

# **EL PASEO COURTESY CART PROGRAM**

September 11, 2025

# BACKGROUND

- April 10, 2025, Study Session
  - Released RFP on July 18, 2025
    - Carts run October through May with service offered seven (7) days per week:
      - Sunday through Thursday: 11:00 a.m. to 6:00 p.m. (7 hours per day)
      - Friday and Saturday: 12:00 p.m. to 9:00 p.m. (9 hours per day)

# PROPOSALS RECEIVED

Company Name	Regular Time Cost/Hour	Overtime Cost/Hour	Total Cost of Contract
Circuit Transit, Inc	\$48.35	\$48.35	\$266,026.05
ACE Parking III, LLC	\$27.07	\$40.61	\$265,784.00

# COMMITTEE RECOMMENDATION

Based on content of work plan, experience and performance, and cost, ACE Parking III, LLC (ACE) was determined to be the most responsive vendor due:

- Experience with luxury clientele, including Hotel Paseo, The Thompson Hotel in Palm Springs, and the Ritz-Carlton Rancho Mirage.
- Local staffing of more than 60 hospitality professionals.
- Demonstrated ability to deliver concierge-style service.
- Dedicated on-site management team.



# ACE PROPOSED CARTS

Option 1 – 8 passenger golf carts & ADA golf cart



## CITY SUGGESTED

Option 2 – 6-passenger GEM vehicles with doors & one rented ADA-compliant GEM vehicle

# SERVICE OPTIONS CONSIDERED

Option 1	\$265,784	<ul style="list-style-type: none"><li>• Two rented 8-passenger golf carts</li><li>• One rented ADA-compliant cart</li></ul>
Option 2	\$295,979	<ul style="list-style-type: none"><li>• Two 6-passenger GEM vehicles with doors purchased by ACE (\$44,000)</li><li>• One rented ADA-compliant GEM vehicle</li></ul>

# THREE YEAR COST BREAKDOWN

Year	Option 1 – Lease Golf Carts	Option 2 – Purchase GEM Vehicles	Notes
Year 1	\$265,784	\$295,979	Base
Year 2	\$273,758	\$271,885	Includes 3% CPI adjustment
Year 3	\$281,971	\$280,042	Includes 3% CPI adjustment

# OPTION 2 CONSIDERATIONS

- If option 2 is approved, the agreement with the operator will include provisions for the following:
  - Ownership of the GEM vehicles to transfer to the City after Year 1.
  - The City will lease the vehicles back to the operator in Years 2 and 3.
  - Through the duration of the contract, the operator will be responsible for all maintenance, upkeep, repairs, insurance, and permitting of the vehicles.
  - The operator will be required to provide replacement carts whenever vehicles are out of service for maintenance

# STAFF RECOMMENDATION

## Option 2:

- Enhances visitor experience through improved aesthetics and safety.
- Establishes long-term City assets (estimated service life of four to eight years).
- Provides branding opportunities.
- Allows for vehicle reuse post-program.
- Vendor has committed to temporary golf cart rentals to ensure service is not delayed during vehicle delivery.