



**MOWER LEASE FOR  
STONETREE GOLF CLUB**

**RS-22-071**

**June 7, 2022**

# Background

- ❑ Stonetree Golf Club (SGC) Agronomy provides daily maintenance for the entire golf course grounds. Specialized equipment is needed and utilized to maintain 100 acres of turf grass
- ❑ Mowing routines associated with turf grass subject this equipment to excessive usage. Mowers are utilized in more than 5,000 hours per year
- ❑ Due to the high amount of usage placed on these specialized pieces of equipment and the specific precision of industry standards for playable course conditions, they are subject to maintenance issues at a greater frequency than typical mowing equipment

# Background

- ❑ Recreation Services had an existing lease with Professional Turf Products L.P., financed by TCF Capital Solutions, which started August 2017 and expired in July 2021. This lease consisted of (2) greens mowers and (2) fairway mowers
- ❑ Recommended lease was brought to council in January, but direction was given to competitively bid this lease
- ❑ The City of Killeen began the process of soliciting bids for seven pieces of mowing equipment to ensure that mowers could be obtained at the best value

# Equipment

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- ❑ The seven pieces of equipment include:
  - ❑ Three greens Triplex mowers
  - ❑ Two Fairway units
  - ❑ 1 Contour rough mower
  - ❑ 1 Zereturn mower

Bid # 22-17 was advertised on March 20, 2022 and March 27, 2022 and followed the Texas Local Government Code and the City's Financial Management Policy

# Mowing Units

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JD 2750 Greens Mower



JD 6700A Precision Cut



JD 7400A Terrain Cut



JD Z930M



# Background

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- Recreation Services received responses on April 19, 2022 from:
  - Austin Turf & Tractor
  - Professional Turf Products
  - Turf and Soil Management Contract Services
- Recreation Services, along with Purchasing evaluated each bid's conformance with the bid information and instructions

# Proposed Lease

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- RS is seeking to enter into a new lease with Austin Turf & Tractor financed through Wells Fargo Financial Leasing for a sixty (60) month lease
- Seven (7) mowers
  - ▣ Staff will have access to modern, up-to-date equipment that is covered under warranty for the duration of the lease
- Total cost of new lease \$345,430.20
  - \$5,757.17/month

# Bids Received

| <b>Company</b>   | <b>Bids</b>  |
|--|--------------|
| Austin Turf & Tractor Bid # 22-17                        | \$345,430.20 |
| Professional Turf Products Bid # 22-17                   | \$434,548.80 |
| Turf & Soil Management Contract Services*<br>Bid # 22-17 | \$233,700.00 |

\*Did not meet specifications



# Equipment

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| <b>Previous Equipment</b>          | <b>Replacement Equipment<br/>(All leased)</b> |
|------------------------------------|---|
| 3 Greens Mowers (2 leased/1 owned) | 3 Greens Mowers                               |
| 2 Fairway Units (2 leased)         | 2 Fairway Units                               |
| 2 Zero Turn Mowers (Owned)         | 1 Zeroturn Mower                              |
|                                    | 1 Contour Rough Cut Mower                     |

# Alternatives

- The City Council has two (2) alternatives
  - ▣ Option 1 – Decline the bid and find an alternative option for mowers
  - ▣ Option 2 – Approve the bid and enter into the agreement with Austin Turf and Tractor, financed through Wells Fargo Financial Leasing, Inc.

# Recommendation

- ❑ Staff recommends City Council approve the sixty (60) month lease with Austin Turf and Tractor, financed through Wells Fargo Financial Leasing, Inc. as submitted in the amount of \$345,430.20 over the course of the lease and that the City Manager or designee be authorized to execute any change orders as permitted by state and local law