

MEMORANDUM

TO: Indra Winqest
District General Manager

FROM: Darren Howard
Director of Golf & Community Services

Paul Navazio
Director of Finance

SUBJECT: Review, discuss and possibly approve award of low-bid procurement contract for the replacement of 80 Championship Course Golf Carts for the 2022 season – (CIP Project #3141LV1898)

DATE: October 6, 2021

I. RECOMMENDATION

It is recommended that the Board of Trustees review, discuss and approve award of procurement contract to replace 80 Championship Course Golf Carts through the following actions:

- 1) Authorize Staff to accept the low-bid quote from Club Car, LLC. for the manufacture and delivery of 80 Tempo - Lithium Battery electric golf carts, and,
- 2) Consider authorizing Staff to:
 - a) initiate process to procure the replacement fleet of golf carts serving the Championship Course through a Fair Market Value Lease, though a medium-term lease obligation at a total cost not-to-exceed \$386,352 for a term of no more than 60 months (average annual cost of \$77,270). and
 - b) return to the Board of Trustees with a Resolution of Intent to enter into a medium-term obligation financing, subject to approval by the State of Nevada Department of Taxation, pursuant to NRS 350.089.

II. BACKGROUND

The Championship Golf Cart Fleet (CIP#3141LV1898) was originally funded and scheduled for replacement in fiscal year 2020/2021, with an approved budget of

\$378,000. However, at their meeting of November 18, 2020, the Board of Trustees chose to defer this fleet replacement project to the 2021/2022 fiscal year and, in so doing, directed Fleet Maintenance staff refurbish the existing cart fleet, as needed, in order to allow for their continued use through the current 2021 golf season.

In anticipation of the need to proceed with replacement of the Championship Golf Cart fleet for the 2022 golf season, and in recognition of the extended lead time for manufacture and delivery of product, Staff prepared an agenda item for the Board of Trustees meeting of July 13, 2021 seeking Board concurrence with preparation and issuance of procurement bid documents, to include both purchase and lease options for golf carts meeting prescribed specifications.

At the July 13th Board meeting, staff also recommended against replacement of three bar carts, also funded and scheduled for replacement last fiscal year (Championship Course: CIP#3142LE1741 & CIP#3142LE1742, and Mountain Course: CIP#3242LE1726). Due to COVID-19 protocols employed during the past two golf seasons, the bar carts were not put into service, and have been determined to remain serviceable through the 2022 golf season.

Most recently, at the Board meeting of September 30, 2021, funding included in the FY2020/21 Capital Improvement Plan budget for replacement of the Championship Golf Cart Fleet (CIP # 3141LV1898) was approved to be carried-over to the current FY2021/22 budget for this purpose.

III. DISCUSSION

After review of the utilization and current condition of the Championship Course golf cart fleet, as well as the increasing costs associated with maintaining availability of the carts through the 2021 golf season, Staff recommended to the Board of Trustees that the District proceed with the solicitation of bids to replace the Championship Course Golf cart fleet this fiscal year, with planned delivery in time for the 2022 golf season.

A Request for Proposals was developed seeking quotes for the manufacture and delivery of 80 new electric golf carts to serve the Championship Golf Course. Quotes were solicited both for alternative models of electric golf carts (ex. acid-lead battery and Lithium battery) as well as pricing for procurement through either purchase or a lease. The bid package was issued on August 18, 2021 and quotes received by two vendors on September 15, 2021. Based on a review of the proposals received by both vendors, additional information was requested from the vendors in order to ensure a comparative analysis of pricing options provided.

IV. BID RESULTS

The following table summarizes the results of the quotes received through the District's Request for Proposal:

Championship Course - Golf Cart Replacement Proposals					
Purchase Options	EZ GO			CLUB CAR	
	Base	w/ GPS Package		Base	w/ GPS Package
		Pace 7EX	Pace 10EX		Visage 10.1
Acid Batteries	N/A			\$ 395,960.00	\$ 395,960.00
Lithium Batteries	\$ 459,484.80	\$ 588,332.00	\$ 605,461.60	\$ 533,360.00	\$ 533,360.00
48-Month Lease Term					
Acid Batteries	N/A			\$ 165,657.60	\$ 326,937.60
<i>Annual Cost</i>				\$ 41,414.40	\$ 81,734.40
Lithium Batteries	\$ 269,952.00	\$ 408,153.60	\$ 426,508.80	\$ 191,116.80	\$ 352,396.80
<i>Annual Cost</i>	\$ 67,488.00	\$ 102,038.40	\$ 106,627.20	\$ 47,779.20	\$ 88,099.20
60-Month Lease Term					
Acid Batteries	N/A			N/A	
<i>Annual Cost</i>					
Lithium Batteries	\$ 314,352.00	\$ 471,648.00	\$ 488,400.00	\$ 184,752.00	\$ 386,352.00
<i>Annual Cost</i>	62,870.40	94,329.60	97,680.00	\$ 36,950.40	\$ 77,270.40
48-Month Installment Purchase Lease Term					
Acid Batteries				\$ 275,289.60	\$ 436,649.60
<i>Annual Cost</i>					\$ 109,162.40
w/ Balloon Payment				\$ 282,556.80	\$ 443,836.80
<i>Annual Cost</i>					\$ 110,959.20
Lithium Batteries				\$ 420,825.60	\$ 582,185.60
<i>Annual Cost</i>					\$ 145,546.40
w/ Balloon Payment				\$ 435,718.40	\$ 596,998.40
<i>Annual Cost</i>					\$ 149,249.60

Selection of Low-Bid Vendor

Based on the bids received in response to the District's Request For Proposal, Staff recommends that the District accept Club Car, LLC's as the low-bid vendor for the procurement of replacement of the Championship Course golf cart fleet. *This determination is being made without regard to the specific financing alternative that may be selected by the Board, based on separate criteria.*

Recommendation Related to Preferred Model and Features

Staff further recommends that the District select Club Car's Tempo-Lithium Battery, equipped with the Visage (10.1 Screen) Fleet Management Module.

Recommendation Related to Purchase vs. Leasing

Staff recommends that the Board of Trustees direct staff to initiate procurement of 80 Club Car Tempo-Lithium golf carts to replace the Championship Course golf cart fleet through a lease agreement, in the amount not-to-exceed \$386,352 over a lease term of 60 months, with an average annual lease cost of \$77,270.

Pursuing this option requires that the District follow the requirements of NRS 350.089, related to medium-term financing obligations. These include directing staff to prepare a Resolution of Intent, to be voted on at a future meeting, with final pending review by the State of Nevada Department of Taxation. (*This process must be completed prior to first lease payment, estimated to be May 2022*).

Should the Board concur with the recommendation to procure the replacement Championship Course golf cart fleet through the lease of Lithium-battery electric carts, staff recommends exploring the potential for a 54-month lease term option. This option would allow for the lease term to end at the end of the 2026 golf season (October 2026), rather than April 2027.

V. FISCAL IMPACT

The overall cost and budget implications of replacing the Championship Course golf carts is dependent on a number of factors, and deserve due consideration.

The FY2021/22 Capital Improvement Budget includes appropriations carried-over from the FY2020/21 CIP budget, in the amount of \$378,000 (Golf Fund 340).

Staff's recommendation to lease 80 Club Car Tempo - Lithium Battery electric golf carts through a 60-month lease would result in total cost over the term of the lease of \$386,352 (or \$77,270 per year).

Alternative options considered for the replacement of the Championship Course golf carts include out-right purchase, lease-purchase options (to include fully-amortized level annual costs or lump-sum balloon payment at end of lease), and shorter-term lease (48-month versus 60-month). In addition, replacing the existing Championship Course golf carts with a fleet of new lead-acid battery electric carts has been evaluated on both cost and performance criteria.

The financial analysis of all of the options considered support the staff recommendation for procuring the Tempo Lithium-battery electric golf carts based on the following criteria:

- 1) Lowest total cost over the useful-life of the golf cart fleet
- 2) Lowest average annual cost over the term of the lease (tied to useful life of the carts).
- 3) Lowest maintenance costs and wear-and-tear on golf course hardscape and soft-scape relative to lead-acid batteries
- 4) Longer useful life (5-6 years) relative to lead-acid battery carts (4-5 years).

- 5) Lower annual lease costs in comparison to annual maintenance costs for the existing Championship Course golf cart fleet.

It should be noted that the fiscal analysis could support a recommendation to replace the Championship Course golf cart fleet through outright purchase. However, this option requires a significant up-front payment which, for the Lithium-battery model (\$533,360) which exceeds the funding currently budgeted for this purpose. This option nonetheless would have the advantage of the District owning the golf carts which would carry a significant trade-in value at the end of their use.

Staff would not recommend pursuing out-right purchase of lead-acid battery golf carts at this time due to the shorter useful life of these batteries and the general trend in the industry away from lead-acid batteries, significantly impacting future trade-in value.

Fiscal Impact of Deferring Procurement of Replacement Golf Carts

The District incurred significant incremental costs to maintain the existing golf cart fleet over the course of the 2021 season, with costs expected to increase over the 2022 golf season (with likely decreasing cart reliability).

Using conservative assumptions, staff believes that it is no longer cost-effective to defer the replacement of the Championship Course golf cart fleet, when considering current replacement options and the likelihood of increasing replacement costs in the future:

	EZ GO	CLUB CAR
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR		
<i>Followed by 60 Month Lease (Lithium) - at CURRENT QUOTES</i>		
Lithium Batteries	\$ 568,400.00	\$ 466,352.00
<i>Annual Cost</i>	<i>94,733.33</i>	<i>77,725.33</i>
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR		
<i>Followed by 60 Month Lease (Lithium) - Assumes 10% increase in Costs and 10% reuction in Trade-in</i>		
Lithium Batteries	\$ 637,803.20	\$ 503,302.40
<i>Annual Cost</i>	<i>106,300.53</i>	<i>83,883.73</i>

The following provides background information related to the costs associated with maintaining the current fleet of Championship Course golf carts, as well as an estimate of future costs, should the Board again choose to defer replacement of the golf carts for another year:

- Due to the 2020 COVID-19 restrictions for riders allowing only 1 person per cart (unless they were family members that arrive together), the carts effectively experienced almost 2 operating seasons worth of use over the course of the 2020 golf season.

- As expected, the current carts have experienced battery issues throughout the 2021 golf season due to heavier than normal play. The following table that shows the actual (and projected) incremental maintenance expenses incurred this golf season:

Description of items	Expended To-date	On Order / Anticipated Charges	Total
Parts (Batteries, Seats, Windshields, GPS screens etc.)	\$23,112.16	\$4,000-5,000	\$27,112 - \$28,112
Contract Labor	\$34,416.86		\$34,416
Labor – IVGID Fleet	\$15,895.60	\$3,000 - \$5,000	\$18,895 - \$20,895
Total	\$73,424.62	\$7,000 - \$10,000	\$80,424 - \$83,424

- The following chart shows actual Championship Course golf cart maintenance costs from Jan 2017 through September 2021, including projected costs through the 2022 golf season:



- Currently, trade-in value is approximately \$2,000 - \$2,200 per cart. Trade-in values can be expected to decrease significantly next year, and in particular, for lead-acid battery golf carts.
- Staff estimates that annual incremental maintenance costs to keep the current golf cart fleet operational through the 2022 golf season will (conservatively) be in the range of \$80,000. As discussed previously, investments made to keep the current fleet operational are not expected to impact future trade-in value. *Note: To-Date 26 of the 80 carts in our fleet have had batteries replaced.*

- New golf cart pricing is expected to continue to increase significantly year over year, and could well result in increased costs over the pricing offered at this time.
- Batteries are currently in scarce supply, resulting in increased down time for carts requiring new batteries.

VI. CONCLUSION

Based on an analysis of quotes received from qualified vendors in response to the District's Request For Proposal to procure a replacement golf cart fleet serving the Championship Golf Course, Staff recommends that the Board of Trustees:

- Accept Club Car, LLC as the low-bid vendor;
- Authorize replacement of the Championship Golf Cart fleet with the Club Car Tempo-Lithium battery cart, equipped with Visage 10.1 Fleet Management Module;
- Authorize Staff to initiate procurement of 80 Club Car Tempo-Lithium golf carts to replace the Championship Course golf cart fleet through a lease agreement, in the amount not-to-exceed \$386,352 over a lease term of 60 months, with an average annual lease cost of \$77,270.; and
- Direct Staff to explore the potential for a 54-month lease term option. This option would allow for the lease term to end at the end of the 2026 golf season (October 2026) rather than April 2027.

Attachments:

IVGID Request for Proposal
Club Car Bid
Financial analysis



**INCLINE VILLAGE GENERAL IMPROVEMENT DISTRICT (IVGID)
dba
CHAMPIONSHIP GOLF COURSE**

August 18, 2021

SECTION 1 – REQUEST FOR PROPOSALS

Sealed proposals will be received at the offices of Incline Village General Improvement District (IVGID, District or Buyer), 893 Southwood Boulevard, Incline Village, Washoe County, Nevada 89451, until 3:00 p.m. September 16, 2021 at which time they will be publicly opened and read for:

2022 Championship Golf Course Electric Cart Procurement

IVGID is accepting proposals to provide eighty (80) new electric golf carts with GPS units to meet specifications starting in Section 4 of this Request for Proposals (RFP). Submitted proposals shall include separate bids for providing standard acid batteries AND lithium batteries, and indicate pricing options to purchase AND a lease price to cover four (4) years.

Complete Proposal Documents may be downloaded from our website, at <https://www.yourtahoeplace.com/ivgid/resources/purchasing>. Due to current COVID-19 mandates, Proposal Documents are not available for review at District offices. A hard copy may be mailed upon request. It is the Bidder's sole responsibility to obtain a complete set of documents.

All proposals will be evaluated by District Staff for responsiveness in accordance with the Proposal Evaluation Checklist, which is included with the Proposal Documents. Following this evaluation, District Staff will make a recommendation to the IVGID Board of Trustees at its next regularly scheduled Board Meeting, anticipated to be on September 30, 2021, to award a procurement contract to the lowest responsive Bidder.

The District reserves the right to reject any or all proposals and to waive any irregularities therein.

To request a copy of the Proposal Documents or if you have any questions concerning this procurement bid, contact the Director of Golf & Community Services at 775-832-1295.

SECTION 2 – INSTRUCTIONS AND GENERAL CONDITIONS

A. GENERAL PROPOSAL INFORMATION

1. SCOPE AND INTENT:

- a. It shall be the intent of this RFP to select a Vendor to provide up to eighty (80) electric golf carts for the Championship Golf Course.
- b. Procurement shall be either via purchase or lease, at IVGID's sole option. IVGID reserves the right to purchase through a separate third-party lease agent if said lease provides terms superior to those provided by the successful bidder.

- c. Successful bidder is required to purchase IVGID's existing eighty (80) 2017 Club Car Precedent carts and existing eighty (80) VISAGE GPS units. Off-haul of existing cart fleet shall occur at time of delivery of new carts as outlined in this Section 2, Paragraph C.1.
- d. The merchandise proposed shall be of new manufacture and the model in manufacturer's product line that best meets the intent of the enclosed technical specifications. These specifications are intended to set minimum acceptable standards for such equipment.
- e. There shall be no guarantee beyond initial procurement quantities as to any additional quantities to be procured during the period of time for which a resultant agreement shall be in effect.

2. PROPOSAL RESPONSES: It is assumed that all responses to this proposal specification are on behalf of the Bidder acting either as an authorized dealer or distributor for the manufacturer of the items being proposed, and that these responses are supplied by the manufacturer. If this is not the case, Bidder shall explain, in writing, in a statement to be enclosed with the proposal.

- a. For lease pricing, please include the leasing agent, if any, and relevant information, in writing, in a statement to be enclosed with the proposal.
- b. Lease term shall be for four (4) years.
- c. A complete payment schedule for the duration of the resulting contract must be included in writing, in a statement to be enclosed with the proposal.
- d. The lease price proposal must conform to Nevada Revised Statute (NRS) 350 – Municipal Obligations, to the extent applicable. It is the sole responsibility of the Bidder to have a complete and thorough understanding of the above.

3. PROPOSAL EVALUATION: All proposals will be evaluated to determine the lowest responsive proposal. Proposal exceptions are permissible, provided that what the Bidder is offering meets the intent of the proposal specifications, as determined by the Buyer.

B. SUBMISSION OF PROPOSALS

1. Proposals shall be submitted in a **sealed opaque (non-transparent) envelope**, with the outside clearly marked as follows:

“BID ENCLOSED: 2022 Championship Golf Course Electric Cart Procurement”

 - Bidders are cautioned to mark their envelopes clearly and plainly. If the envelope is not so marked and the Proposal is opened by mistake prior to the specified date and time, the Proposal will **NOT** be considered.
 - All Proposals must be sealed. Proposals submitted unsealed, by telephone, email or FAX will **NOT** be accepted.
2. Late, incomplete, or unsigned Proposals shall receive no consideration.
3. Proposals shall be made on the forms provided herein and all blank spaces in the forms shall be filled in. The Bidder or an authorized agent must sign all Proposals.
4. The District assumes no responsibility for errant delivery of Proposals, including those relegated to a courier agent who fails to deliver in accordance with the time and receiving point specified.

5. Proposals may be withdrawn by written notice, provided the notice of withdrawal is received prior to the Proposal opening time.
6. Proposals are subject to acceptance at any time within sixty (60) days after the Proposal opening.
7. Prices must be stated in units specified.
8. Prices quoted must be exclusive of Federal and State taxes, as IVGID is exempt from such taxes.

C. DELIVERY AND ASSEMBLY INFORMATION:

1. Shipping is FOB Destination and shall be included in the bid amount. Delivery shall include carrier unload and all necessary set-up and assembly to ensure carts are ready to be placed into service, and for off-haul of existing IVGID cart fleet as described in Paragraph A.1.c. Carts purchased shall be delivered to the Championship Golf Course, 955 Fairway Boulevard, Incline Village, Nevada, no later than June 1, 2022. At least ten (10) days prior to delivery being made, awarded Vendor shall contact IVGID to coordinate delivery date, time, and any and all necessary requirements to ensure a safe and successful delivery. Any additional orders made during the duration of this contract shall be conducted in the same manner.
2. Liquidated Damages: Successful Bidder and IVGID recognize that time is of the essence with this procurement and that the District will suffer financial loss if delivery of carts is not completed within the time specified in Paragraph C.1, above. The parties also recognize the delays, expense and difficulties involved in proving, in a legal or arbitration proceeding, the actual loss suffered by the District if the merchandise is not received and installed in time. Accordingly, instead of requiring any such proof, District and Successful Bidder agree that, as liquidated damages for delay (but not as a penalty), Successful Bidder shall pay District \$100 for each calendar day that expires after the date specified in Paragraph C.1, above, until all carts are delivered.

D. COMPLETE PROPOSAL PACKAGE:

1. A complete Proposal shall include this document, pages 1 through 9 inclusive, together with the following:
 - a. Warranty information per Section 5 of this Proposal Package.
2. To aid in the proposal evaluation process, the proposal package submitted by Bidder should also include product specifications, brochures, pictures and other supporting data for the merchandise proposed.
3. Bidder is encouraged (but not required) to submit sample(s) of its proposed cart to IVGID. If Bidder opts to submit samples, delivery must occur before September 15, 2021, with pick up on or after October 1, 2021.
 - a. All samples submitted for evaluation shall be made available to the Championship Golf Course for a minimum of seven (7) days to allow for a thorough evaluation. All samples shall be submitted, delivered, and picked up at Bidder's own expense.
 - b. Each sample group shall be conspicuously marked as to which bid item it represents.

c. Delivery of sample(s) shall be at a mutually agreed time and date during the period of time referenced in Paragraph D.3 above. Deliveries of sample(s) must be coordinated with IVGID Director of Golf & Community Services, Darren Howard, at 775-832-1295.

- F. ADDITIONAL ORDERS:** Additional orders that meet the Successful Bidder's minimum order requirements shall also include shipping and delivery, as specified in Paragraph C.1.
- G. FIRM PRICING REQUIRED:** Prices submitted shall remain firm for all deliveries specified in this Invitation and Proposal. For any additional orders, Bidders shall guarantee their prices for a minimum of one (1) year from proposal award and preferably for the duration of the lease contract, if selected. After such time, the District and joinder agencies may continue to utilize the proposal awarded to purchase items from the Successful Bidder, provided there is no increase in prices offered.
- H. EXCEPTIONS:**
1. Proposals shall note any and all exceptions to the specifications and/or the terms and conditions that are contained herein.
 2. All exceptions to the proposal must be stated in writing on the Proposal Form, so that they may be considered. If exceptions are not stated, it will be assumed that the Bidder meets all requirements.
- I. DAMAGED GOODS:** Damaged goods shall be replaced by the Successful Bidder at no cost to the District or joinder agencies, whether damage is observed at time of delivery or upon first operations of the carts. District to notify Successful Bidder within 2 weeks of discovery of any damaged or faulty goods. Such notice shall be provided in writing. Damaged carts shall be considered an undelivered cart as it relates to Liquidated Damages per Paragraph C.2.
- J. TERMS AND CONDITIONS:** Bidders shall be aware of, and agree to abide by, the terms and conditions contained in this RFP.
- K. OPEN MEETING LAW:** The Incline Village General Improvement District shall adhere to NRS 241 which provides that public business shall be conducted in an open meeting.
- L. DISCLOSURE OF PRINCIPALS:** Bidders shall complete and return with their Proposal response, the attached copy of the form titled "Disclosure of Principals."
- M. ACCEPTANCE AND/OR REJECTION OF PROPOSALS:** IVGID shall reserve the right to accept or reject any or all resultant proposal responses, or parts thereof, including but not necessarily limited to, alternatives offered. Such acceptance and/or rejection shall be based solely on the considered value of such offers to the District.

SECTION 3 – PROPOSAL EVALUATION CHECKLIST

- A.** Proposals shall be reviewed by District staff for responsiveness on the following parameters:
- Proposal conditions met
 - Conformance to the technical specifications
 - Pricing – 1-year guarantee minimum

- ❑ Warranty
- ❑ Defined exceptions

SECTION 4 – ELECTRIC GOLF CART TECHNICAL SPECIFICATIONS:

- A.** All golf carts are to be electric with the following:
1. Single Point fill system with batteries to be serviced by vendor or vendor's representative, according to the manufacturer's service manual.
 2. Battery Status indicator - meter preferred - to be installed on each golf cart.
 3. Charger included
 4. Vendor modifies current battery charger rack if charger does not mount on current system.
 5. Carts are warranted to be fully operational a minimum of 36 golfing holes per day for the duration of the specified warranty period.
 6. Each golf cart will come equipped with the following:
 - i. Standard hubcaps
 - ii. Premium seats
 - iii. Six pack beverage cooler
 - iv. Sweater Basket
 - v. Drink Holders
 - vi. Sand and Seed Bottles; quantity of two (2) each per cart
 - vii. Cart placard/information holder
 - One (1) per cart attached to the driver's side lower exterior windshield
 - viii. Number decals; quantity of two (2) each per cart
 - ix. Split/foldable windshield
 - x. Club and ball washer
 - xi. Dual port USB for device charging
 - xii. Tow package
 - xiii. Incline Village Golf Courses logo decal on front of cart
 - xiv. Color of top (Black)
 - xv. Color of body (Electric Blue or similar color)
 7. Spare parts to be included:
 - i. Five (5) tow bars
 - ii. One (1) spare wheel/tire assembly per every ten (10) golf carts
 - iii. Five (5) spare beverage coolers

- iv. Two (2) diagnostic tools
- v. Ten (10) spare logo decals
- vi. Operator, parts, and service manuals for IVGID mechanics

B. Required GPS technologies provided by Golf Cart Vendor:

1. Technology must provide a 'pace of play' management system that allows for:
 - i. Marshal cart modes
 - ii. Pace notifications
 - iii. Vehicle pace & drive history
 - iv. Real-time positioning
 - v. Access to platform information while on course through tablets or other mobile devices
2. Technology must include notifications via email or text for actions such as: low battery status, zone violations, and cart fault notifications.
3. Technology must provide battery status indicator from backend platform.
4. Technology must provide amp hour information & amp hour per mile information to assist with fleet rotation.
5. Technology must include Speed Control determined by Global Positioning Satellites (i.e. Geofencing). Speed Control must also provide a "Stop and Reverse" function as well as an "Anti-tamper" zone that will disengage the motor if the vehicle is stolen or taken off the property by an unauthorized person.
6. Technology must include the ability schedule timing to lock down the fleet, provide cart path only management and notification of speed change/safety zone violation.
7. Company providing technology must have at least 100 installations with current technology in current use.
8. Company providing technology must provide customer support 24/7.

SECTION 5 – PRODUCT WARRANTY

- A. Basic Warranty:** Warranty to be for a full four (4) year period starting from the start of operation date of May 1, 2022 on all parts, labor, electrical components, and **INCLUDING batteries for 4 years or 25,000 Amp hours, whichever comes first.** Carts are to be capable and fully operational for a minimum of 36 golfing holes per day for the duration of the specified warranty period

All warranty work required during the operating season shall be completed in a time period not to exceed two (2) weeks. All warranty work stated above shall be at no cost to IVGID, including materials, labor, travel time, and travel expense and/or equipment transportation.



SECTION 6 – PROPOSAL FORM

The undersigned Bidder shall provide eighty (80) new electric golf carts for the Championship Golf Course meeting the attached specifications.

Price should be stated in both numbers and in words in the spaces provided on this form. Discrepancies in the multiplication of unit prices and total price will be resolved in favor of the unit prices. Discrepancies between the indicated sum of any column of figures and the correct sum thereof will be resolved in favor of the correct sum. Provide a minimum quantity required for additional orders.

Proposals returned on a form other than this one will **not** be accepted.

PURCHASE PRICE PROPOSAL – Standard Acid Batteries				
Description	Quantity	Unit Price	Total Price	Minimum Additional Order Quantity
Electric Golf Carts Purchase	80	\$	\$	
TOTAL BID IN WORDS:				

PURCHASE PRICE PROPOSAL – Lithium Batteries				
Description	Quantity	Unit Price	Total Price	Minimum Additional Order Quantity
Electric Golf Carts Purchase	80	\$	\$	
TOTAL BID IN WORDS:				

Exceptions:



Exceptions, continued:

Multiple horizontal lines for writing exceptions.

Attach additional sheet if necessary.

Firm Name: _____

Signature of Bidder: _____

Date: _____

Title: _____

Phone: _____ Email: _____

SECTION 7 – DISCLOSURE OF PRINCIPALS

PRINT OR TYPE:

Firm Name: _____

Address: _____

City, St, Zip: _____

Date Business Started: _____

Principal Address of Company: _____



NAMES OF OFFICERS, MEMBERS, OR OWNERS OF CONCERN, PARTNERSHIP

Name: _____ Official Capacity: _____

Address: _____

Name: _____ Official Capacity: _____

Address: _____

Name: _____ Official Capacity: _____

Address: _____

SECTION 8 – LEASE AGENT

PRINT OR TYPE:

Firm Name: _____

Address: _____

City, St, Zip: _____

Date Business Started: _____

Principal Address of Company: _____

END OF REQUEST FOR PROPOSALS

This Proposal is Designed
Especially for:

Incline Village GC



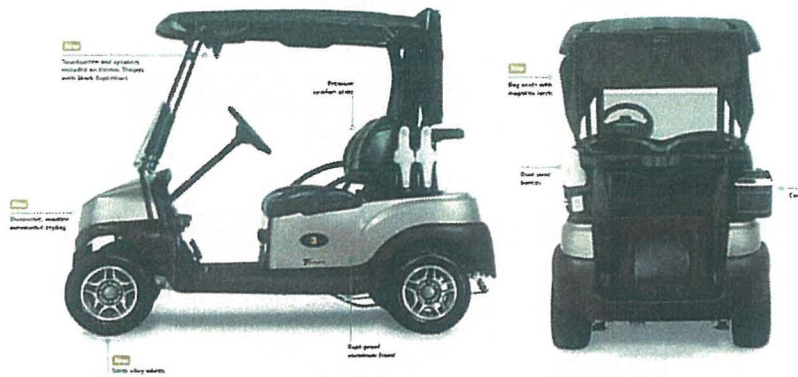
Incline Village, Nevada

September 15, 2021

By
Allen Lee
Territory Manager
Club Car, LLC
530-624-1106 cell
951-735-4675 work



This proposal shall expire thirty days from its date, unless Club Car, LLC agrees to extend the time frame. In consideration of receipt of this proposal, Incline Village GC agrees that it will hold its contents in confidence and will not disclose, use or copy the same in whole or in part for any purpose other than to evaluate this proposal.



Tempo Lithium LG/Briggs & Stratton

FEATURES & BENEFITS

- All the great standard features of the Tempo including:
 - New Body style
 - The innovative Excel™ powertrain
 - SportDrive™ suspension
 - MonsoonTop™ Canopy
 - Ergonomic Seating
 - PowerShield™ battery housing
 - 360 degree bumper system
 - Best tightest turning radius
- The all new Tempo Connect includes a robust Connectivity Module featuring:
 - Shark Experience: Bluetooth, Sports Ticker, Sports, Entertainment, Music
 - Speaker system, Dynamic Distances by touch point, Live games/matches
 - Odometer
 - Serial number and model year display
 - One way message broadcasting such as weather alerts
 - Sponsorship and advertising display
 - Electronic info holder
 - GPS-enabled pre-set zone messages
 - Electronic scorecard

POWER SOURCE

Batteries	LG/Briggs & Stratton NEXT-GEN Lithium Ion Battery Pack
Charger	48-volt variable with on-board computer/4 year warranty
Horsepower	4.7 hp AC Motor

STEERING / SUSPENSION

Steering	SportDrive™ Self-compensating double reduction helical rack and pinion
Front Suspension	Independent leaf spring with dual hydraulic shocks
Brakes	Self-adjusting, rear mechanical drum
Park Brake	Foot operated, multi-lock

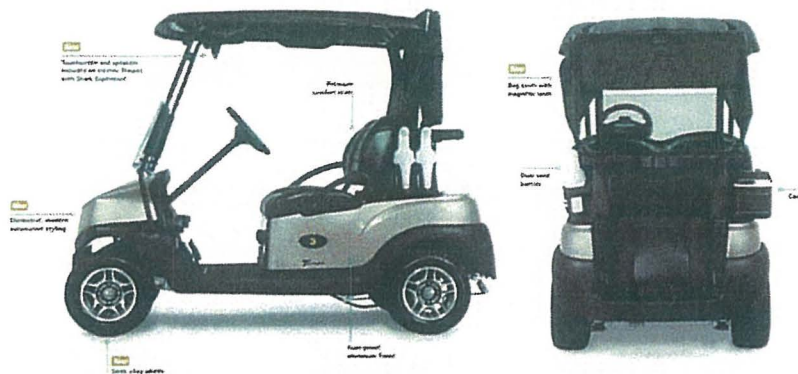
BODY / CHASSIS

Frame Chassis	Ladder-style aluminum box beam
Body / Body Color	Formion® with molded-in color
Front / Rear Tires	18 x 8.50-8 / 18 x 8.50-8
Kickplate	Yes
Seating Capacity	2

DIMENSIONS

Overall L x W x H	91.5 in x 47.25 in x 68.5 in (232 cm x 120 cm x 174 cm)
Wheelbase	65.5 in (166.4 cm)
Ground Clearance	4.5 in (11.4 cm)
Floor Height	12 in (30.5 cm)
Tread	34.5 in / 38.5 in (87.6 cm / 97.8 cm)
Dry Weight (Less Batteries)	495 lb (224.5 kg)
Speed Range	7 speed settings: 5 to 19 mph; 3 acceleration settings: Sport, Normal, Economy; 3 pedal-up braking settings: None, mild and aggressive; Speed adjustment in 0.1 mph increments rements
Vehicle Warranty	5-year: batteries (unlimited amp hour), 4 year canopy, electronics, pedal group, seats, suspension. 3-year: body panels, electric power train. 2-year: all remaining components. Limited lifetime: frame VCM: 5 years, DBR: 4 years Suspension: 4 years

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Tempo Lead Acid – Trojan Battery

FEATURES & BENEFITS

- All the great standard features of the Tempo including:
 - New Body style
 - The innovative Excel™ powertrain
 - SportDrive™ suspension
 - MonsoonTop™ Canopy
 - Ergonomic Seating
 - PowerShield™ battery housing
 - 360 degree bumper system
 - Best tightest turning radius
- The all new Tempo Connect includes a robust Connectivity Module featuring:
 - Shark Experience: Bluetooth, Sports Ticker, Sports, Entertainment, Music
 - Speaker system, Dynamic Distances by touch point, Live games/matches
 - Odometer
 - Serial number and model year display
 - One way message broadcasting such as weather alerts
 - Sponsorship and advertising display
 - Electronic info holder
 - GPS-enabled pre-set zone messages
 - Electronic scorecard

POWER SOURCE

Batteries	(6) 8-volt batteries
Charger	48-volt variable with on-board computer/4 year warranty
Horsepower	4.7 hp AC Motor

STEERING / SUSPENSION

Steering	SportDrive™ Self-compensating double reduction helical rack and pinion
Front Suspension	Independent leaf spring with dual hydraulic shocks
Brakes	Self-adjusting, rear mechanical drum
Park Brake	Foot operated, multi-lock

BODY / CHASSIS

Frame Chassis	Ladder-style aluminum box beam
Body / Body Color	Formion® with molded-in color
Front / Rear Tires	18 x 8.50-8 / 18 x 8.50-8
Kickplate	Yes
Seating Capacity	2

DIMENSIONS

Overall L x W x H	91.5 in x 47.25 in x 68.5 in (232 cm x 120 cm x 174 cm)
Wheelbase	65.5 in (166.4 cm)
Ground Clearance	4.5 in (11.4 cm)
Floor Height	12 in (30.5 cm)
Tread	34.5 in / 38.5 in (87.6 cm / 97.8 cm)
Dry Weight (Less Batteries)	495 lb (224.5 kg)
Speed Range	7 speed settings: 5 to 19 mph; 2 acceleration settings: Aggressive or traditional; 3 pedal-up braking settings: None, mild and aggressive; Speed adjustment in 0.1 mph increments
Vehicle Warranty	4-year: batteries (25,000 energy units or 1,000 rounds), 4-year canopy, electronics, pedal group, seats, suspension. 3-year: body panels, electric power train. 2-year: all remaining components. Limited lifetime: frame

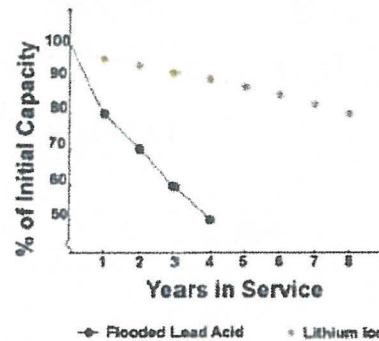
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Go farther. Play all day.

Tempo Li-Ion boasts 25% more range than other fleet Li-Ion golf cars on average.



Battery Capacity Years in Service



Up to **50% savings** in electricity costs



SAFETY

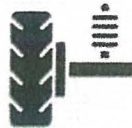
BRAKING (DBR)



1,000W RESISTOR

- Dynamic Brake Resistor is 2x larger than other fleet cars to provide improved safety and speed control in downhill conditions
- Maintains safe speeds for occupants and protects battery system

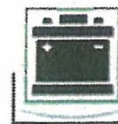
SUSPENSION



- Optimized suspension for a lighter vehicle maintains stability performance
- Enhanced comfort with maximum safety benefits

AUTOMOTIVE GRADE DESIGN COMPONENTS

3 LAYERS OF PROTECTION



Aluminum Enclosure
Mounting Plate
Battery Bucket

- Total battery protection from top to bottom for improved safety and reliability
- Die cast aluminum enclosure meets IP67 standards for protection against dust and water intrusion.

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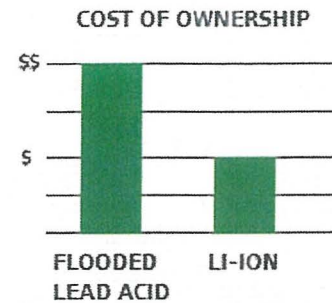
EASE OF USE AND REDUCED MAINTENANCE COSTS

Maximize vehicle uptime and quality

The Tempo Lithium Ion battery was developed for the automotive industry. We built on that foundation to deliver an innovative battery with automotive-grade safety and performance features designed to save you time and money.

FEATURES AND BENEFITS

- **Zero Maintenance Battery**
- **Set and Forget Extended Storage**
- **Over-the-air (OTA) Updates**
Maximize efficiency and minimize course downtime when you upgrade the care performance with Tempo Connect
- **Vehicle Control Module (VCM)**
Increase vehicle uptime and reduce labor time. Real time health status of vehicle helps identify issues before they arise.
- **Handheld Bluetooth® Diagnostic Tool**
Maximize vehicle up time. Quick serviceability keeps your fleet running by analyzing and configuring all electrical subsystems with one simple tool.



QUALITY

REDUCED TURF COMPACTION



- 200 LBS lighter than lead acid vehicle
- Less turf damage means reduced course maintenance

BEST IN CLASS HILL CLIMBING POWER



**4.7 HP
AC MOTOR**

- Powerful and consistent acceleration
- Better hill climbing
- 235 amp and 375 amp controller options to fit all course types

LITHIUM ION BATTERY PACK PERFORMANCE



- Li-Ion Batteries charge two times faster than FLA batteries, keeping your cars on course during peak hours

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TEMPO

RXV

TXT

SAFETY			
DBR (DYNAMIC BRAKE RESISTOR)	1,000 watt resistor	500 watt resistor	
SUSPENSION	Optimized rear leaf springs for lighter vehicle for better ride quality	Same suspension as Electric FLA car	
PERFORMANCE			
RANGE	40 Holes	30* Holes	34* Holes
STORED ENERGY	3.6 kWh	3.0 kWh	
WEIGHT	699 lbs.	729 lbs.	659 lbs.
CONTROLLER	235 Amp (standard) 375 Amp (optional)	235 Amp	250 Amp
MOTOR	4.7 Hp AC	4.4 Hp AC	3.0 Hp DC
CHARGER	650 Watts: 5.9 hr charge time 900 Watts: 4.7 hr charge time	900 Watts	
EXTENDED STORAGE	Set and forget storage. No need to check state of charge every month due to smart charger and VCM	Check vehicle state of charge every 30 days	
TECHNOLOGY			
CONNECTIVITY	Remote vehicle health & maintenance reporting (VCC); Premium Bluetooth speakers; live streaming and music services; Secure, over-the-air (OTA) software updates and enhancements	No OTA update capability	
FLEET MANAGEMENT SOLUTIONS	Access to Fully integrated Visage software suite with CAN communication featuring variable speed Car Control, Car Tracking and Golfer Experience	Optional TFM System	
DIAGNOSTICS & VEHICLE SETTINGS	Remote, handheld and integrated diagnostics (VCC, Bluetooth handheld with graphics tool, and on-board Visage monitor) to manage vehicle performance; Remote access (via VCC) to set vehicle speeds & acceleration rates and enable/disable accessories	Handheld device; limited diagnostics: text only	
BATTERY GAUGE/VEHICLE INFORMATION DISPLAY	Standard: Battery indicator light Optional: Digital display gauge	Optional Fuel Gauge	
AUTOMOTIVE GRADE			
BATTERY ENCLOSURE	Die Cast Aluminum	Plastic	
VCM (VEHICLE CONTROL MODULE)	"Brains" of the electronic control system. It features CAN bus communication and controls vehicle inputs and outputs.	Not available	
BATTERY WARRANTY	5 year unlimited warranty	5 year warranty	

* Club Car tests performed on moderate terrain golf course with equally configured cars and route.

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Lithium Ion Electricity Savings Calculator

Club Car Tempo LI-Energy Savings Calculator

Customer Inputs

# of Rounds Per Day Per Car	2
Days course is open per month	18
On Peak Cost per kWh (Varies by Region)	\$ 0.14
Off Peak Cost per kWh (Varies by Region)	\$ 0.10
Lease Term of Fleet (Months)	48
Fleet Size (# of Cars)	80



Low maintenance. High reward.
 Available on new Tempos, the Lithium Ion battery is a low-maintenance, high-performance power source that can save you money and staff time, increase car reliability, and conserve energy to improve the overall performance of your operations.

Cost Breakdown

	Lead Acid	100% Charging On-Peak Calendar Year	100% Charging Off-Peak Calendar Year
Energy used per round (kWh)	1.50	0.80	0.80
# of rounds Per Day Per Car	2.0	2.0	2.0
Battery efficiency	1.30	1.04	1.04
Charger efficiency	0.9	0.9	0.9



Electricity usage (Per Day)	4.3	1.8	1.8
Cost per kWh (Varies by Region)	\$ 0.14	\$ 0.14	\$ 0.10



Total Energy cost per car per day	\$ 0.61	\$ 0.26	\$ 0.18
Days course is open per month	18	18	18
Cost / car/ month (electricity)	\$ 10.92	\$ 4.66	\$ 3.33
Lithium Ion Electrical Cost Savings Per Month / Car		\$ 6.26	\$ 7.59



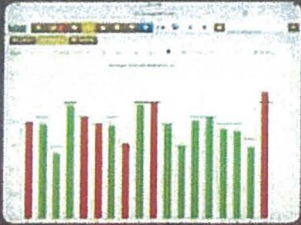
Electricity cost / mo. / fleet	\$ 873.60	\$ 372.74	\$ 266.24
Lithium Electrical Cost Savings Per Month		\$ 500.86	\$ 607.36

Lithium Ion Electrical Cost Savings Per Year		\$ 6,010.37	\$ 7,288.32
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Lithium Ion Electrical Cost Savings Per Life of Fleet		\$ 24,041.47	\$ 29,153.28
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~\$7,288.32 per year in energy savings
~ \$29,153.28 4-year term in energy savings
(off peak used, lithium ion fleet charge time set with the CCDT Bluetooth dongle)

Lithium Estimated Electricity cost per car per month: \$266.24
Vs.
FLA Electricity Cost Per Month \$873.60 + Staff + Watering Batteries + Rotating Fleets



MANAGE YOUR COURSE FROM THE COURSE, NOT AN OFFICE

Get a clear view of operations from your laptop or mobile device

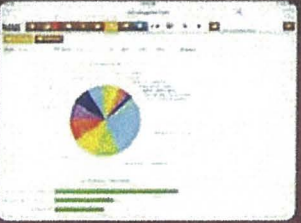


Fleet Maintenance

Don't wait for a call that a car is down. With real-time reporting, you'll know when a car needs a charge, has a service issue, or is being driven into a restricted area — before it becomes an emergency.

Operations

Cars with Visage can be placed under speed controls, regulated to cart paths, and monitored to ensure proper pace of play.



Car Tracking

Check on the real-time position of vehicles and equipment, find any car, and view drive history to ensure your investment is safe at all times.

Communications

Free up staff by sending weather alerts and other course information directly to cars.

Food & Beverage Sales

Target golfers on the course with daily and seasonal specials and allow them to place orders from anywhere.

Tournaments

Increase golfer engagement and interactions at tournament time by using Visage to display leaderboards and pro shop promotions.

Courses using Visage have enjoyed business-changing benefits—and with Shark Experience now available, the potential to attract and engage even more golfers is limitless.



First-class golf experience

The software increases golfer engagement and enjoyment for a memorable game.

Designed for golf course demands

Visage with Shark Experience is specific to golf and its unique opportunities.

Course management from anywhere

Web-based tools give you the freedom to monitor your course far from the office.

Modern hardware, seamless integration

With the Shark Experience, a 10" HD touchscreen will be included in every 2018 electric Tempo in your fleet.

"Visage has definitely provided us with an efficient and cost-effective way to offer our guests a better experience than the competition."

— Jonathan Schoenfeld, Head Pro
Stonewall Golf Club



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Current Visage Fleet Management Modules



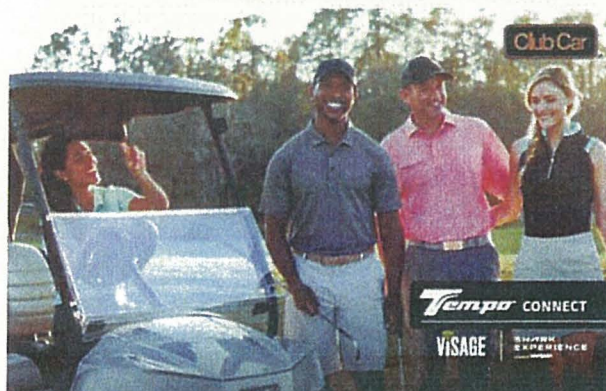
Golfer Experience	Car Tracking	Car Control	Standard Connectivity	Add-Ons
<ul style="list-style-type: none"> Hole Overviews Touch screen for distance Dynamic distances to pins and POIs Tee shot distance Blind tee shot / car ahead Pin placement manager Food & Beverage 	<ul style="list-style-type: none"> Real time vehicle position Pace of Play tracking & reporting Vehicle tracks (bread crumbs) Find car Real time messaging Fleet rotation Vehicle drive history 	<ul style="list-style-type: none"> Action zone Variable Speed Control Action zone messaging On-screen Action zone visibility for golfers Fleet lock down Geofence Cart path only Anti-tamper Set vehicle top speed Notifications Vehicle drive history 	<ul style="list-style-type: none"> Battery status indicator Vehicle "On charge" status Service notifications Fault codes; charge failures One-Way Messaging club promos; weather) Odometer + Amp Hours Electronic Information holder 	<ul style="list-style-type: none"> Tournament Connect Golf Genius Vision Perfect (ViPer) 3D Hole Flyovers AdMan Pro

ViSAGE

Car Tracking showing car history without Car Control



Car Tracking showing car history after Car Control is implemented



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Tempo "LITHIUM" Fleet Proposal - LEASE

To: Incline Village GC - Championship
955 Fairway Drive - Incline Village, NV 89451

Date: September 15, 2021

Quantity	Description	Unit Price	Extension
80	2022 Club Car TEMPO – LITHIUM	\$7,017.00	\$561,360.00
	Visage 10.1" Screen (Through Rental Program)	Included	Included
	AC Drive System w/ E.R.I.C. Automatic Charger	Included	Included
	Lithium Battery Configuration	Included	Included
	LED Battery Indicator	Included	Included
	Dupont Surlyn® Body: Sapphire Blue	Included	Included
	MonsoonTop™: Black	Included	Included
	Premium Seat: Choice Color	Included	Included
	Sweater Basket	Included	Included
	Tow Package	Included	Included
	Sand Bottle (2 each)	Included	Included
	Soft-grip Steering Wheel	Included	Included
	Split Windshield	Included	Included
	CaddyMaster Cooler	Included	Included
	Custom Logo	Included	Included
	Information Holder	Included	Included
	USB (Dual Port)	Included	Included
	Freight from Augusta	Included	Included
	Sub-Total:	\$7,017.00	\$561,360.00
	Less Trades: (80) 2017 Club Car Ele	(\$2,050.00)	(\$164,000.00)
		\$4,967.00	\$397,360.00
Terms	F.O.B.	Delivery Date	Shipped Via
TBD	Incline Village, Nevada	May 2022	Club Car Truck

Prices quoted are those in effect at the time of quotation and are guaranteed subject to acceptance within 1 year. All credit terms must be approved by CLUB CAR, LLC prior to delivery. Tax Exempt. The lease rates are quoted herein and are subject to IRFS's normal credit approval. After 90 days should interest rates fluctuate, the quoted rates will be adjusted accordingly.

Club Car Fleet - Capital Lease - 2.85%

Term	Quantity	Unit Price	Extension
48 Month - \$1 out	80 cars	\$109.59*	\$8,767.20*
48 Month - \$3,250 Balloon	80 cars	\$45.76*	\$3,660.80*

Visage Technology - RENTAL

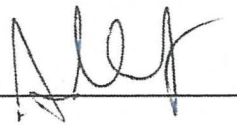
Term	Quantity	Unit Price	Extension
48 Month – Visage (Car Control/Tracking; Golf Experience)	80 cars	\$42.00*	\$3,360.00*

*Tax Exempt

Accepted By:
Incline Village GC

Club Car, LLC

By: _____

By: Allen Lee 

Title: _____

Title: Territory Manager

Date: _____

Date: 9-15-21

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Tempo "LITHIUM" Fleet Proposal - PURCHASE

To: Incline Village GC - Championship
955 Fairway Drive - Incline Village, NV 89451

Date: September 15, 2021

Quantity	Description	Unit Price	Extension
80	2022 Club Car TEMPO – LITHIUM	\$7,017.00	\$561,360.00
80	Visage 10.1" Screen	\$1,700.00	\$13,600.00
	AC Drive System w/ E.R.I.C. Automatic Charger	Included	Included
	Lithium Battery Configuration	Included	Included
	LED Battery Indicator	Included	Included
	Dupont Surlyn® Body: Sapphire Blue	Included	Included
	MonsoonTop™: Black	Included	Included
	Premium Seat: Choice Color	Included	Included
	Sweater Basket	Included	Included
	Tow Package	Included	Included
	Sand Bottle (2 each)	Included	Included
	Soft-grip Steering Wheel	Included	Included
	Split Windshield	Included	Included
	CaddyMaster Cooler	Included	Included
	Custom Logo	Included	Included
	Information Holder	Included	Included
	USB (Dual Port)	Included	Included
	Freight from Augusta	\$8,717.00	\$697,360.00
	Sub-Total:	<u>(\$2,050.00)</u>	<u>(\$164,000.00)</u>
	Less Trades: (80) 2017 Club Car Ele	\$6,667.00	\$533,360.00
Terms	F.O.B.	Delivery Date	Shipped Via
TBD	Incline Village, Nevada	May 2022	Club Car Truck

Prices quoted are those in effect at the time of quotation and are guaranteed subject to acceptance within 1 year. All credit terms must be approved by CLUB CAR, LLC prior to delivery. **Sales Tax Not Included.** Customer is to submit required credit information for credit approval.

Accepted By:
Incline Village GC

By: _____

Title: _____

Date: _____

Club Car, LLC

By: Allen Lee 

Title: Territory Manager

Date: 9-15-21

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Tempo "Lead Acid" Fleet Proposal - LEASE

To: Incline Village GC - Championship
955 Fairway Drive - Incline Village, NV 89451

Date: September 15, 2021

Quantity	Description	Unit Price	Extension
80	2022 Club Car TEMPO	\$5,299.50	\$423,960.00
	Visage 10.1 Screen (Through Rental Program)	Included	Included
	48-v Excel Drive System w/ E.R.I.C. Automatic Charger	Included	Included
	TROJAN T875 Battery Configuration	Included	Included
	Dupont Surlyn® Body: Sapphire Blue	Included	Included
	MonsoonTop™: Black	Included	Included
	Premium Seat: Choice Color	Included	Included
	Sweater Basket	Included	Included
	Battery Indicator	Included	Indicator
	Tow Package	Included	Included
	Sand Bottle (2 each)	Included	Included
	Soft-grip Steering Wheel	Included	Included
	Split Windshield	Included	Included
	CaddyMaster Cooler	Included	Included
	Custom Logo	Included	Included
	Information Holder	Included	Included
	Single-Point Watering System	Included	Included
	USB (Dual Port)	Included	Included
	Freight from Augusta	Included	Included
	Sub-Total:	\$5,299.50	\$423,960.00
	Less Trades: (80) 2017 Club Car Ele	(\$2,050.00)	(\$164,000.00)
		3,249.50	\$259,960.00
Terms	F.O.B.	Delivery Date	Shipped Via
TBD	Incline Village, Nevada	May 2022	Club Car Truck

Prices quoted are those in effect at the time of quotation and are guaranteed subject to acceptance within 1 year. All credit terms must be approved by CLUB CAR, LLC prior to delivery. Tax Exempt. The lease rates are quoted herein and are subject to IRFS's normal credit approval. After 90 days should interest rates fluctuate, the quoted rates will be adjusted accordingly.

Golf Fleet Capital Lease - 2.85%

Term	Quantity	Unit Price	Extension
48 Month - \$1 out	80 cars	\$71.69*	\$5,735.20*
48 Month - \$1,575 Balloon	80 cars	\$40.77*	\$3,261.60*

Visage Technology - RENTAL

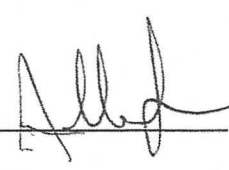
Term	Quantity	Unit Price	Extension
48 Month - Visage (Car Control/Tracking; Golf Experience)	80 cars	\$42.00*	\$3,360.00*

*Tax Exempt

Accepted By:
Incline Village GC

Club Car, LLC

By: _____

By: Allen Lee 

Title: _____

Title: Territory Manager

Date: _____

Date: 9-15-21

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Tempo "Lead Acid" Fleet Proposal - PURCHASE

To: **Incline Village GC - Championship**
955 Fairway Drive - Incline Village, NV 89451

Date: **September 15, 2021**

Quantity	Description	Unit Price	Extension
80	2022 Club Car TEMPO	\$5,299.50	\$423,960.00
	Visage 10.1" Screen	\$1,700.00	\$13,600.00
	48-v Excel Drive System w/ E.R.I.C. Automatic Charger	Included	Included
	TROJAN T875 Battery Configuration	Included	Included
	Dupont Surlyn® Body: Sapphire Blue	Included	Included
	MonsoonTop™: Black	Included	Included
	Premium Seat: Choice Color	Included	Included
	Sweater Basket	Included	Included
	Battery Indicator	Included	Included
	Tow Package	Included	Included
	Sand Bottle (2 each)	Included	Included
	Soft-grip Steering Wheel	Included	Included
	Split Windshield	Included	Included
	CaddyMaster Cooler	Included	Included
	Custom Logo	Included	Included
	Information Holder	Included	Included
	Single-Point Watering System	Included	Included
	USB (Dual Port)	Included	Included
	Freight from Augusta	<u>Included</u>	<u>Included</u>
	Sub-Total:		\$6,999.50
Less Trades: (80) 2017 Club Car Ele		<u>(\$2,050.00)</u>	<u>(\$100,000.00)</u>
		\$4,800.50 \$4,949.50	\$264,000.00 \$395,960.00
Terms	F.O.B.	Delivery Date	Shipped Via
TBD	Incline Village, Nevada	May 2022	Club Car Truck

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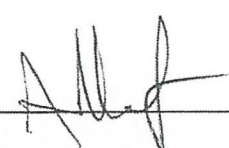
Accepted By:
Incline Village GC

By: _____

Title: _____

Date: _____

Club Car, LLC

By: Allen Lee 

Title: Territory Manager

Date: 9-15-21

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Trade Valuation

To: Incline Village GC - Championship
955 Fairway Drive - Incline Village, NV 89451

Date: September 15, 2021

Model Year	Quantity	Unit Price	Extension
2017 Club Car Ele w/Visage	80 cars	\$2,050.00	\$164,000.00

1. All trade-ins must be in fleet running condition, with operating chargers if electric, and canopy tops. Any cars not running or damaged will be reduced in value accordingly.
2. Club Car, LLC will remove the canopy tops from trade-ins to make them ready for transport at no cost to the club.
3. All trade-ins must be free and clear of any liens and encumbrances.

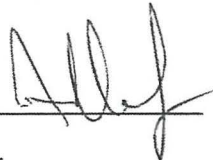
Accepted By:
Incline Village GC

By: _____

Title: _____

Date: _____

Club Car, LLC

By: Allen Lee 

Title: Territory Manager

Date: 9-15-21

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Warranties and Special Considerations

Warranty

Club Car, Inc.'s sole warranty will be its standard warranty for golf cars, Club Car Limited Lifetime Warranty for 2022 Fleet Golf Cars in the United States and Canada, as attached hereto. Club Car warrants that the goods are fit for the purpose only to the extent stated in the attached warranty and owner's manuals accompanying the vehicle.

Special Considerations

Club Car, LLC includes the following with the lease/purchase of (80) new 2022 Club Car Tempo golf cars:



Club Car will provide **Incline Village GC** with the following parts package

- Five (5) Tow Bars
- Ten (10) Spare Wheel/Tire Assembly
- Five (5) CaddyMaster Cooler's
- Two (2) Diagnostic Tools
- Ten (10) Logo's
- One (1) Service & Parts Manuals

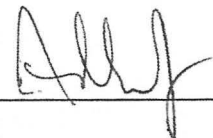
Accepted By:
Incline Village GC

By: _____

Title: _____

Date: _____

Club Car, LLC

By: Allen Lee 

Title: Territory Manager

Date: 9-15-21

REPLACEMENT PARTS AND SERVICE

Factory authorized replacement parts; service and warranty work is handled through the local, Club Car authorized dealer &/or factory trained technician. It is Club Car's objective that **Incline Village GC's** fleet will receive professional, timely and systematic service

This proposal shall expire thirty days from its date, unless Club Car, LLC agrees to extend the time frame. In consideration of receipt of this proposal, Incline Village GC agrees that it will hold its contents in confidence and will not disclose, use or copy the same in whole or in part for any purpose other than to evaluate this proposal.

CLUB CAR® LIMITED WARRANTY FOR TEMPO VEHICLES

WARRANTY: CLUB CAR, LLC ("CLUB CAR") hereby warrants to the Original Purchaser or Lessee, as those terms are defined herein, and subject to the provisions, limitations and exclusions in this limited warranty, that its new vehicle or new component purchased from CLUB CAR or an Authorized Dealer or Distributor shall be free from defects in material and workmanship under normal use and service for the periods stated below, subject to the provisions, limitations and exclusions in this limited warranty.

This limited warranty covers material, workmanship and repair labor cost as to those items specifically listed below for the periods specified. Such repair labor shall be performed only by CLUB CAR, its Authorized Dealers or Distributors, or a service agency approved by CLUB CAR. For repairs made by qualified technicians other than CLUB CAR's factory technicians or an Authorized Dealer or Distributor, CLUB CAR will provide only the replacement parts or components.

IF THE WARRANTY REGISTRATION FORM IS NOT COMPLETED AND RETURNED TO CLUB CAR AT THE TIME OF THE ORIGINAL RETAIL SALE, PURCHASER MUST PROVIDE PROOF OF DATE OF PURCHASE WITH ANY WARRANTY CLAIM.

	Tempo	Tempo Lithium	V4
VEHICLE MAIN FRAME	LIMITED LIFETIME		
SUSPENSION: Steering gearbox, steering column, shocks, and leaf springs.	4	4	4
LITHIUM-ION BATTERY: Additional restrictions apply	5	5	5
DEEP CYCLE BATTERY: 25,000 amp hours as recorded by the controller, or four years, whichever occurs first, for vehicles properly maintained using an authorized deionizer system. Otherwise, 20,000 amp hours or four years, whichever occurs first.	4	4	4
PEDAL GROUP: Pedal group mechanical assembly, brake cluster assemblies, and brake cables.	4	4	4
SEATS: Seat bottom, seat back, and armrests.	4	4	4
CANOPY SYSTEM: Canopy, rear canopy supports, drainage system and Structural Accessory Module (SAM).	4	4	4
BODY GROUP: Beauty panels, and front and rear underbody.	3	3	3
ALL REMAINING COMPONENTS: Solenoid, GCOR, limit switches, voltage regulator, F&R switch, and options and accessories supplied by CLUB CAR, including components not specified otherwise.	2	2	2

EXCLUSIONS: Excluded from any CLUB CAR warranty is damage to a vehicle or component resulting from a cause other than a defect including poor maintenance, neglect, abuse, accident and collision, maintenance adjustments, unreasonable or unintended strain or use, improper installation of accessories (such as connecting any accessories to less than the full pack of batteries), installation of parts or accessories that are not original equipment including non-approved GPS systems, non-approved alteration and acts of God. Also excluded from any CLUB CAR warranty are all fuses, filters, decals (except safety decals), lubricants, routine wear items such as the charger plug and receptacle, engine mounts, mats, pads, spark plugs, light bulbs, brake shoes, belts, brushes, bushings, drive buttons, cosmetic deterioration, and items that deteriorate, fade or fail due to exposure or ordinary wear and tear.

The provisions of this limited warranty shall not apply to failure due to the following conditions:

1. Batteries

- 1.1 Improper charging of a vehicle due to the use of a battery charger model not approved by Club Car for use with the vehicle.
- 1.2 Use of water in batteries, including tap water that contains impurities. Distilled water or a properly maintained, Club Car approved battery water deionizer and filter system should be used to ensure water quality.
- 1.3 Abuse such as overcharging, undercharging, improper fluid levels, loose wiring and fasteners, or rusted or corroded hardware.
- 1.4 Use of energy management systems that do not allow a minimum of 12 hours of charge time to assure proper charging.
- 1.5 Use of any accessories that do not draw power off the complete 48V pack.
- 1.6 Neglect, breakage, freezing, fire, explosion, wreckage, melted terminal posts, the addition of any chemical, or the operation of the battery in an uncharged condition (below half charge 1.200 specific gravity); the installation of the batteries in reverse or recharging in reverse, breakage of containers, covers, or terminal post, or batteries used in applications for which they were not designed.
- 1.7. A battery damaged by a defective charger or batteries in vehicles that do not receive proper charging.
- 1.8. A vehicle not having an operational charger on a circuit that has the parameters specified in the vehicle owner's manual (the number of operational chargers must equal the number of operational vehicles), or use of an unapproved algorithm.

2. Lack of proper maintenance such as preventive maintenance checks, proper rotation of vehicles in a fleet application, maintaining proper tire pressure and alignment and tightening loose wire connections as outlined in the owner's manual.

3. Damages caused by improper installation of the component.

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4. Failed semiconductor parts such diodes and fuses that are vulnerable to electrical overloads (including lightning) beyond the control of CLUB CAR.
5. Damaged charger AC and DC cord set with plug, which is a wear item and subject to user abuse.
6. Use of gasoline containing more than 10% ethanol. Transportation expenses for warranty services are also excluded from this warranty.

Without limiting the generality of the foregoing in any way, and as part of its limited warranty exclusion, CLUB CAR does not warrant that its vehicle or components such as batteries, computer, controller or electrical device are suitable for use in any application other than in its products. As in the use of any vehicle, batteries, computer, controller or electrical device, a prudent owner will read and study the owner's manual, the operator instructions and the warning labels; and will exercise due care in working on or around vehicles, batteries or electrical devices.

Transportation expenses for warranty services are also excluded from this warranty.

VOIDING OF WARRANTY: THIS AND ANY OTHER WARRANTY SHALL BE VOID IF THE VEHICLE OR COMPONENT IS ABUSED OR USED IN AN UNINTENDED MANNER OR SHOWS INDICATIONS THAT IT HAS BEEN ALTERED IN ANY WAY, INCLUDING, BUT NOT LIMITED TO, MODIFICATION OF THE SPEED GOVERNOR, BRAKING SYSTEM, STEERING, TRANSAXLE, OR OTHER OPERATING SYSTEMS OF THE CAR TO CAUSE IT TO PERFORM OUTSIDE CLUB CAR SPECIFICATIONS. THE WARRANTY IS LIKEWISE VOID IF THE VEHICLE SHOWS INDICATIONS THAT REASONABLE OR NECESSARY MAINTENANCE AS OUTLINED IN THE OWNER'S MANUAL AND MAINTENANCE AND SERVICE MANUAL WAS NOT PERFORMED AT THE TIME AND IN THE MANNER SPECIFIED IN SUCH MANUALS.

SOLE REMEDY: CLUB CAR's liability under this limited warranty or in any action whether based upon warranty, contract, negligence, strict product liability or otherwise, shall be the repair or replacement, at CLUB CAR's option, of the vehicle or component thereof that CLUB CAR deems to be defective. Replacement shall mean furnishing, during the applicable limited warranty period, a new vehicle or factory-reconditioned vehicle or component thereof that is identical or reasonably equivalent to the warranted product or component at no cost to the purchaser. Repair shall mean remedying a defect in the vehicle or component thereof at no cost to the purchaser during the applicable limited warranty period. CLUB CAR reserves the right to test and recharge any component returned for adjustment. If CLUB CAR elects to repair the vehicle or component, it may provide factory-reconditioned parts or components. All parts and components replaced under warranty shall become the property of CLUB CAR.

DISCLAIMER: THIS LIMITED WARRANTY IS EXCLUSIVE. CLUB CAR MAKES NO OTHER WARRANTY OF ANY KIND, EXPRESSED OR IMPLIED. ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE HEREBY DISCLAIMED BY CLUB CAR AND EXCLUDED FROM THIS WARRANTY. THE PURCHASER AND CLUB CAR EXPRESSLY AGREE THAT THE SOLE REMEDY OF THE REPLACEMENT OR REPAIR OF THE DEFECTIVE VEHICLE OR COMPONENT THEREOF IS THE SOLE REMEDY OF THE PURCHASER. CLUB CAR MAKES NO OTHER REPRESENTATION OR WARRANTY OF ANY KIND, AND NO REPRESENTATIVE, EMPLOYEE, DISTRIBUTOR OR DEALER OF CLUB CAR HAS THE AUTHORITY TO MAKE OR IMPLY ANY REPRESENTATION, PROMISE OR AGREEMENT, WHICH IN ANY WAY VARIES THE TERMS OF THIS WARRANTY.

In the event that another pre-printed warranty document, certificate or both offered by or through Club Car at the time of sale of this vehicle (each an "Additional Warranty Document") is deemed to conflict with the limitations or exclusions contained herein, the limitations and exclusions contained herein shall continue to apply to both this limited warranty statement and, to the maximum extent permitted by law, to each Additional Warranty Document.

NO CONSEQUENTIAL DAMAGES: IN NO EVENT SHALL CLUB CAR BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS RELATED TO PROPERTY OTHER THAN THE VEHICLE, LOSS OF USE, LOSS OF TIME, INCONVENIENCE, OR ANY OTHER ECONOMIC LOSS.

Some states allow neither limitation on the duration of an implied warranty nor exclusions or limitation of incidental or consequential damages. Therefore, the above limitations or exclusions may not apply to you. This warranty gives you specific legal rights, and you may also have other rights, which vary from state to state.

HOW TO MAKE A WARRANTY CLAIM: To make a warranty claim under this limited warranty, you must present the vehicle or defective component with evidence of proof of purchase date and number of amp hours (if applicable) to an authorized CLUB CAR dealer.

For warranty-related communication, contact Warranty Services, Club Car, 4125 Washington Rd., Evans, GA 30809, USA, 706.863.3000.

WARNING: Any modification or change to the vehicle that affects the electrical system, stability or handling of the vehicle, or increases maximum vehicle speed beyond factory specifications, could result in severe personal injury or death.

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Incline Village - Tempo Lithium - \$1 out

Compound Period : Monthly

Nominal Annual Rate : 2.850 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	05/15/2022	4,967.00	1		
2 Payment	06/15/2022	109.59	48	Monthly	05/15/2026
3 Payment	06/15/2026	1.00	1		

AMORTIZATION SCHEDULE - Normal Amortization

	Date	Payment	Interest	Principal	Balance
Loan	05/15/2022				4,967.00
1	06/15/2022	109.59	11.80	97.79	4,869.21
2	07/15/2022	109.59	11.56	98.03	4,771.18
3	08/15/2022	109.59	11.33	98.26	4,672.92
4	09/15/2022	109.59	11.10	98.49	4,574.43
5	10/15/2022	109.59	10.86	98.73	4,475.70
6	11/15/2022	109.59	10.63	98.96	4,376.74
7	12/15/2022	109.59	10.39	99.20	4,277.54
2022 Totals		767.13	77.67	689.46	
8	01/15/2023	109.59	10.16	99.43	4,178.11
9	02/15/2023	109.59	9.92	99.67	4,078.44
10	03/15/2023	109.59	9.69	99.90	3,978.54
11	04/15/2023	109.59	9.45	100.14	3,878.40
12	05/15/2023	109.59	9.21	100.38	3,778.02
13	06/15/2023	109.59	8.97	100.62	3,677.40
14	07/15/2023	109.59	8.73	100.86	3,576.54
15	08/15/2023	109.59	8.49	101.10	3,475.44
16	09/15/2023	109.59	8.25	101.34	3,374.10
17	10/15/2023	109.59	8.01	101.58	3,272.52
18	11/15/2023	109.59	7.77	101.82	3,170.70
19	12/15/2023	109.59	7.53	102.06	3,068.64
2023 Totals		1,315.08	106.18	1,208.90	
20	01/15/2024	109.59	7.29	102.30	2,966.34
21	02/15/2024	109.59	7.05	102.54	2,863.80
22	03/15/2024	109.59	6.80	102.79	2,761.01
23	04/15/2024	109.59	6.56	103.03	2,657.98
24	05/15/2024	109.59	6.31	103.28	2,554.70
25	06/15/2024	109.59	6.07	103.52	2,451.18
26	07/15/2024	109.59	5.82	103.77	2,347.41
27	08/15/2024	109.59	5.58	104.01	2,243.40
28	09/15/2024	109.59	5.33	104.26	2,139.14
29	10/15/2024	109.59	5.08	104.51	2,034.63
30	11/15/2024	109.59	4.83	104.76	1,929.87

Incline Village - Tempo Lithium - \$1 out

Date	Payment	Interest	Principal	Balance
31 12/15/2024	109.59	4.58	105.01	1,824.86
2024 Totals	1,315.08	71.30	1,243.78	
32 01/15/2025	109.59	4.33	105.26	1,719.60
33 02/15/2025	109.59	4.08	105.51	1,614.09
34 03/15/2025	109.59	3.83	105.76	1,508.33
35 04/15/2025	109.59	3.58	106.01	1,402.32
36 05/15/2025	109.59	3.33	106.26	1,296.06
37 06/15/2025	109.59	3.08	106.51	1,189.55
38 07/15/2025	109.59	2.83	106.76	1,082.79
39 08/15/2025	109.59	2.57	107.02	975.77
40 09/15/2025	109.59	2.32	107.27	868.50
41 10/15/2025	109.59	2.06	107.53	760.97
42 11/15/2025	109.59	1.81	107.78	653.19
43 12/15/2025	109.59	1.55	108.04	545.15
2025 Totals	1,315.08	35.37	1,279.71	
44 01/15/2026	109.59	1.29	108.30	436.85
45 02/15/2026	109.59	1.04	108.55	328.30
46 03/15/2026	109.59	0.78	108.81	219.49
47 04/15/2026	109.59	0.52	109.07	110.42
48 05/15/2026	109.59	0.26	109.33	1.09
49 06/15/2026	1.00	0.09-	1.09	0.00
2026 Totals	548.95	3.80	545.15	
Grand Totals	5,261.32	294.32	4,967.00	

Incline Village - Tempo Lithium - \$3250 Balloon

Compound Period : Monthly

Nominal Annual Rate : 2.850 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	05/15/2022	4,967.00	1		
2 Payment	06/15/2022	45.76	48	Monthly	05/15/2026
3 Payment	06/15/2026	3,250.00	1		

AMORTIZATION SCHEDULE - Normal Amortization

	Date	Payment	Interest	Principal	Balance
Loan	05/15/2022				4,967.00
1	06/15/2022	45.76	11.80	33.96	4,933.04
2	07/15/2022	45.76	11.72	34.04	4,899.00
3	08/15/2022	45.76	11.64	34.12	4,864.88
4	09/15/2022	45.76	11.55	34.21	4,830.67
5	10/15/2022	45.76	11.47	34.29	4,796.38
6	11/15/2022	45.76	11.39	34.37	4,762.01
7	12/15/2022	45.76	11.31	34.45	4,727.56
2022 Totals		320.32	80.88	239.44	
8	01/15/2023	45.76	11.23	34.53	4,693.03
9	02/15/2023	45.76	11.15	34.61	4,658.42
10	03/15/2023	45.76	11.06	34.70	4,623.72
11	04/15/2023	45.76	10.98	34.78	4,588.94
12	05/15/2023	45.76	10.90	34.86	4,554.08
13	06/15/2023	45.76	10.82	34.94	4,519.14
14	07/15/2023	45.76	10.73	35.03	4,484.11
15	08/15/2023	45.76	10.65	35.11	4,449.00
16	09/15/2023	45.76	10.57	35.19	4,413.81
17	10/15/2023	45.76	10.48	35.28	4,378.53
18	11/15/2023	45.76	10.40	35.36	4,343.17
19	12/15/2023	45.76	10.32	35.44	4,307.73
2023 Totals		549.12	129.29	419.83	
20	01/15/2024	45.76	10.23	35.53	4,272.20
21	02/15/2024	45.76	10.15	35.61	4,236.59
22	03/15/2024	45.76	10.06	35.70	4,200.89
23	04/15/2024	45.76	9.98	35.78	4,165.11
24	05/15/2024	45.76	9.89	35.87	4,129.24
25	06/15/2024	45.76	9.81	35.95	4,093.29
26	07/15/2024	45.76	9.72	36.04	4,057.25
27	08/15/2024	45.76	9.64	36.12	4,021.13
28	09/15/2024	45.76	9.55	36.21	3,984.92
29	10/15/2024	45.76	9.46	36.30	3,948.62
30	11/15/2024	45.76	9.38	36.38	3,912.24

Incline Village - Tempo Lithium - \$3250 Balloon

Date	Payment	Interest	Principal	Balance
31 12/15/2024	45.76	9.29	36.47	3,875.77
2024 Totals	549.12	117.16	431.96	
32 01/15/2025	45.76	9.20	36.56	3,839.21
33 02/15/2025	45.76	9.12	36.64	3,802.57
34 03/15/2025	45.76	9.03	36.73	3,765.84
35 04/15/2025	45.76	8.94	36.82	3,729.02
36 05/15/2025	45.76	8.86	36.90	3,692.12
37 06/15/2025	45.76	8.77	36.99	3,655.13
38 07/15/2025	45.76	8.68	37.08	3,618.05
39 08/15/2025	45.76	8.59	37.17	3,580.88
40 09/15/2025	45.76	8.50	37.26	3,543.62
41 10/15/2025	45.76	8.42	37.34	3,506.28
42 11/15/2025	45.76	8.33	37.43	3,468.85
43 12/15/2025	45.76	8.24	37.52	3,431.33
2025 Totals	549.12	104.68	444.44	
44 01/15/2026	45.76	8.15	37.61	3,393.72
45 02/15/2026	45.76	8.06	37.70	3,356.02
46 03/15/2026	45.76	7.97	37.79	3,318.23
47 04/15/2026	45.76	7.88	37.88	3,280.35
48 05/15/2026	45.76	7.79	37.97	3,242.38
49 06/15/2026	3,250.00	7.62	3,242.38	0.00
2026 Totals	3,478.80	47.47	3,431.33	
Grand Totals	5,446.48	479.48	4,967.00	

Incline Village - Tempo FLA - \$1 out

Compound Period : Monthly

Nominal Annual Rate : 2.850 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	05/15/2022	3,249.50	1		
2 Payment	06/15/2022	71.69	48	Monthly	05/15/2026
3 Payment	06/15/2026	1.00	1		

AMORTIZATION SCHEDULE - Normal Amortization

	Date	Payment	Interest	Principal	Balance
Loan	05/15/2022				3,249.50
1	06/15/2022	71.69	7.72	63.97	3,185.53
2	07/15/2022	71.69	7.57	64.12	3,121.41
3	08/15/2022	71.69	7.41	64.28	3,057.13
4	09/15/2022	71.69	7.26	64.43	2,992.70
5	10/15/2022	71.69	7.11	64.58	2,928.12
6	11/15/2022	71.69	6.95	64.74	2,863.38
7	12/15/2022	71.69	6.80	64.89	2,798.49
2022 Totals		501.83	50.82	451.01	
8	01/15/2023	71.69	6.65	65.04	2,733.45
9	02/15/2023	71.69	6.49	65.20	2,668.25
10	03/15/2023	71.69	6.34	65.35	2,602.90
11	04/15/2023	71.69	6.18	65.51	2,537.39
12	05/15/2023	71.69	6.03	65.66	2,471.73
13	06/15/2023	71.69	5.87	65.82	2,405.91
14	07/15/2023	71.69	5.71	65.98	2,339.93
15	08/15/2023	71.69	5.56	66.13	2,273.80
16	09/15/2023	71.69	5.40	66.29	2,207.51
17	10/15/2023	71.69	5.24	66.45	2,141.06
18	11/15/2023	71.69	5.09	66.60	2,074.46
19	12/15/2023	71.69	4.93	66.76	2,007.70
2023 Totals		860.28	69.49	790.79	
20	01/15/2024	71.69	4.77	66.92	1,940.78
21	02/15/2024	71.69	4.61	67.08	1,873.70
22	03/15/2024	71.69	4.45	67.24	1,806.46
23	04/15/2024	71.69	4.29	67.40	1,739.06
24	05/15/2024	71.69	4.13	67.56	1,671.50
25	06/15/2024	71.69	3.97	67.72	1,603.78
26	07/15/2024	71.69	3.81	67.88	1,535.90
27	08/15/2024	71.69	3.65	68.04	1,467.86
28	09/15/2024	71.69	3.49	68.20	1,399.66
29	10/15/2024	71.69	3.32	68.37	1,331.29
30	11/15/2024	71.69	3.16	68.53	1,262.76

Incline Village - Tempo FLA - \$1 out

Date	Payment	Interest	Principal	Balance
31 12/15/2024	71.69	3.00	68.69	1,194.07
2024 Totals	860.28	46.65	813.63	
32 01/15/2025	71.69	2.84	68.85	1,125.22
33 02/15/2025	71.69	2.67	69.02	1,056.20
34 03/15/2025	71.69	2.51	69.18	987.02
35 04/15/2025	71.69	2.34	69.35	917.67
36 05/15/2025	71.69	2.18	69.51	848.16
37 06/15/2025	71.69	2.01	69.68	778.48
38 07/15/2025	71.69	1.85	69.84	708.64
39 08/15/2025	71.69	1.68	70.01	638.63
40 09/15/2025	71.69	1.52	70.17	568.46
41 10/15/2025	71.69	1.35	70.34	498.12
42 11/15/2025	71.69	1.18	70.51	427.61
43 12/15/2025	71.69	1.02	70.67	356.94
2025 Totals	860.28	23.15	837.13	
44 01/15/2026	71.69	0.85	70.84	286.10
45 02/15/2026	71.69	0.68	71.01	215.09
46 03/15/2026	71.69	0.51	71.18	143.91
47 04/15/2026	71.69	0.34	71.35	72.56
48 05/15/2026	71.69	0.17	71.52	1.04
49 06/15/2026	1.00	0.04-	1.04	0.00
2026 Totals	359.45	2.51	356.94	
Grand Totals	3,442.12	192.62	3,249.50	

Incline Village - Tempo FLA - \$1575 Balloon

Compound Period : Monthly

Nominal Annual Rate : 2.850 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	05/15/2022	3,249.50	1		
2 Payment	06/15/2022	40.77	48	Monthly	05/15/2026
3 Payment	06/15/2026	1,575.00	1		

AMORTIZATION SCHEDULE - Normal Amortization

	Date	Payment	Interest	Principal	Balance
Loan	05/15/2022				3,249.50
1	06/15/2022	40.77	7.72	33.05	3,216.45
2	07/15/2022	40.77	7.64	33.13	3,183.32
3	08/15/2022	40.77	7.56	33.21	3,150.11
4	09/15/2022	40.77	7.48	33.29	3,116.82
5	10/15/2022	40.77	7.40	33.37	3,083.45
6	11/15/2022	40.77	7.32	33.45	3,050.00
7	12/15/2022	40.77	7.24	33.53	3,016.47
2022 Totals		285.39	52.36	233.03	
8	01/15/2023	40.77	7.16	33.61	2,982.86
9	02/15/2023	40.77	7.08	33.69	2,949.17
10	03/15/2023	40.77	7.00	33.77	2,915.40
11	04/15/2023	40.77	6.92	33.85	2,881.55
12	05/15/2023	40.77	6.84	33.93	2,847.62
13	06/15/2023	40.77	6.76	34.01	2,813.61
14	07/15/2023	40.77	6.68	34.09	2,779.52
15	08/15/2023	40.77	6.60	34.17	2,745.35
16	09/15/2023	40.77	6.52	34.25	2,711.10
17	10/15/2023	40.77	6.44	34.33	2,676.77
18	11/15/2023	40.77	6.36	34.41	2,642.36
19	12/15/2023	40.77	6.28	34.49	2,607.87
2023 Totals		489.24	80.64	408.60	
20	01/15/2024	40.77	6.19	34.58	2,573.29
21	02/15/2024	40.77	6.11	34.66	2,538.63
22	03/15/2024	40.77	6.03	34.74	2,503.89
23	04/15/2024	40.77	5.95	34.82	2,469.07
24	05/15/2024	40.77	5.86	34.91	2,434.16
25	06/15/2024	40.77	5.78	34.99	2,399.17
26	07/15/2024	40.77	5.70	35.07	2,364.10
27	08/15/2024	40.77	5.61	35.16	2,328.94
28	09/15/2024	40.77	5.53	35.24	2,293.70
29	10/15/2024	40.77	5.45	35.32	2,258.38
30	11/15/2024	40.77	5.36	35.41	2,222.97

Incline Village - Tempo FLA - \$1575 Balloon

Date	Payment	Interest	Principal	Balance
31 12/15/2024	40.77	5.28	35.49	2,187.48
2024 Totals	489.24	68.85	420.39	
32 01/15/2025	40.77	5.20	35.57	2,151.91
33 02/15/2025	40.77	5.11	35.66	2,116.25
34 03/15/2025	40.77	5.03	35.74	2,080.51
35 04/15/2025	40.77	4.94	35.83	2,044.68
36 05/15/2025	40.77	4.86	35.91	2,008.77
37 06/15/2025	40.77	4.77	36.00	1,972.77
38 07/15/2025	40.77	4.69	36.08	1,936.69
39 08/15/2025	40.77	4.60	36.17	1,900.52
40 09/15/2025	40.77	4.51	36.26	1,864.26
41 10/15/2025	40.77	4.43	36.34	1,827.92
42 11/15/2025	40.77	4.34	36.43	1,791.49
43 12/15/2025	40.77	4.25	36.52	1,754.97
2025 Totals	489.24	56.73	432.51	
44 01/15/2026	40.77	4.17	36.60	1,718.37
45 02/15/2026	40.77	4.08	36.69	1,681.68
46 03/15/2026	40.77	3.99	36.78	1,644.90
47 04/15/2026	40.77	3.91	36.86	1,608.04
48 05/15/2026	40.77	3.82	36.95	1,571.09
49 06/15/2026	1,575.00	3.91	1,571.09	0.00
2026 Totals	1,778.85	23.88	1,754.97	
Grand Totals	3,531.96	282.46	3,249.50	



SECTION 6 – PROPOSAL FORM

The undersigned Bidder shall provide eighty (80) new electric golf carts for the Championship Golf Course meeting the attached specifications.

Price should be stated in both numbers and in words in the spaces provided on this form. Discrepancies in the multiplication of unit prices and total price will be resolved in favor of the unit prices. Discrepancies between the indicated sum of any column of figures and the correct sum thereof will be resolved in favor of the correct sum. Provide a minimum quantity required for additional orders.

Proposals returned on a form other than this one will not be accepted.

PURCHASE PRICE PROPOSAL – Standard Acid Batteries				
Description	Quantity	Unit Price	Total Price	Minimum Additional Order Quantity
Electric Golf Carts Purchase	80	\$ 3249 ⁵⁰	\$ 259,960 ⁻	
TOTAL BID IN WORDS:		TWO HUNDRED SIXTY NINE THOUSAND NINE HUNDRED SIXTY		

PURCHASE PRICE PROPOSAL – Lithium Batteries				
Description	Quantity	Unit Price	Total Price	Minimum Additional Order Quantity
Electric Golf Carts Purchase	80	\$ 4967 ⁻	\$ 397,360 ⁻	
TOTAL BID IN WORDS:		THREE HUNDRED NINETY SEVEN THOUSAND THREE HUNDRED SIXTY		

Exceptions:

PURCHASE PRICE - VISAGE GPS
80 - \$1700 EACH - TOTAL \$13,600⁻
TOTAL BID IN WORDS: THIRTEEN THOUSAND SIX HUNDRED



Exceptions, continued:

Multiple horizontal lines for handwritten notes.

Attach additional sheet if necessary.

Firm Name: CLUB CAR
Signature of Bidder: Allen Lee
Date: 9-15-21
Title: TERRITORY MANAGER
Phone: 530-624-1106 Email: allen_lee@clubcar.com

SECTION 7 - DISCLOSURE OF PRINCIPALS

PRINT OR TYPE:

Firm Name: CLUB CAR
Address: 4125 WASHINGTON ROAD
City, St, Zip: EVAN GA 30809
Date Business Started: 1956
Principal Address of Company: SAME



NAMES OF OFFICERS, MEMBERS, OR OWNERS OF CONCERN, PARTNERSHIP

Name: MARK WAGNER Official Capacity: CEO/PRESIDENT

Address: 4125 WASHINGTON RD EVANS GA 30809

Name: JEFF TRYMINSKI Official Capacity: VICE PRESIDENT

Address: 4125 WASHINGTON RD EVANS GA 30809

Name: _____ Official Capacity: _____

Address: _____

SECTION 8 - LEASE AGENT

PRINT OR TYPE:

Firm Name: DLL

Address: 8001 BIRCHWOOD CT UNIT C

City, St, Zip: JOHNSTON, IOWA 50131

Date Business Started: 2009 (GOLF DIVISION)

Principal Address of Company: ~~EVANS~~ 1111 OLD EAGLE SCHOOL RD
WAYNE, PA 19087

END OF REQUEST FOR PROPOSALS

Championship Golf Course Cart Replacement Proposals

Purchase Options	EZ GO				CLUB CAR		
	Base	w/ GPS Package		Salvage Value	Base	w/ GPS Package	
		Pace 7EX	Pace 10EX			Visage 10.1	Salvage Value
Acid Batteries		N/A			\$ 395,960.00	\$ 395,960.00	Y
Lithium Batteries	\$ 459,484.80	\$ 588,332.00	\$ 605,461.60	Y	\$ 533,360.00	\$ 533,360.00	Y
48-Month Lease Term							
Acid Batteries		N/A			\$ 165,657.60	\$ 326,937.60	
Annual Cost					\$ 41,414.40	\$ 81,734.40	
Lithium Batteries	\$ 269,952.00	\$ 408,153.60	\$ 426,508.80		\$ 191,116.80	\$ 352,396.80	
Annual Cost	\$ 67,488.00	\$ 102,038.40	\$ 106,627.20		\$ 47,779.20	\$ 88,099.20	
60-Month Lease Term							
Acid Batteries		N/A			N/A		
Annual Cost							
Lithium Batteries	\$ 314,352.00	\$ 471,648.00	\$ 488,400.00		\$ 184,752.00	\$ 386,352.00	
Annual Cost	62,870.40	94,329.60	97,680.00		36,950.40	77,270.40	
48-Month Installment Purchase Lease Term							
Acid Batteries					\$ 275,289.60	\$ 436,649.60	Y
Annual Cost						\$ 109,162.40	
w/ Balloon Payment					\$ 282,556.80	\$ 443,836.80	Y
Annual Cost						\$ 110,959.20	
Lithium Batteries					\$ 420,825.60	\$ 582,185.60	Y
Annual Cost						\$ 145,546.40	
w/ Balloon Payment					\$ 435,718.40	\$ 596,998.40	Y
Annual Cost						\$ 149,249.60	
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR Followed by 60 Month Lease (Lithium) - at CURRENT QUOTES							
Lithium Batteries			\$ 568,400.00			\$ 466,352.00	
Annual Cost			94,733.33			77,725.33	
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR Followed by 60 Month Lease (Lithium) - Assumes 10% increase in Costs and 10% reuction in Trade-in							
Lithium Batteries			\$ 637,803.20			\$ 503,302.40	
Annual Cost			106,300.53			83,883.73	

Championship Golf Course Cart Replacement Proposals

		FY2021/22	Year 1 FY2022/23	Year 2 FY2023/24	Year 3 FY2024/25	Year 4 FY 2025/26	Year 5 FY2026/27	Year 6 FY2027/28	Total Cost
Purchase Options - ACID Batteries									
EZ-GO	Quantity								
	Unit Price								
	Trade-in value								
	Net Purchase Price								
	Future Trade In Value								
	Net Cash Flow	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Club Car	Quantity	80							
	Unit Price	\$ 6,999.50 <i>quote</i>	\$ 559,960.00						
	Trade-in value	\$ (2,050.00) <i>quote</i>	\$ (164,000.00)						
	Net Purchase Price	\$ 4,949.50	\$ 395,960.00						\$ 395,960.00
	Future Trade In Value	\$ (2,099.85) <i>est.</i>					\$ (167,988.00)		\$ (167,988.00)
	Net Cash Flow		\$ 395,960.00	\$ -	\$ -	\$ -	\$ (167,988.00)		\$ 227,972.00
									45,594.40
Purchase Options - Lithium Batteries									
EZ-GO	Quantity	80							
	Unit Price	\$ 9,743.27 <i>quote</i>	\$ 779,461.60						
	Trade-in value	\$ (2,175.00) <i>quote</i>	\$ (174,000.00)						
	Net Purchase Price	\$ 7,568.27	\$ 605,461.60						\$ 605,461.60
	Future Trade In Value	\$ (2,922.98) <i>est.</i>					\$ (233,838.48)		\$ (233,838.48)
	Net Cash Flow		\$ 605,461.60	\$ -	\$ -	\$ -	\$ (233,838.48)		\$ 371,623.12
									61,937.19
Club Car	Quantity	80							
	Unit Price	\$ 8,717.00 <i>quote</i>	\$ 697,360.00						
	Trade-in value	\$ (2,050.00) <i>quote</i>	\$ (164,000.00)						
	Net Purchase Price	\$ 6,667.00	\$ 533,360.00						\$ 533,360.00
	Future Trade In Value	\$ (2,615.10) <i>est.</i>					\$ (209,208.00)		\$ (209,208.00)
	Net Cash Flow		\$ 533,360.00	\$ -	\$ -	\$ -	\$ (209,208.00)		\$ 324,152.00
									54,025.33

Championship Golf Course Cart Replacement Proposals

		FY2021/22	Year 1 FY2022/23	Year 2 FY2023/24	Year 3 FY2024/25	Year 4 FY 2025/26	Year 5 FY2026/27	Year 6 FY2027/28	Total Cost
48-Month Lease Term - Acid Batteries									
EZ-GO									
Quantity	N/A								
Unit Price									
Trade-in value									
Net Lease Price									\$ -
Future Trade In Value									\$ -
Net Cash Flow		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Club Car									
Quantity	80								
Unit Price	\$ 43.14 quote	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40			
Trade-in value	incl. quote								
Net Payment	\$ 43.14	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40	\$ 41,414.40			\$ 165,657.60
Visage Technology Rental	\$ 42.00 quote	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00			\$ 161,280.00
		\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ -	\$ -	\$ 326,937.60
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ 81,734.40	\$ -	\$ -	\$ 326,937.60
									81,734.40
48-Month Lease Term - Lithium Batteries									
EZ-GO									
Quantity	80								
Unit Price	\$ 118.91 quote	\$ 114,153.60	\$ 114,153.60	\$ 114,153.60	\$ 114,153.60	\$ 114,153.60			
Trade-in value	\$ (48.61) quote	\$ (46,665.60)	\$ (46,665.60)	\$ (46,665.60)	\$ (46,665.60)	\$ (46,665.60)			
Net Payment	\$ 70.30	\$ 67,488.00	\$ 67,488.00	\$ 67,488.00	\$ 67,488.00	\$ 67,488.00			\$ 269,952.00
PACE 10EX Teck Pkg.	\$ 40.77 quote	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20			\$ 156,556.80
		\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ -	\$ -	\$ 426,508.80
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ 106,627.20	\$ -	\$ -	\$ 426,508.80
									106,627.20
Club Car									
Quantity	80								
Unit Price	\$ 49.77 quote	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20			
Trade-in value	incl. quote								
Net Payment	\$ 49.77	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20	\$ 47,779.20			\$ 191,116.80
Visage Technology Rental	\$ 42.00 quote	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00			\$ 161,280.00
		\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ -	\$ -	\$ 352,396.80
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ 88,099.20	\$ -	\$ -	\$ 352,396.80
									88,099.20

Championship Golf Course Cart Replacement Proposals

		FY2021/22	Year 1 FY2022/23	Year 2 FY2023/24	Year 3 FY2024/25	Year 4 FY 2025/26	Year 5 FY2026/27	Year 6 FY2027/28	Total Cost
60-Month Lease Term - Acid Batteries									
EZ-GO									
Quantity	80								
Unit Price	N/A								
Trade-in value									
Net Payment		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PACE 10EX Teck Pkg.		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Future Trade In Value	N/A								
Net Cash Flow		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Club Car									
Quantity	80								
Unit Price			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Trade-in value	incl.								
Net Payment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Visage Technology Rental		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Future Trade In Value	N/A								
Net Cash Flow		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60-Month Lease Term - Lithium Batteries									
EZ-GO									
Quantity	80								
Unit Price	\$ 105.04 <i>quote</i>		\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	
Trade-in value	\$ (39.55) <i>quote</i>		\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	
Net Payment	\$ 65.49	\$ -	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 314,352.00
PACE 10EX Teck Pkg.	\$ 36.26 <i>quote</i>	\$ -	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 174,048.00
		\$ -	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ -	\$ 488,400.00
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ -	\$ 488,400.00
									97,680.00
Club Car									
Quantity	80								
Unit Price	\$ 38.49 <i>quote</i>		\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	
Trade-in value	incl. <i>quote</i>								
Net Payment	\$ 38.49	\$ -	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 184,752.00
Visage Technology Rental	\$ 42.00 <i>quote</i>	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 201,600.00
		\$ -	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ -	\$ 386,352.00
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ -	\$ 386,352.00
									77,270.40

Championship Golf Course Cart Replacement Proposals

			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
		FY2021/22	FY2022/23	FY2023/24	FY2024/25	FY 2025/26	FY2026/27	FY2027/28	Total Cost
48-Month Installment Purchase Lease Term Acid Batteries									
Club Car									
Quantity	80								
Unit Price	\$ 71.69	quote	\$ 68,822.40	\$ 68,822.40	\$ 68,822.40	\$ 68,822.40			
Final Payment (\$1)		quote				\$ 80.00			
Trade-in value	incl.	quote							
Net Payment	\$ 71.69		\$ -	\$ 68,822.40	\$ 68,822.40	\$ 68,822.40	\$ 68,902.40		\$ 275,369.60
PACE 10EX Teck Pkg.	\$ 42.00	quote	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00		\$ 161,280.00
			\$ -	\$ 109,142.40	\$ 109,142.40	\$ 109,142.40	\$ 109,222.40	\$ -	\$ 436,649.60
Future Trade In Value	\$ (2,099.85)	est.					\$ (167,988.00)		\$ (167,988.00)
Net Cash Flow			\$ -	\$ 109,142.40	\$ 109,142.40	\$ 109,142.40	\$ 109,222.40	\$ (167,988.00)	\$ -
									\$ 268,661.60
									67,165.40
Club Car w/ Balloon Payment									
Quantity	80								
Unit Price	\$ 40.77	quote	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20			
Final Payment (\$1,575)		quote				\$ 126,000.00			
Trade-in value	incl.	quote							
Net Payment	\$ 40.77		\$ -	\$ 39,139.20	\$ 39,139.20	\$ 39,139.20	\$ 165,139.20		\$ 282,556.80
Visage Technology Rental	\$ 42.00	quote	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00		\$ 161,280.00
			\$ -	\$ 79,459.20	\$ 79,459.20	\$ 79,459.20	\$ 205,459.20	\$ -	\$ 443,836.80
Future Trade In Value	\$ (2,099.85)	est.					\$ (167,988.00)		\$ (167,988.00)
Net Cash Flow			\$ -	\$ 79,459.20	\$ 79,459.20	\$ 79,459.20	\$ 205,459.20	\$ (167,988.00)	\$ -
									\$ 275,848.80
									68,962.20
48-Month Installment Purchase Lease Term Lithium Batteries									
Club Car									
Quantity	80								
Unit Price	\$ 109.59	quote	\$ 105,206.40	\$ 105,206.40	\$ 105,206.40	\$ 105,206.40			
Final Payment (\$1)		quote				\$ 80.00			
Trade-in value	incl.	quote							
Net Payment	\$ 109.59		\$ -	\$ 105,206.40	\$ 105,206.40	\$ 105,206.40	\$ 105,286.40		\$ 420,905.60
PACE 10EX Teck Pkg.	\$ 42.00	quote	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00		\$ 161,280.00
			\$ -	\$ 145,526.40	\$ 145,526.40	\$ 145,526.40	\$ 145,606.40	\$ -	\$ 582,185.60
Future Trade In Value	\$ (2,615.10)	est.					\$ (209,208.00)		\$ (209,208.00)
Net Cash Flow			\$ -	\$ 145,526.40	\$ 145,526.40	\$ 145,526.40	\$ 145,606.40	\$ (209,208.00)	\$ -
									\$ 372,977.60
									74,595.52
Club Car w/ Balloon Payment									
Quantity	80								
Unit Price	\$ 45.76	quote	\$ 43,929.60	\$ 43,929.60	\$ 43,929.60	\$ 43,929.60			
Final Payment (\$3,250)		quote				\$ 260,000.00			
Trade-in value	incl.	quote							
Net Payment	\$ 45.76		\$ -	\$ 43,929.60	\$ 43,929.60	\$ 43,929.60	\$ 303,929.60		\$ 435,718.40
Visage Technology Rental	\$ 42.00	quote	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00		\$ 161,280.00
			\$ -	\$ 84,249.60	\$ 84,249.60	\$ 84,249.60	\$ 344,249.60	\$ -	\$ 596,998.40
Future Trade In Value	\$ (2,615.10)	est.					\$ (209,208.00)		\$ (209,208.00)
Net Cash Flow			\$ -	\$ 84,249.60	\$ 84,249.60	\$ 84,249.60	\$ 344,249.60	\$ (209,208.00)	\$ -
									\$ 387,790.40
									77,558.08

429

Championship Golf Course Cart Replacement Proposals

		FY2021/22	Year 1 FY2022/23	Year 2 FY2023/24	Year 3 FY2024/25	Year 4 FY 2025/26	Year 5 FY2026/27	Year 6 FY2027/28	Total Cost
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR									
<i>Followed by 60 Month Lease (Lithium) - at CURRENT QUOTES</i>									
EZ-GO									
Maintenance Costs (incremental)			\$ 80,000						\$ 80,000.00
Quantity	80								
Unit Price	\$ 105.04 quote		\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	\$ 100,838.40	
Trade-in value	\$ (39.55) quote		\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	\$ (37,968.00)	
Net Payment	\$ 65.49	\$ -	\$ -	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 62,870.40	\$ 314,352.00
PACE 10EX Teck Pkg.	\$ 36.26 quote	\$ -	\$ -	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 174,048.00
		\$ -	\$ -	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 488,400.00
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 80,000.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 97,680.00	\$ 568,400.00
									94,733.33
Club Car									
Maintenance Costs (incremental)			\$ 80,000						\$ 80,000.00
Quantity	80								
Unit Price	\$ 38.49 quote		\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	
Trade-in value	incl. quote								
Net Payment	\$ 38.49	\$ -	\$ -	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 36,950.40	\$ 184,752.00
Visage Technology Rental	\$ 42.00 quote	\$ -	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 201,600.00
		\$ -	\$ -	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 386,352.00
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 80,000.00	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 77,270.40	\$ 466,352.00
									77,725.33

		FY2021/22	Year 1 FY2022/23	Year 2 FY2023/24	Year 3 FY2024/25	Year 4 FY 2025/26	Year 5 FY2026/27	Year 6 FY2027/28	Total Cost
DEFERRAL OF GOLF CART REPLACEMENT FOR 1-YEAR									
<i>Followed by 60 Month Lease (Lithium) - Assumes 10% increase in Costs and 10% reuction in Trade-in</i>									
EZ-GO									
Maintenance Costs (incremental)			\$ 80,000						\$ 80,000.00
Quantity	80								
Unit Price	\$ 115.54 quote		\$ 110,922.24	\$ 110,922.24	\$ 110,922.24	\$ 110,922.24	\$ 110,922.24	\$ 110,922.24	
Trade-in value	\$ (35.60) quote		\$ (34,171.20)	\$ (34,171.20)	\$ (34,171.20)	\$ (34,171.20)	\$ (34,171.20)	\$ (34,171.20)	
Net Payment	\$ 79.95	\$ -	\$ -	\$ 76,751.04	\$ 76,751.04	\$ 76,751.04	\$ 76,751.04	\$ 76,751.04	\$ 383,755.20
PACE 10EX Teck Pkg.	\$ 36.26 quote	\$ -	\$ -	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 34,809.60	\$ 174,048.00
		\$ -	\$ -	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 557,803.20
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 80,000.00	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 111,560.64	\$ 637,803.20
									106,300.53
Club Car									
Maintenance Costs (incremental)			\$ 80,000						\$ 80,000.00
Quantity	80								
Unit Price	\$ 46.19 quote		\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	
Trade-in value	incl. quote								
Net Payment	\$ 46.19	\$ -	\$ -	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 44,340.48	\$ 221,702.40
Visage Technology Rental	\$ 42.00 quote	\$ -	\$ -	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 40,320.00	\$ 201,600.00
		\$ -	\$ -	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 423,302.40
Future Trade In Value	N/A								\$ -
Net Cash Flow		\$ -	\$ 80,000.00	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 84,660.48	\$ 503,302.40
									83,883.73

Championship Golf Course Cart Replacement Proposals

VENDORS

EZ-GO

Purchase Price Proposal

Qty Unit \$ Total \$ Min. Addt'l. Order Quantity

Purchase Price - Standard Acid Batteries with Trade Credit (@ \$2,175)



Purchase Price - Lithium Batteries with Trade Credit (@ \$2,175)

Base Purchase Price				w/ PACE Technology Pricing					
				7EX			10EX		
80	\$ 7,918.56	\$ 633,484.80	n/a	\$ 1,610.59	\$ 9,529.15	\$ 762,332.00	\$ 1,824.71	\$ 9,743.27	\$ 779,461.60
80	\$ (2,175.00)	\$ (174,000.00)	n/a	\$	\$ (2,175.00)	\$ (174,000.00)	\$	\$ (2,175.00)	\$ (174,000.00)
	\$ 5,743.56	\$ 459,484.80		\$	\$ 7,354.15	\$ 588,332.00	\$	\$ 7,568.27	\$ 605,461.60

Lease Option Proposals

48-month Fair Market Value Lease - Acid



48-month Fair Market Value Lease - Lithium with Trade Credit (@ \$2,175)

Base Lease Pricing				w/ PACE Technology Pricing					
				7EX			10EX		
80	\$ 118.91	\$ 9,512.80		35.99	\$ 154.90	\$ 12,392.00	40.77	\$ 159.68	\$ 12,774.40
80	\$ (48.61)	\$ (3,888.80)		\$	\$ (48.61)	\$ (3,888.80)	\$	\$ (48.61)	\$ (3,888.80)
80	\$ 70.30	\$ 5,624.00	per month	Monthly	111.07	\$ 8,503.20	Monthly	\$ 111.07	\$ 8,885.60
		\$ 67,488.00	per year	Annual		\$ 102,038.40	Annual		\$ 106,627.20
		\$ 269,952.00	48 months	48-month term		\$ 408,153.60	48-month term		\$ 426,508.80
80	\$ 105.04	\$ 8,403.20		32.77	\$ 137.81	\$ 11,024.80	36.26	\$ 141.30	\$ 11,304.00
80	\$ (39.55)	\$ (3,164.00)		\$	\$ (39.55)	\$ (3,164.00)	\$	\$ (39.55)	\$ (3,164.00)
80	\$ 65.49	\$ 5,239.20	per month	Monthly	111.07	\$ 7,860.80	Monthly	\$ 101.75	\$ 8,140.00
		\$ 62,870.40	per year	Annual		\$ 94,329.60	Annual		\$ 97,680.00
		\$ 314,352.00	60 months	60-month term		\$ 471,648.00	60-month term		\$ 488,400.00

VENDORS	CLUB CAR																																																																																																																																																										
Purchase Price Proposal	Qty	Unit \$	Total \$	Min. Add'l. Order Quantity																																																																																																																																																							
Purchase Price - Standard Acid Batteries with Trade Credit (@ \$2,050)	80	\$ 6,999.50	\$ 559,960.00																																																																																																																																																								
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	80	\$ 109.59	\$ 8,767.20	per month	Monthly	\$ 151.59	\$ 12,127.20																																																																																																																																																				
		\$ 105,206.40	per year	Annual		\$ 145,526.40																																																																																																																																																					
		\$ 420,825.60	48 months	48-month term		\$ 582,185.60																																																																																																																																																					
w/ Balloon Payment	80	\$ 45.76	\$ 3,660.80	\$ 42.00	\$ 87.76	\$ 7,020.80																																																																																																																																																					
	80	\$ 45.76	\$ 3,660.80	per month	Monthly	\$ 87.76	\$ 7,020.80																																																																																																																																																				
		\$ 43,929.60	per year	Annual		\$ 84,249.60																																																																																																																																																					
		\$ 175,718.40	48 months	48-month term		\$ 336,998.40																																																																																																																																																					
Balloon payment		\$ 3,250.00	\$ 260,000.00	\$ 3,250.00		\$ 260,000.00																																																																																																																																																					
		\$ 435,718.40				\$ 596,998.40																																																																																																																																																					