



## Legislation Text

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**File #:** 20-0144, **Version:** 1

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### PROPOSED AGREEMENT

**Vendor:** Antares Golf Management, Inc. (formerly Billy Casper Golf), Reston, Virginia

**Request:** Requesting authorization for the Forest Preserves of Cook County (the “Forest Preserves”) to enter into an agreement

**Reason:** Antares Golf Management, Inc. (formerly Billy Casper Golf) (“Operator”) manages the Forest Preserves’ ten (10) golf courses and one (1) stand-alone driving range through a Golf Course Facilities Management Agreement (the “Golf Agreement”) which expires on 12/31/2022. As part of the Golf Agreement, the Operator is required to provide a fleet of motorized golf carts (“Golf Carts”) for rental and use by consumers. The Operator leases these Golf Carts pursuant to lease agreements, all of which will expire in 2020 (the “Existing Leases”). The optimal operating lease term from a reputable, national manufacturer is five (5) years; however, this term extends beyond the expiration of the Golf Agreement. The Golf Agreement provides an option for the Forest Preserves to assume any lease or financing held by the Operator for equipment at the end of the contract term.

The Forest Preserves proposes to authorize the Operator to lease four hundred and thirty-two (432) golf carts for five (5) years from reputable, national manufacturers to commence upon the expiration of the Existing Leases. Operator will leverage current pricing advantages and deliver quotes to the Forest Preserves which represent the best pricing and financing terms available to the Operator. Upon review and approval of the quotes by the Forest Preserves, the Forest Preserves and Operator will jointly enter into and execute five (5) year operating leases of Golf Carts to commence upon the expiration of the Existing Leases (“New Leases”). The Forest Preserves would sign the New Leases as a co-lessee, with the understanding that the responsibility for such leases would be transferred to the next competitively selected golf course operator. The Forest Preserves of Cook County Board of Commissioners approved a similar arrangement for seventy-four (74) golf carts at George Dunne (Agenda No 20-0251). The New Leases would be subject to legal review and approval.

**Contract period:** 1/1/2021 - 12/31/2025

**Estimated Fiscal Impact:** FY 2021 \$0.00; FY 2022 \$0.00; FY 2023 \$275,000.00; FY 2024 \$275,000.00; FY 2025 \$275,000.00 (The Forest Preserves anticipates that the financial obligations under the New Leases will be assigned to the next competitively-selected golf course operator, lowering the fiscal impact in FY 2023, FY 2024 and FY 2025 to zero)

**Account(s):** Professional Services 51001.520850

**Concurrence(s):**

The Chief Financial Officer has approved this item. Final agreement is subject to legal review and approval.

**District(s):** 4, 5, 9, 10, 13, 15, 17