

CITY COUNCIL MEMORANDUM

FROM: The Office of the City Manager **DATE:** August 22, 2016

SUBJECT: Approve Amendment to the Lease Agreement with GPS Industries for Visage Mobile Golf Information System

PRESENTER: Vickie Loftice, Managing Director

SUMMARY:

This item will amend and extend the Visage Mobile Golf Information System rental agreement with GPSi originally executed in July 2012. The amendment will extend the agreement through September 5, 2020.

GENERAL DESCRIPTION:

In July 2012 Iron Horse Golf Course implemented a GPS map system with display units in 84 golf carts. The Visage GPS system, now standard at many golf courses, has been successful for the golf course for several reasons:

- It enhances the golf experience for all players and especially for someone playing the course for the first time.
- The display touchscreen is interactive with players, showing the complete layout of the current hole including all hazards, creeks, bunkers, green configuration and distance to the next hole.
- The system is also interactive with the course marshals and beverage cart staff which allow staff to track speed of play and monitor safety situations.
- The system also monitors the battery charge condition of each cart.
- The system will not allow players to proceed in restricted areas on cart path days only and also manages the speed of the cart over bridges and steep areas.
- The interactive display unit provides additional revenue opportunities through a wide range of marketing and advertising capabilities.
- The system allows us to stay competitive with other golf courses since GPS systems are now fairly standard amenities.



The amendment is a 48 month lease and includes all the provisions of the original lease agreement. The lease includes 84 golf carts and two beverage carts. The amendment reduces the monthly lease amount from \$4,413 per month to \$3,400 per month. This provides a total term savings of \$46,704.

	<u>Monthly Lease</u>	<u>Lease/Year</u>	<u>Total Amount</u>
2012 Agreement	\$4,413	\$52,956	\$211,824
2016 Agreement	\$3,440	\$41,280	\$165,120
Term Savings	-\$973	-\$11,676	-\$46,704

Staff recommends the Visage GPS System and the 48 Month Lease which runs concurrently with the Club Car Golf Cart lease.

RECOMMENDATION:

Approve Amendment to the Lease Agreement with GPS Industries for Visage Mobile Golf Information System.