment and tools, and transport zoo patrons.

The Strategic Procurement Department (SPD) used various methods to conduct vendor outreach to better gauge the market, lead times, manufacturing delays, availability of carts required, and encourage participation from local dealers and distributors. Staff issued a Request for Information (RFI) on July 21, 2022. Six vendors responded to the RFI. One did not provide short-term rental and/or leased services for golf carts and/or utility vehicles but instead offered purchasing options. Staff also held an Industry Day on September 7, 2022, five vendors attended, of which three were local. During this event, staff shared PROS' requirements, and expectations related to scheduled preventive maintenance and repair services.

Scope

The scope of this item is countywide in nature.

Fiscal Impact/Funding Source

The fiscal impact for the eight-year term is \$19,291,000. The current contract, *BW-10221*, is valued at \$4,950,000 for a 17-month term and expires on September 30, 2023. A recommendation to establish a prequalification pool for the short-term rentals is being routed separately, as a companion item. The allocation requested for this replacement contract and pool is substantially similar to the current contract on an annualized basis.

Department	Allocation	Funding Source	Contract Manager
PROS	\$19,291,000	General Fund	Fernando L. Robreño
Total:	\$19,291,000		

Track Record Monitor

Vanessa Stroman of SPD is the Procurement Contracting Manager.

Delegated Authority

If this item is approved, the County Mayor or County Mayor's designee will have the authority to give notice of this award to the recommended vendors, issue the appropriate orders to give effect to same and exercise all provisions of the contract, including any cancellation or extension provisions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Vendors Recommended for Award

On January 30, 2023, an Invitation to Bid was advertised under full and open competition via INFORMS and sent electronically to 58 vendors. The solicitation included two groups: Group 1 - Lease of Golf Carts and Utility Vehicles – Parks, Recreation and Open Spaces Department (PROS), and Group 2 - Prequalification of Vendors for Future Price Competition (Prequalification Pool). Group 1 included subgroups with specifications for Golf Division, Park Operations and Zoo Miami. The method of award for Group 1 is up to two lowest priced responsive and responsible bidders in the aggregate. When the advertisement closed on March 10, 2023, the County received three bids. Two bidders are recommended for award, both of which have a local address, and none are certified Small Business Enterprise (SBE) firms. The table below represents the vendors recommended for award of Group 1. The recommendation for Group 2 is being presented to the Board as a separate agenda item.

Vendor	Principal Address	Local Address	Number of Employee Residents	Principal	Bidder Ranking
			1) Miami-Dade 2) Percentage*		
Advantage Golf Cars SEFL, LLC	6229 Johnson Street Hollywood, FL	13161 NW 43 Avenue Opa-Locka, FL	17	Steven Sandler	Lowest Bidder
			77.3%		
Golf Car Depot Holdings, LLC	6500 Powerline Road Fort Lauderdale, FL	9675 NW 12 Street Suite A Doral, Florida	3	Cullan F. Meathe	Second Lowest Bidder**
			15%		

*Provided pursuant to Resolution No. R-1011-15. Percentage of employee residents is the percentage of vendor's employees who reside in Miami-Dade County as compared to the vendor's total workforce.

**Second lowest bidder will be utilized when the lowest bidder cannot provide the services.

Vendor Not Recommended for Award:

The vendor in the below table is not being recommended for award.

Vendor	Local Address	Reason for Not Recommending
Jeffrey-Allen, Inc.	No	Higher than two lowest bidders

Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD's Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Pursuant to Resolution No. R-140-15, prior to re-procurement, a full review of the scope of services was conducted to ensure the replacement contract reflects the County's current needs. The review included conducting market research, posting a draft solicitation for industry to provide feedback, and holding meetings and drafting sessions with the user department and vendor community. The contract term was changed to eight years. Year one is allotted for production lead-time, the issuance of Purchase Orders, and delivery. Leases of the carts will begin upon delivery and acceptance by the County, for their respective lease terms.

Applicable Ordinances and Contract Measures

- The two percent User Access Program provision applies.
- The Small Business Enterprise Bid and Local Preference apply but did not impact the award recommendation.
- The Living Wage Ordinance does not apply as the services are not covered under the Ordinance.



Jimmy Morales
Chief Operations Officer



MEMORANDUM

(Revised)

TO: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

DATE: July 6, 2023

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(10)

Please note any items checked.

- ☐ "3-Day Rule" for committees applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Statement of social equity required
- ☐ Ordinance creating a new board requires detailed County Mayor's report for public hearing
- ☐ No committee review
- ☐ Applicable legislation requires more than a majority vote (i.e., 2/3's present ____, 2/3 membership ____, 3/5's ____, unanimous ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) ____, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) ____ to approve
- ☒ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(P)(10)
7-6-23

RESOLUTION NO. R-626-23

RESOLUTION APPROVING AWARD OF CONTRACT NO. EVN0000417 TO ADVANTAGE GOLF CARTS SEFL, LLC AND GOLF CAR DEPOT HOLDINGS, LLC FOR THE PURCHASE OF GOLF CART AND UTILITY VEHICLE LEASES FOR THE MIAMI-DADE PARKS, RECREATION AND OPEN SPACES DEPARTMENT WITH AN AMOUNT NOT TO EXCEED \$19,291,000.00 FOR AN EIGHT-YEAR TERM; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO GIVE NOTICE OF THIS AWARD TO THE RECOMMENDED VENDORS, ISSUE THE APPROPRIATE ORDERS TO GIVE EFFECT TO SAME AND EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION OR EXTENSION PROVISIONS, PURSUANT TO SECTION 2-8.1 OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA AND IMPLEMENTING ORDER 3-38

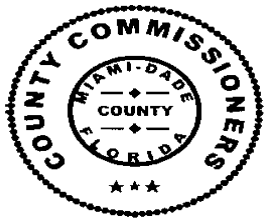
WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves award of Contract No. EVN0000417 to Advantage Golf Cars SEFL, LLC and Golf Car Depot Holdings, LLC for the purchase of golf cart and utility vehicle leases for the Miami-Dade Parks, Recreation and Open Spaces Department with an amount not to exceed \$19,291,000.00 for an eight-year term; and authorizes the County Mayor or County Mayor's designee to give notice of this award to the recommended vendors, issue the appropriate orders to give effect to same and exercise all provisions of the contract, including cancellation or extension provisions, pursuant to section 2-8.1 of the Code of Miami-Dade County, Florida and Implementing Order 3-38. A copy of the contract document is on file with and available upon request from the Strategic Procurement Division.

The foregoing resolution was offered by Commissioner **Danielle Cohen Higgins** ,
who moved its adoption. The motion was seconded by Commissioner **Juan Carlos Bermudez**
and upon being put to a vote, the vote was as follows:

Oliver G. Gilbert, III, Chairman	aye		
Anthony Rodríguez, Vice Chairman	aye		
Marleine Bastien	aye	Juan Carlos Bermudez	aye
Kevin Marino Cabrera	aye	Sen. René García	absent
Roberto J. Gonzalez	aye	Keon Hardemon	absent
Danielle Cohen Higgins	aye	Eileen Higgins	aye
Kionne L. McGhee	aye	Raquel A. Regalado	absent
Micky Steinberg	aye		

The Chairperson thereupon declared this resolution duly passed and adopted this 6th day of July, 2023. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.



MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

Basia Pruna

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

A handwritten signature in dark ink, appearing to read "mjs", is written over a horizontal line.

Melanie J. Spencer