

**Capital Improvements/Trans Trust Authority  
AGENDA**

**Monday, March 11, 2024**

**4:00 PM**

**Council Chambers**

**201 E. Broadway, Excelsior Springs, MO 64024**

## **NOTICE OF OPEN MEETING**

Notice is hereby given that the **Excelsior Springs Capital Improvements/Trans Trust** will conduct a meeting at 4:00 PM on Monday, March 11, 2024 in the Hall of Waters Building, Council Chambers, 201 E. Broadway, Excelsior Springs, MO 64024.

### **AGENDA**

**March 11, 2024**

1. Call to Order
  - a. Pledge of Allegiance
  - b. Roll Call
2. Approval: Meeting Minutes of February 12, 2024
3. Approval: Capital Improvement Financials thru 2/29/24
4. Approval: Transportation Trust Financials for January of 2024
5. Approval: Golf Equipment
6. Comments
7. Adjourn

Representatives of the news media may obtain copies of this notice by contacting the City Manager's Office, 201 E. Broadway, Excelsior Springs, MO 64024 (816)630-0752.

Date and time posted: Thursday, March 7, 2024 at 2:45pm

## Capital Improvements/Transportation Trust Authority

### Minutes of Regular Meeting

February 12, 2024 | 4:00 pm | Council Chambers

---

**1. Roll Call:**

**Present:** Mayor Mark Spohn, Laurie Gehrt, Jason Cole, Lyndsey Baxter, Stephen Stubbs, Mary Lou Greim, and Mike Edwards.

**Absent:** None.

**Also Present:** City Manager Molly McGovern, Public Works Director Chad Birdsong, Economic Development Director Melinda Mehaffy, Councilwoman Sonya Morgan, Councilman Reggie St. John, and Authority Secretary Susan Conyers.

**2. Approval – Meeting Minutes of January 8, 2024:** Stephen Stubbs motioned to approve the January 8, 2024 meeting minutes; Laurie Gehrt seconded. All in favor; motion approved.

**3. Approval – Capital Improvements Financials through January of 2024:** Molly McGovern, City Manager briefed the Authority of the Capital Improvements Budget Spreadsheets through January of 2024. Mary Lou Greim motioned to approve the Capital Improvements Financials presented through January of 2024; Stephen Stubbs seconded.

Roll Call of Votes: Ayes – Laurie Gehrt, Mike Edwards, Stephen Stubbs, Mary Lou Greim, Jason Cole, Lyndsey Baxter, and Mayor Mark Spohn. Nays – None. Motion approved.

**4. Approval – Matching Funds:** City Manager Molly McGovern briefed the Authority of the request of adjusting some previously allocated matching funds from the Capital Improvements fund and swapping them out for ARPA funds, and vice versa. \$973,400 of Capital Improvement funds were previously allocated as matching funds for the Dry Fork Greenway project. The City would instead like to use \$700,000 of the \$973,400 in Capital Improvements funds for various projects since ARPA funds must be under contract by December 31, 2024. The \$700,000 in Capital Improvements would be used for the following projects: \$200,000 for Garland Bridge replacement, \$159,000 in additional funds if needed for the Garland Bridge project, \$183,000 for the N. Thompson/143<sup>rd</sup> Street Bridge replacement, \$100,000 for the replacement of Wornall near Cornerstone, and \$58,000 in matching funds to replace buses. This would be a swap for \$700,000 in ARPA funds that could now be used for the Dry Fork Project. Stephen Stubbs motioned to approve the request to reallocate \$700,000 in matching funds for the various projects listed above; Lyndsey Baxter seconded.

Roll Call of Votes: Ayes – Lyndsey Baxter, Mary Lou Greim, Laurie Gehrt, Jason Cole, Stephen Stubbs, Mike Edwards, and Mayor Mark Spohn. Nays – None. Motion approved.

**5. Comments:** The Authority and staff members discussed the hitch lot stairs and Downtown Streetscape Project. Mary Lou Greim commented how people are happy and proud of our downtown. Mayor Spohn commented that some young people that grew up here that come back after being gone a while say “wow” at the changes that have been made. Mary Lou asked about a french bakery and Lyndsey Baxter said they have their sign up. Stephen Stubbs asked for that location. Melinda Mehaffy noted it is going into the old Muffin Top and that Holistic Herbs was moving downtown.

**6. Adjourn:** Laurie Gehrt motioned to adjourn; Mike Edwards seconded. All in favor; motion approved. The meeting adjourned at 4:32 pm. The next meeting is scheduled for Monday, March 11, 2024 at 4:00 pm. \_\_\_\_\_ Susan Conyers, Authority Secretary



---

**City Manager**  
**Capital Improvements Authority Meeting - 3/11/2024**

To: Authority Members

From:

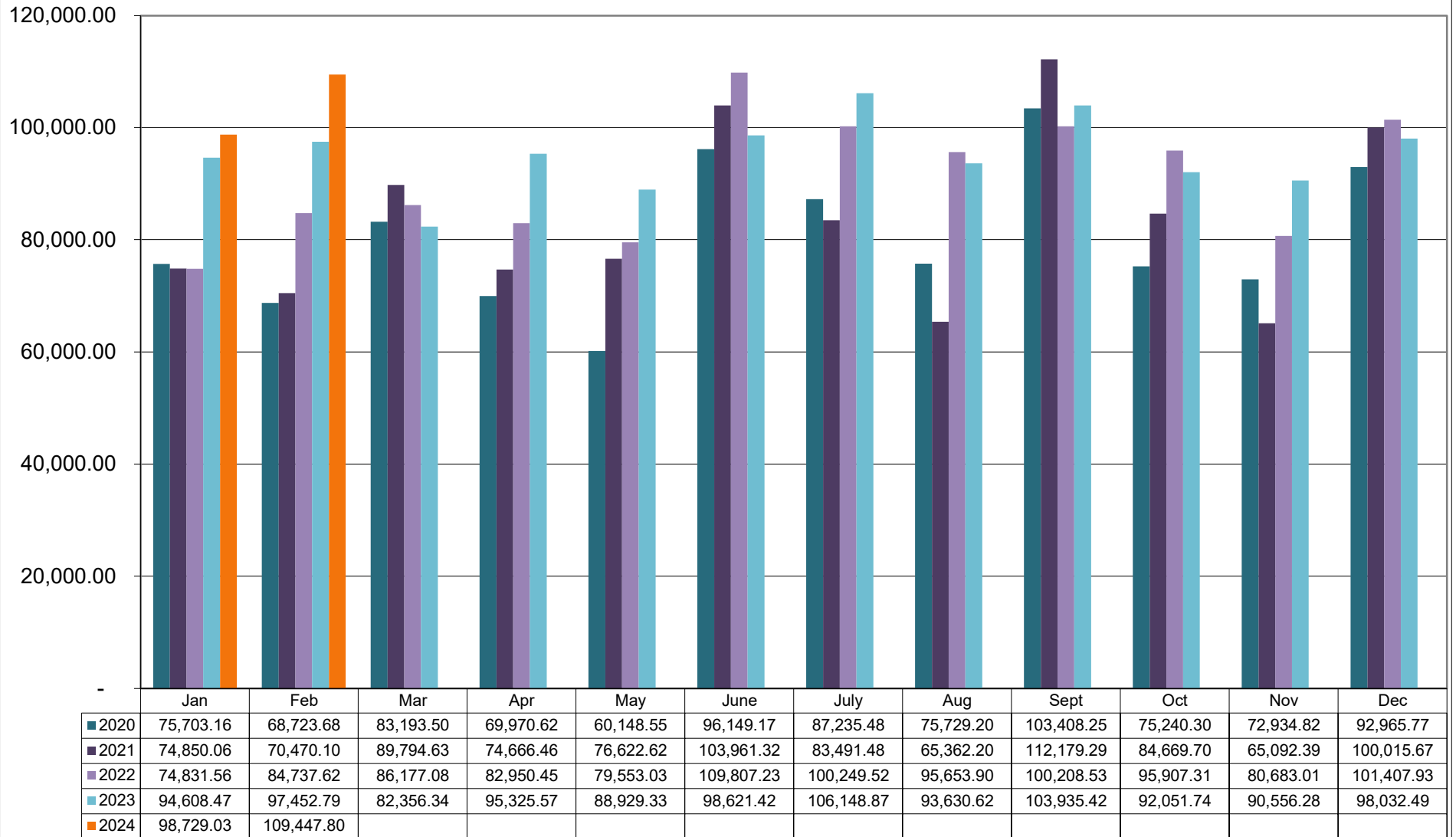
Date

RE: Approval: Capital Improvement Financials thru 2/29/24

**ATTACHMENTS:**

Description	Type	Upload Date
Graph	Cover Memo	3/7/2024
Planning Guide	Cover Memo	3/7/2024
February Financials	Cover Memo	3/7/2024

## Gross Capital Improvement Sales Tax Receipts



CAPITAL IMPROVEMENTS SALES TAX  
SIX YEAR PLANNING GUIDE

		1	2	3	4	5	6		
				THIS YEAR					
	Totals	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029
<b>Beginning Cash Balance</b>		2,458,889.00	2,454,924.34	2,935,384.44	1,864,631.85	1,692,929.74	2,286,627.63	2,530,325.52	3,724,023.41
Total Revenue	10,002,322.76	1,072,606.90	1,311,208.41	1,301,547.89	1,301,547.89	1,301,547.89	1,301,547.89	1,301,547.89	1,301,547.89
<b>Ongoing Allocation of Funds:</b>									
Allowance - Blighted Property Fund (Property Purchases/Demo)	439,545.96	80,909.47	13,650.49	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
Allowance - Emergency Preparedness	50,000.00			10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00
Allowance - Maintenance Fund City Wide	185,113.98	20,521.08	22,508.90	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
Allowance - Sidewalk Replacement Program (Professional Services)	103,095.35		3,095.35	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00
Allowance - Technology upgrade project	204,965.55	36,887.01	23,454.54	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
Bank Charges	6,784.70	842.40	842.40	850.00	850.00	850.00	850.00	850.00	850.00
Transfers - General Fund (Indirect cost allocation)	94,235.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00
<b>ACTIVE PROJECTS</b>									
BUS REPLACEMENTS	58,000.00				58,000.00				
Dry Fork Greenway	273,400.00				273,400.00				
Fire Training Structure	200,000.00			200,000.00					
Fishing River Watershed - Hitchlot (full cost; seeking grant funds)	450,000.00						450,000.00		
Fuel System Replacement	35,000.00		8,400.00	26,600.00					
GARLAND BRIDGE LOCAL MATCH	359,000.00			200,000.00	159,000.00				
Hall of Waters SAT Grant Match - Phase I	631,624.70	139,745.71	322,225.99	169,653.00					
Hall of Waters Courtyard Stabilization	566,000.00			566,000.00					
Industry Roadway Improvement	80,000.00			80,000.00					
Lithia Landing Stairs, Rock wall	55,000.00			55,000.00					
Police Parking Lot Resurfacing	116,136.00			116,136.00					
RAISE Grant Match	2,000,000.00			500,000.00	500,000.00	500,000.00	500,000.00		
Sewer Main Re-Lining	375,000.00				375,000.00				
VINTAGE STREETSCAPE 24				183,000.00					
WORNALL LOCAL MATCH	100,000.00					100,000.00			
<b>Stalled &amp; Closing Projects</b>									
Bank Building Roof (Labor & Materials)	166,439.00	-		166,439.00					
GROA ERP Consulting Agreement	-	-	-						27,770.00
PAST PROJECTS	1,763,595.01	785,665.89	424,570.64	1,622.48					
<b>Sub-Total Committed Projects</b>	<b>8,312,935.25</b>	<b>1,076,571.56</b>	<b>830,748.31</b>	<b>2,372,300.48</b>	<b>1,473,250.00</b>	<b>707,850.00</b>	<b>1,057,850.00</b>	<b>107,850.00</b>	<b>135,620.00</b>
<b>Ending Total Cash Balance (without Unfunded Projects)</b>	<b>3,907,023.51</b>	<b>2,454,924.34</b>	<b>2,935,384.44</b>	<b>1,864,631.85</b>	<b>1,692,929.74</b>	<b>2,286,627.63</b>	<b>2,530,325.52</b>	<b>3,724,023.41</b>	<b>4,889,951.30</b>
<b>Projects in Discussion, NOT Funded:</b>									
Accounting System Purchase/Install									
Replace undersized waterlines Local Match	-								
Hall of Waters Local Match Phase II	-								
<b>Sub-Total Projects in Discussion, Not Funded:</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>ENDING Total Cash Balance (with Projects in Discussion)</b>		<b>2,454,924.44</b>	<b>2,935,384.54</b>	<b>1,864,631.95</b>	<b>1,692,929.84</b>	<b>2,286,627.73</b>	<b>2,530,325.62</b>	<b>3,724,023.51</b>	<b>4,889,951.40</b>
<b>New Projects to be PRIORITIZED</b>									
Bank Redevelopment	85,000								85,000
Downtown Streetscape Grant Match	250,000			100,000	150,000				
Fishing River Watershed - Trib 1 (full cost; seeking grant funds)	520,000								520,000
Golf Annuity	290,000					53,000	48,000	79,000	110,000
Golf Lease Purchase	288,000			36,000	72,000	72,000	72,000	36,000	
Hall of Waters - Phase II (Full Cost)	85,000			85,000					
Hall of Waters Phase III, local match	1,000,000				400,000	450,000	150,000		
Hall of Waters - Phase IV ( full cost; seeking grant funds)	-								
Hillcrest Cemetery Road	75,000								75,000
Hitch Lot Access	90,000			90,000					
Mausoleum Repairs	435,000				150,000				285,000
Milwaukee Park	150,000								150,000
Police Parking Lot Resurfacing	52,335			52,335					
Police Plumbing, leak - front plaza	35,000			35,000					
Replace undersized waterlines (full cost; seeking grant funds)	-								
St. Louis/Elms/Thompson	50,000								50,000
<b>Total Committed Funds</b>	<b>3,405,335.00</b>	<b>-</b>	<b>-</b>	<b>398,335.00</b>	<b>772,000.00</b>	<b>575,000.00</b>	<b>270,000.00</b>	<b>115,000.00</b>	<b>1,275,000.00</b>
<b>ENDING Total Cash Balance (with Projects in Discussion)</b>	<b>501,688.51</b>	<b>2,454,924.34</b>	<b>2,935,384.44</b>	<b>1,466,296.85</b>	<b>522,594.74</b>	<b>541,292.63</b>	<b>514,990.52</b>	<b>1,593,688.41</b>	<b>1,484,616.30</b>
Dehumidity	86,000.00								
Tower Stabilization	562,807.00								

1,500,000 2023 est

Temp Shoring Front Yard

1,000,000 total project  
2,600,000 2023 est  
Annual Annuity, reduce 5K annual

3,371,276 2022 est

6,000,000 2022 est

6,112,700 2022 est

19,083,976

Entrance Doors	370,497.00
Hall of Springs, windows, doors, roof, finish bar	613,219.00
Roof, Ceiling, hallway repairs above skylite	354,600.00
Mezzanine	1,502,645.00
Phase III: Permanent Shoring - Front Yard, HVAC, Exterior Facades	5,000,000.00
Phase IV: TBD	

CAPITAL IMPROVEMENTS SALES TAX  
Transactions for FY 2023-24

	9/30/2023	10/31/2023	11/30/2023	12/31/2023	1/31/2024	2/29/2024	3/31/2024	
<b>Beginning Balance:</b>								
Pooled Cash	3,076,221.80	2,847,620.00	2,937,259.22	2,615,181.41	2,622,600.96	2,674,112.66	2,710,626.16	
Investments	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	
Payables	-							
<b>Available Beginning Balance</b>	<b>3,326,221.80</b>	<b>3,097,620.00</b>	<b>3,187,259.22</b>	<b>2,865,181.41</b>	<b>2,872,600.96</b>	<b>2,924,112.66</b>	<b>2,960,626.16</b>	
<b>Revenues:</b>								
City Sales Tax	103,935.42	92,051.74	90,556.28	98,032.49	98,729.03	109,447.80		488,817.34
TIF Allocations	(5,106.13)	(1,399.86)	(3,102.66)	960.59	(12.37)			(3,554.30)
City Use Tax	14,029.25	13,552.58	15,289.76	16,229.70	9,939.43	16,568.83		71,580.30
Interest Income	2,452.23	1,113.35		2,429.64	2,265.81			5,808.80
Investment Interest	1,425.00					712.50		712.50
Sale of Properties (DEMO)	-							-
<b>Total Revenue</b>	<b>116,735.77</b>	<b>105,317.81</b>	<b>102,743.38</b>	<b>117,652.42</b>	<b>110,921.90</b>	<b>126,729.13</b>	<b>-</b>	<b>563,364.64</b>
<b>Expenditures:</b>								
Allowance - Blighted Property Fund (Property Purchases/Demo)	59.98	1,575.00	464.99	1,199.99	29.99	29.99		3,299.96
Allowance - Emergency Preparedness	-		287.52		184.49			472.01
Allowance - Maintenance Fund City Wide	7,219.40			11,988.50	200.00	26,837.71		39,026.21
Allowance - Sidewalk Replacement Program (Professional Services)	871.80							-
Allowance - Technology upgrade project	-	12,856.64			977.39			13,834.03
Bank Charges	140.40	70.20	70.20	70.20	70.20	70.20		351.00
Fire Training Structure					1,042.96	62,414.53		63,457.49
Fuel System Replacement	-			10,405.88				10,405.88
Hall of Waters SAT Grant Match	317,525.99	61.75	423,491.00	79,672.99	55,555.07			558,780.81
Lithia Landing Stairs, Rock Wall repair	-							
Police Station Parking Lot Repair	-			6,895.31	1,350.10	863.20		9,108.61
RAISE Local Match	-							-
Storm Sirens	-	1,115.00	507.48					1,622.48
<b>Transfers</b>								
Transfers - General Fund (Indirect cost allocation)	12,000.00							-
<b>Total Expenditures</b>	<b>345,337.57</b>	<b>15,678.59</b>	<b>424,821.19</b>	<b>110,232.87</b>	<b>59,410.20</b>	<b>90,215.63</b>	<b>-</b>	<b>700,358.48</b>
<b>Ending Balance</b>	<b>3,097,620.00</b>	<b>3,187,259.22</b>	<b>2,865,181.41</b>	<b>2,872,600.96</b>	<b>2,924,112.66</b>	<b>2,960,626.16</b>	<b>2,960,626.16</b>	



Allocation of ending balance:

Pooled Cash		2,847,620.00	2,937,259.22	2,615,181.41	2,622,600.96	2,674,112.66	2,710,626.16	2,710,626.16
Investments		250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
Payables		-						
<b>Total</b>		<b>3,097,620.00</b>	<b>3,187,259.22</b>	<b>2,865,181.41</b>	<b>2,872,600.96</b>	<b>2,924,112.66</b>	<b>2,960,626.16</b>	<b>2,960,626.16</b>

**Committed Funds:**

Allowance - Blighted Property Fund		99,043.65	97,468.65	97,003.66	95,803.67	95,773.68	95,743.69	95,743.69
Allowance - Emergency Preparedness (added 9/11/23)		10,000.00	10,000.00	9,712.48	9,712.48	9,527.99	9,527.99	9,527.99
Allowance - Maintenance Fund City Wide (Revised 9/11/23)(1/8/24)		19,746.39	19,746.39	19,746.39	7,757.89	32,557.89	5,720.18	5,720.18
Allowance - Sidewalk Replacement Program		19,256.93	19,256.93	19,256.93	19,256.93	19,256.93	19,256.93	19,256.93
Allowance - Technology upgrade project (Revised 12/21)(4/22)		25,795.16	12,938.52	12,938.52	12,938.52	11,961.13	11,961.13	11,961.13
Bank Building Roof		166,439.20	166,439.20	166,439.20	166,439.20	166,439.20	166,439.20	166,439.20
Bus Replacement Match							58,000.00	58,000.00
Dry Fork Greenway (Revised 2/12/24)		973,400.00	973,400.00	973,400.00	973,400.00	973,400.00	273,400.00	273,400.00
Fire Training Structure, approved 12/23					200,000.00	198,957.04	136,542.51	136,542.51
Fishing River Watershed 2 - Hitch Lot (1/8/24)						450,000.00	450,000.00	450,000.00
Fuel System Replacement		26,600.00	26,600.00	26,600.00	16,194.12	16,194.12	16,194.12	16,194.12
Garland Bridge							359,000.00	359,000.00
GROA ERP Consulting Agreement		27,770.00	27,770.00	27,770.00	27,770.00	27,770.00	27,770.00	27,770.00
Hall of Waters SAT Grant Match (1/23)		735,652.30	735,590.55	312,099.55	232,426.56	176,871.49	176,871.49	176,871.49
Hall of Waters Pre-Development		10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00
Industrial Road Grant Match (1/8/24)						80,000.00	80,000.00	80,000.00
Lithia Landing Stairs, Rock Wall		55,000.00	55,000.00	55,000.00	55,000.00	55,000.00	55,000.00	55,000.00
Police Station Parking Lot replacement		116,136.00	116,136.00	116,136.00	109,240.69	107,890.59	107,027.39	107,027.39
RAISE Local Match (Grant Awarded 8/15/22)		2,000,000.00	2,000,000.00	2,000,000.00	2,000,000.00	2,000,000.00	2,000,000.00	2,000,000.00
Sewer Main Re-lining		375,000.00	375,000.00	375,000.00	375,000.00	375,000.00	375,000.00	375,000.00
Vintage Streetscape FY 24							183,000.00	183,000.00
Wornall Street Match							100,000.00	100,000.00
<b>Total Committed Funds</b>		<b>4,660,942.11</b>	<b>4,645,853.72</b>	<b>4,221,102.73</b>	<b>4,310,940.06</b>	<b>4,806,600.06</b>	<b>4,716,454.63</b>	<b>4,716,454.63</b>

<b>Available Cash Balance</b>		<b>(1,563,322.11)</b>	<b>(1,458,594.50)</b>	<b>(1,355,921.32)</b>	<b>(1,438,339.10)</b>	<b>(1,882,487.40)</b>	<b>(1,755,828.47)</b>	<b>(1,755,828.47)</b>
-------------------------------	--	-----------------------	-----------------------	-----------------------	-----------------------	-----------------------	-----------------------	-----------------------



---

## Public Works

### Capital Improvements Authority Meeting - 3/11/2024

To: Authority Members  
From: Chad Birdsong, Director of Public Works  
Date: 3/5/2024  
RE: Approval: Transportation Trust Financials for January of 2024

Chad Birdsong, Director of Public Works

#### ATTACHMENTS:

Description	Type	Upload Date
Trans Trust Financials - January 2024	Cover Memo	3/7/2024

TRANSPORTATION TRUST SALES TAX				
Transactions for January 2024				
Beginning Balance			\$1,967,495.99	
Total Cash			\$1,967,495.99	
Revenues:				
City Sales Tax	\$95,075.50			
City Use Tax	\$9,939.43			
Golf TIF	-\$12.37			
Interest Income (Dec & Jan)	\$1,525.19			
Investment Interest				
Total Revenue			\$106,527.75	
Disbursements:				
Bank Charges	-\$37.80			
Infrastructure Repairs	-\$1,778.19			
Misc Concrete repairs				
Snow Removal				
2022 Overlay Program				
Transportation Operations				
Total Expense			-\$1,815.99	
Ending Balance			\$2,072,207.75	
Committed Funds: (1/8/24 Meeting)				
Infrastructure Repairs	-\$98,221.81			
Misc Concrete Repairs	-\$150,000.00			
Snow Removal	-\$45,000.00			
Transportation Medical Operations	-\$25,000.00			
Operating Transfers to Finance	-\$11,962.20			
2023 Overlay	-\$41,263.50			
2024 Streetscape Engineering	-\$800,000.00			
Bus Purchase	-\$15,000.00			
Pavement Scanning	-\$12,374.57			
Total Committed Funds			-\$1,198,822.08	
Total Spendable Cash Balance			\$873,385.67	



---

**City Manager**  
**Capital Improvements Authority Meeting - 3/11/2024**

To: Authority Members  
From: Molly McGovern, City Manager  
Date 3/5/2024  
RE: Approval: Golf Equipment

Molly McGovern, City Manager

**ATTACHMENTS:**

Description	Type	Upload Date
Cover Letter	Cover Memo	3/7/2024
Proposal	Cover Memo	3/7/2024
Toro Quote	Backup Material	3/7/2024
Sourcewell	Backup Material	3/7/2024
60 mo lease quote	Backup Material	3/7/2024
Sprayer quote	Backup Material	3/7/2024

A golf course's equipment fleet is comprised of 2 distinct categories:

### 1. Frontline Equipment

Frontline equipment is defined as machines utilized practically every day in-season in order to maintain a golf course. These pieces normally log the most operating hours, work the hardest, and usable life expectancies are shorter due to the amount of wear and tear they receive.

Typical frontline equipment would include most mowers in the fleet (both reel and rotary). Normally a golf course possesses a pair of each. They are utilized practically everyday to perform the plethora of mowing tasks to all areas of the golf course. It must be remembered that HOC (height of cut), turf types, as well as reels vs. rotary varies greatly from greens to tees to collars to fairways to surrounds to rough, all of which necessitates a large variety of mowers to handle each of these specialized areas/tasks.

• Triplex greens mower	4-8 years life	Current Cost \$50K+ (new)
• Triplex tee/collar mower	4-8 years life	Current Cost \$50K+ (new)
• Bank/Surround mower	4-8 years life	Current Cost \$50K+ (new)
• Fairway Mower	6-8 years life	Current Cost \$90K+ (new)
• Rough mower (wide area)	6-8 years life	Current Cost \$100K+ (new)
• Rough mower (small area)	6-8 years life	Current Cost \$20K+ (new)

Other machinery within the fleet that are considered frontline equipment are not utilized for mowing but for other tasks needed on a practically daily basis. Such machines include a Spray Rig (chemical delivery system for turf), both light-duty and heavy-duty utility vehicles/carts used for operating implements/towing/hauling/transport, debris blowers, etc.

• Spray Rig	8-12 years life	Current Cost \$62K+ (new)
• HD Utility Vehicle	6-10 years life	Current Cost \$38K+ (new)
• LD Utility Vehicle	4-8 years life	Current Cost \$17K+ (new)
• Debris Blower	4-5 years life	Current Cost \$10K+ (new)

### 2. Specialized Equipment

Specialized equipment is defined as machines needed for the maintenance operation that are utilized for special/seasonal cultural practices but not necessarily on a daily basis. These pieces tend to have much longer life expectancies due to less wear and tear.

Typical specialized equipment would include turf aerifiers, topdressers, tournament rollers, seeders, tractors, trailers, and attachable implements. They are normally utilized for special projects, seasonal cultural practices (greens aerifications, topdressing, rolling, etc.).

• Greens Aerifier	10+ years	Current Cost \$55K+ (new)
• Compact Tractor	10+ years	Current Cost \$48K+ (new)
• Sand Topdresser	10+ years	Current Cost \$21K+ (new)
• Greens Roller	6-10 years	Current Cost \$25K+ (new)
• Over seeder	10+ years	Current Cost \$21K+ (new)

Other specialized equipment would include sod cutters, pedestrian implements, brush hogs, irrigation diagnostic/repair tools, moisture meters, reels grinders/sharpeners and many specialized hand/power tools needed to perform preventative maintenance on the equipment fleet.

### **ESGC Current Maintenance Fleet**

When appraising the maintenance equipment inventories for Excelsior, it becomes apparent that the city had entered into two substantial lease/purchase packages in the past, specifically in 2007 (16 years ago) and 2014 (10 years ago). Sprinkled in with these packages are 2 – wide area rotary rough mowers (2013 & 2017) we assumed were bought (either new or used) out of necessity once older pieces became problematic and well-past a repairable solution resulting in their subsequent replacements.

#### **2007 Package**

- 1 - Collar/Approach reel mower
- 2 – Fairway reel mowers
- 1 – Spray Rig
- 2 – HD Utility Vehicles
- 1 – Topdresser

#### **2014 Package**

- 2 – Triplex reel greens mowers
- 1 – Triplex reel tee mower
- 2 – Small area rotary rough mowers
- 1 – Surround/Bank rotary mower
- 1 – HD Utility Vehicle

Other than 4 - 2023 Yamaha golf carts, the rest of the maintenance fleet is at least 10-years and older. I'm not sure why a comprehensive equipment replacement schedule was abandoned after 2014? The problem that we now face is an aging fleet, rising costs and manufacturing/supply chain delays that have yet to ease. As is quite apparent by new pricing provided in this report, total equipment replacement would be profoundly difficult and expensive. Thankfully, staff has been very proactive in maintaining most of the aging pieces, but we are rapidly approaching a point of diminishing returns with most of the machinery at our disposal. A replacement schedule must begin in earnest. Below is Brien's plan to begin the process. – **Tony Bertels, Orion**

### **Recommendations – Brien Agler, Orion**

We are very appreciative of the city's willingness to begin updating our aging maintenance equipment fleet. I have put together a few points to highlight how we can address some of our needs at ESGC. Using a monthly allowance of \$6,000, we can obtain approximately \$288,000 worth of equipment inside a 48-month lease/purchase loan. Minus the current market average interest rate of 7%, that leaves us with \$267,000 of actual equipment cost. **Our current top equipment priorities at ESGC are a large area rough mower and a chemical sprayer.** I have included a couple bids alongside this email for comparison.

A typical lifespan for large area rough mowers is about 8 years. Our choice for large area rough mowing is the Toro Groundsmaster 4000-D. It is considered a park-style mower and is meant for covering a lot of ground in a short amount of time. The other style of rough mower frequently used on golf courses is one that is meant for "striping" the grass in order to show a strong pattern. This takes longer to accomplish and would not be the most efficient technique for us. These striping machines have rollers that require more maintenance and become problematic. I am recommending buying 2 Groundsmaster 4000-D units to replace the 2, aging, large area rough mowers currently in use. These machines are constantly in use 4-5 days a week from the end of March through November. They are the true work horses of our mowing fleet. Replacing both machines helps ensure less down time throughout the season, longer life-span from alternating machines, and higher consistency of parts kept onsite. John Deere does not have a comparable park-style rough mower so the machine on their bid is a striping mower, and I have outlined their inefficiencies. Another positive point with going with Toro for these mowers is that they are in stock and ready for sale.

The next piece of equipment on the priority list is the chemical spray rig. A typical lifespan for a sprayer is at least 6 seasons. A spray rig is hands down the most critical equipment resource a golf course possesses. It is utilized to deliver precise rates of expensive fungicides, herbicides, insecticides, plant growth regulators and foliar fertilizers to all areas of the golf course. Our 2007 sprayer is well-past its prime, problematic and we've reached a point of diminishing returns in keeping it marginally functional. With the skyrocketing costs associated with the myriad of chemicals needed to manage golf course turf, a modern, precise, efficient machine is critical to our operation. Today's technology has made these machines so much more accurate and reliable. Both John Deere and Toro have given me bids on their respective sprayers that are comparable to what we currently use. I have attached these quotes as well. I prefer that we purchase the 200-gallon option from John Deere. The traction unit in the Toro bid is for used workman because availability is unknown for a new one. Buying used would not be ideal for such a critical machine. John Deere's quote is for new all the way around and is essentially the exact replacement for what we currently use. We would expect 10-12 months before delivery once ordered.

I am also requesting the purchase of a bedknife grinder from our John Deere dealer. They carry the SIP brand of grinders and we desperately need a bedknife grinder to ensure a quality cut on all of our reel-style mowers. We currently do not possess one and I believe our quality of cut will be greatly increased throughout the course with the addition of one.

I know this spreads acquisitions over 2 vendors, but I believe this will be most effective for ESGC. We have spoken with our vendors, and it is not uncommon for clubs to group different purchases like these into 1 loan through an outside bank instead of financing through 2 different vendors. This would help consolidate payments through the life of the lease term, but I will leave all that up to the preference of the city. The purchase of these pieces would be a great start to updating the golf course's equipment fleet and helping us be as efficient as possible.

	List	Offer	finance	
Toro groundmaster	186,464.00	186,464.00	3,552.00	4,328.00
JD Pro Gator	44,631.00	33,920.00	664.00	
JD Spray	32,159.00	24,441.00	478.00	
totals	263,254.00	244,825.00	4,694.00	
60 months			281,640.00	
48 months				207,744.00
Interest cost			(36,815.00)	

#### Comparison

	Yr 1	Yr2	Yr3	Yr4
Cost to Buy Outright	244,825.00			
60 month lease	28,164.00	56,328.00	56,328.00	56,328.00
Buy JD, lease Toro, 48 mos	84,329.00	51,936.00	51,936.00	51,936.00

#### Available funding

Funding	36,000.00	72,000.00	72,000.00	72,000.00
next round			53,000.00	48,000.00
total			125,000.00	120,000.00

#### Propose:

CIP	84,329.00	23,671.00	51,936.00	51,936.00
next round CIP'			73,064.00	68,064.00
GOLF		28,265.00	25,000.00	30,000.00

total	84,329.00	51,936.00	150,000.00	150,000.00
-------	-----------	-----------	------------	------------

I am short cash in Yr 2 for this proposal and  
To set aside \$150,000 annually will create a  
and make repairs to buildings.



60 mos			48 mos		
Cost of Lease	Interest		Cost of Lease	Interest	
213,120.00	26,656.00	0.14	207,744.00	21,280.00	0.10
39,840.00	5,920.00	0.17			
28,680.00	4,239.00	0.17			
281,640.00	36,815.00				

Yr5	Yr6		
		244,825.00	Don't have cash
56,328.00	28,164.00	281,640.00	Fits our funding
25,968.00		266,105.00	Fits our funding, saves some interest

36,000.00		288,000.00
79,000.00	110,000.00	290,000.00
115,000.00	110,000.00	

25,968.00		237,840.00
89,032.00	110,000.00	340,160.00
35,000.00	40,000.00	158,265.00

150,000.00    150,000.00    736,265.00

need Golf to help  
funding source for Golf to replace equipment when needed



Professional Turf Products, L.P.

10935 Eicher Dr.  
Lenexa, Kansas 66219  
Mark Newton, CGCS  
(913) 449-8238  
newtonm@proturf.com



Ship To	Excelsior Springs Golf Club	Date:	3/1/2024
Quotation		Tax Rate	0.00%
Contact	Brien Agler	Destination	Included
Address	1201 E Golf Hill Dr., Excelsior Estates, MO 64024-2752	Finance	PNC Equipment Finance
Phone	(816) 509-2301	Account Type	Contract - OMNIA Partners Cooperative
Email	Bagler@orion-mgmt.com	QMS: ID	Q147753
Comments:	Pricing based under the OMNIA Partners - City of Mesa Cooperative Contract #2017025; Participating Agency #1181387. Financing estimates provided by PNC Equipment Finance based under a 48-Month Conditional Sales Contract (CSC - \$1 Buyout). Proposal inclusive of all necessary destination/shipping charges to address shown, any and all applicable property/sales tax not included.		

Finance Proposal (Includes Destination)

Qty	Model #	Description	48 Month	60 Month	Selling Price
2	30609	Groundsmaster 4000-D (T4)			
2	44967	MVP Kit 1000 Hour (PX Hydraulic Fluid - September 12, 2018 And Up)			
		<b>Groundsmaster 4000-D (T4)</b>	\$ 4,327.83	\$ 3,552.14	\$ 186,464.11

Monthly Payments (CSC)	\$ 4,327.83	\$ 3,552.14	\$ 186,464.11
Tax (Estimated)	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 4,327.83</b>	<b>\$ 3,552.14</b>	<b>\$ 186,464.11</b>

Comments:

For all New Equipment, Demo units may be available for up to 20% savings.  
For all New Equipment, Refurbished units may be available for up to 40% savings.  
Due to unexpected issues with much of our supply chain, we are experiencing longer lead times than we have seen in the past. We are doing everything we can to get products to you as quickly as possible.

Terms & Conditions:

- Prices & Finance Rates are subject to change at any time. Monthly Payments are Estimates based on Prices & Rates when quoted.
- Due to the volatility of inflation, rising transportation costs, and supply shortages, some orders may incur additional cost increases that are beyond the control of PTP and the vendors we represent. These pricing adjustments may be made from the time the order is entered through equipment delivery. Any adjustments will be communicated to customers with orders in the system with a new sale price as they occur.
- Order cancellations are subject to fees up to 10% of the original order value.
- Equipment delivery time is estimated once credit is approved & documents are executed & is contingent on Manufacturer availability.
- Payments by Credit Card are subject to convenience fee.
- Used and Demo equipment is in high demand and availability is subject to change.
  - Upon firm customer commitment to purchase & credit is approved, said equipment availability will be determined.
  - In the event equipment is unavailable at time of order, PTP will employ every resource to secure an acceptable substitute.
  - PTP strongly advises the customer to issue a firm PO as quickly as possible after acceptance of quotation.
- "Trade In Allowances" will be treated as a credit for future parts purchases on PTP account unless other arrangements have been made.

Returns Policy:

- All returns & Canceled PO's are subject to restocking, refurbishing, usage, and shipping fees.
- All returns must be able to be sold as new.
- Items missing parts are non returnable.

Payment:

- Terms are net 10 unless prior arrangements have been made.
- Quoted prices are subject to credit approval.
  - PTP will work with third party financial institutions to secure leases when requested to do so.
  - When using third party financiers, documentation fees & advance payments may be required.
  - For convenience, monthly payments are estimated based on third party rate factors in effect at time of the quotation.
  - PTP assumes no liability in the event credit becomes unavailable or rates change during the approval process.
- There will be a service charge equal to 1.5% per month (18% per annum) on all past due invoices.
- By Law we are required to file a "Notice to Owner" of our intent to file lien in the event of payment default. This notice must be sent within 60 days of the date the original invoice and will happen automatically regardless of any special payment arrangements that may have been made.

Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## Sourcewell – Grounds Maintenance Equipment, Attachments and Accessories

<b>Contract Number:</b>	031121-DAC
<b>Contract Period:</b>	April 30, 2021 – April 30, 2025
<b>Eligibility:</b>	<p>The contract allows for service to Sourcewell Member agencies in all states.</p> <p>The following eligibility requirements must be met:</p> <ul style="list-style-type: none"><li>• Entity must be a Sourcewell Member. John Deere dealers must verify membership before quoting. Please include the Sourcewell member number on the dealer quote or on the Sourcewell Member's purchase order.</li><li>• Eligible Sourcewell Members are state, city, county, municipal or local tax-supported governmental agencies, turnpikes, airports, housing authorities, electric cooperatives, water cooperatives, K-12 public school systems, public and private higher education facilities such as colleges and universities, public and volunteer fire departments, public or non-profit museums, libraries and zoos.</li><li>• Eligible Sourcewell Member non-profit agencies are eligible to purchase John Deere equipment on the Sourcewell contract.</li><li>• Charter Schools, Montessori Schools and K-12 private schools are required to pay in full (EFT, credit card or check) prior to receiving purchased equipment.</li></ul> <p><b>Members of the Illinois Public Higher Education Cooperative (IPHEC) are also eligible to use this Sourcewell Contract.</b> IPHEC is comprised of universities and community colleges located in Illinois. Before quoting, please review the <a href="#">list of IPHEC Members</a> to verify eligibility.</p> <p>To become a Sourcewell Member, call 877-585-9706 for more details or visit the <a href="#">Sourcewell website</a> to complete an application.</p> <p>To obtain a membership list of eligible U.S. Government, Education and Nonprofit entities belonging to Sourcewell, please visit the <a href="#">Sourcewell Member Locator</a> and select either the Government &amp; Education or Nonprofit downloaded spreadsheets.</p>

### Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contract expires, whichever occurs first.

To obtain a quote, contact your local [John Deere Dealer](#). Submit your purchase order to your dealer. The John Deere Dealer will submit the purchase order to John Deere's Government Sales office.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

## Contract Details

Delivery Obligations	<b>None.</b>
Fees	<p><b>Delivery Charge</b> Optional delivery charge of \$8.00 per loaded mile is allowed for the delivering dealer. Use <a href="#">Google Maps</a> to calculate the mileage.</p> <p><b>State Fees</b></p> <ul style="list-style-type: none"> <li>California Tire Fee      All Motorized Equipment      \$1.75 per New Tire</li> </ul> <p>Please review the <a href="#">California Tire Fee</a> publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order. <b>Sales to American Indians occurring on Indian reservations are exempt from the fee.</b></p> <ul style="list-style-type: none"> <li>Louisiana Waste Tire Fee      All Tractors      \$10.00 per New Tire</li> <li>Utility Vehicles (Including ProGators)      \$2.25 per New Tire</li> <li>Mississippi ATV Trauma Fee      Utility Vehicles (Including ProGators)      \$50.00 per Vehicle</li> </ul> <p>Fees must be clearly labeled on the quote or purchase order.</p>
Financing	<p><b>John Deere Municipal Lease by John Deere Financial</b> <b>Allowed:</b> If the agency rules and guidelines allow. This 12-60-month financial product require payments and enables ownership of the equipment.</p> <p><b>Government Operating Lease by John Deere Financial</b> <b>Allowed:</b> If the agency rules and guidelines allow. This 24-60-month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p><b>Retail Note Financing by John Deere Financial or Third Party</b> <b>Allowed:</b> If the agency rules and guidelines allow.</p>
Machine Hours	<b>Not Allowed:</b> Due to factory delivery, pre-delivery, inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.
Manuals	An operator's manual is included with the delivery of the equipment at no charge.

Miscellaneous	<p><b>Shipping charges</b>  <b>Alaska (AK) and Hawaii (HI): Shipping charges apply.</b>  For deliveries to AK or HI, factory freight to the delivering dealer will be paid by the Sourcewell member. Factory freight is known at the time of quoting and will be included on the quote to the Sourcewell member.</p> <p><b>Continental US:</b> For all other deliveries within the continental US (excludes AK &amp; HI), the Sourcewell member will NOT be charged factory freight to the delivering dealer.</p>										
Multiple Unit Discount	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table> <tr> <th>Quantity</th><th>Additional Discount</th></tr> <tr> <td>3-4</td><td>1%</td></tr> <tr> <td>5-6</td><td>2%</td></tr> <tr> <td>7-8</td><td>3%</td></tr> <tr> <td>9 units or more</td><td>4%</td></tr> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p><b>“Like self-propelled products” means 3 or more utility vehicles, 3 or more Ztraks, etc.</b>  The purchase of 1 utility vehicle and 2 Ztraks would not qualify for MUD because they are not “like” products.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
Quantity	Additional Discount										
3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Open Market by John Deere (listed in the price book)	<p><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, parts and bundles</b> that are not currently on contract, but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Open Market by Dealer (not listed in the price book)	<p><b>Allowed:</b> Open-Market items <b>not available from John Deere but offered by the delivering Dealer</b> to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Payment and Remittance	<p>Credit card payments allowed.</p> <p>Remit to Address:  Deere &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>										

Substitutions	Not applicable. This is a current price contract.
Trade-In	<b>Allowed:</b> Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
<b>Turf Equipment</b>			
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%	Current Price
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%	Current Price
L25	Lawn Tractors (S100s – S240 only) & Equipment	4%	Current Price
L25	Lawn Tractors (X300s only) & Equipment	18%	Current Price
L30	Garden Tractors & Equipment	18%	Current Price
L35	Equipment for Lawn & Garden Tractors	18%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current Price
C15	Commercial Front Mowers & Equipment	23%	Current Price
C18	Commercial Wide Area Mowers & Equipment	23%	Current Price
C20	Compact Utility Tractors & Equipment	18%	Current Price
C21	Equipment for Commercial Mowing Products	23%	Current Price
C25	Equipment for Compact Utility Tractors	18%	Current Price
C40	Mid-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C41	Full-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C42	Traditional Utility Vehicles & Equipment <b>(excludes GS Gators)</b>	17%	Current Price
C47	HPX Utility Vehicles & Equipment	14%	Current Price
C48	Equipment for Utility Vehicles	14%	Current Price
<b>Golf Equipment</b>			
G10	Reel Mowers & Equipment	24%	Current Price
G15	Special Application Mowers & Equipment	24%	Current Price
G20	Special Application Vehicles & Equipment	24%	Current Price
G25	Aeration & Equipment	24%	Current Price
G30	Debris Maintenance & Equipment	24%	Current Price
G35	Golf Fleet Management	13%	Current Price
<b>Frontier Equipment</b>			
Frontier	Cotton	18%	Current Price
Frontier	Cutting & Mowing	18%	Current Price

Frontier	Hay & Forage	18%	Current Price
Frontier	Landscaping	18%	Current Price
Frontier	Livestock	18%	Current Price
Frontier	Material Handling	18%	Current Price
Frontier	Planting & Seeding	18%	Current Price
Frontier	Snow Equipment	18%	Current Price
Frontier	Sprayers	18%	Current Price
Frontier	Tillage	18%	Current Price

## **Contract Updates**

August 31, 2022 – Optional Delivery Fee increased from \$4.00 to \$8.00 per loaded mile.

June 1, 2021 – New contract announced.

**Prepared for:**

EXCELSIOR SPRINGS GOLF COURSE

**Comments:****Date:** 3/1/2024**Dealer:** Van Wall Equipment**Salesperson:** Andy Klein**Quote ID:** 30465045**Lease Type:** Lease Purchase**Term:** 60 MONTHS**Number of Payments:** 60**Payment Option:** MONTHLY**State & Zip:** MO, 64024

NEW/USED	YEAR	MAKE	DESCRIPTION	HOURS/YEAR	QTY	UNIT PRICE	AMOUNT LEASED	BASE PAYMENT
New	2024	John Deere	ProGator™ 2020A	N/A	1	\$33,919.56	\$33,919.56	\$663.91
New	2024	John Deere	HD200 SelectSpray™	N/A	1	\$24,440.84	\$24,440.84	\$478.39

Totals: \$58,360.40

Trade-In: \$0.00

**Net Total: \$58,360.40 \$1,142.30****Please note:**

\*Quote is subject to credit approval

\*Quote assumes first payment due in advance

\*Rates and purchase options are not protected and subject to change

\*Payment per asset assumes financing of full package

\*Tax has been estimated for quoting purposes

**Base Lease Payment:** \$1,142.30**Property Tax Exempt:** \$0.00**Sales Tax Exempt:** \$0.00**Total Estimated Payment: \$1,142.30**



**Customer:**

**Quotes are valid for 30 days from the creation date or upon contract expiration, whichever occurs first.**

**A Purchase Order (PO) or Letter of Intent (LOI) including the below information is required to proceed with this sale. The PO or LOI will be returned if information is missing.**

Vendor: Deere & Company

- ☐ 2000 John Deere Run  
Cary, NC 27513

- ☐ Signature on all LOIs and POs with a signature line

- ☐ Contract name or number; or JD Quote ID

- ☐ Sold to street address

- ☐ Ship to street address (no PO box)

- ☐ Bill to contact name and phone number

- ☐ Bill to address

- ☐ Bill to email address (required to send the invoice and/or to obtain the tax exemption certificate)

- ☐ Membership number if required by the contract

**For any questions, please contact:**

**Andy Klein**

Van-Wall Equipment, Inc.  
9650 Dice Lane  
Lenexa, KS 66215

Tel: 913-397-6009

Fax: 913-397-6090

Email: [andy.klein@vanwall.com](mailto:andy.klein@vanwall.com)

Quotes of equipment offered through contracts between Deere & Company, its divisions and subsidiaries (collectively "Deere") and government agencies are subject to audit and access by Deere's Strategic Accounts Business Division to ensure compliance with the terms and conditions of the contracts.



---

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

---

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Van-Wall Equipment, Inc.  
9650 Dice Lane  
Lenexa, KS 66215  
913-397-6009  
mailbot.jd@vanwall.com

---

### Quote Summary

**Prepared For:**

EXCELSIOR SPRINGS GOLF COURSE  
1201 E GOLF HILL DR  
EXCELSIOR SPRINGS, MO 64024  
Business: 816-630-3731

**Delivering Dealer:**

**Van-Wall Equipment, Inc.**  
Andy Klein  
9650 Dice Lane  
Lenexa, KS 66215  
Phone: 913-397-6009  
andy.klein@vanwall.com

---

Sourcewell Membership ID#27941

**Quote ID:** 30465045  
**Created On:** 01 March 2024  
**Last Modified On:** 01 March 2024  
**Expiration Date:** 31 March 2024

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE ProGator 2020A (Gas) 2WD, for HD200, Throttle Control Kit, Hydraulic Quick Connect, Canopy <b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) <b>Price Effective Date:</b> February 29, 2024	\$ 44,631.00	\$ 33,919.56 X	1 =	\$ 33,919.56
JOHN DEERE HD200 SelectSpray (for ProGators 2020A) <b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) <b>Price Effective Date:</b> February 29, 2024	\$ 32,159.00	\$ 24,440.84 X	1 =	\$ 24,440.84

---

<b>Equipment Total</b>	<b>\$ 58,360.40</b>
------------------------	---------------------

---

\* Includes Fees and Non-contract items

---

**Quote Summary**

Equipment Total	\$ 58,360.40
Trade In	
SubTotal	<b>\$ 58,360.40</b>
Est. Service Agreement Tax	\$ 0.00
Total	\$ 58,360.40
Down Payment	(0.00)
Rental Applied	(0.00)

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

---

Confidential



**JOHN DEERE**

---

**ALL PURCHASE ORDERS MUST BE MADE OUT  
TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

---

**ALL PURCHASE ORDERS MUST BE SENT  
TO DELIVERING DEALER:**

Van-Wall Equipment, Inc.  
9650 Dice Lane  
Lenexa, KS 66215  
913-397-6009  
mailbot.jd@vanwall.com

---

**Balance Due**

**\$ 58,360.40**

**Salesperson : X** \_\_\_\_\_

**Accepted By : X** \_\_\_\_\_

---

*Confidential*

# Selling Equipment

**Quote Id:** 30465045

**Customer Name:** EXCELSIOR SPRINGS GOLF COURSE

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Van-Wall Equipment, Inc.  
9650 Dice Lane  
Lenexa, KS 66215  
913-397-6009  
mailbot.jd@vanwall.com

**JOHN DEERE ProGator 2020A (Gas) 2WD, for HD200, Throttle Control Kit,**
**Hours:**
**Suggested List \***
**Stock Number:**
**\$ 44,631.00**
**Contract:** Sourcewell Grounds Maintenance 031121-DAC  
(PG NB CG 70)

**Selling Price \***  
**\$ 33,919.56**
**Price Effective Date:** February 29, 2024

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
140ETC	ProGator 2020A (Gas)	1	\$ 42,074.00	24.00	\$ 10,097.76	\$ 31,976.24	\$ 31,976.24
<b>Standard Options - Per Unit</b>							
001A	US/Canada	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
183E	JDLink™ Modem	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
1139	Standard Front Tires 23x10.5-12 (4 PR)	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
1161	Fairway Rear (2) Tires and (2) Wheels, 26x14-12 (4 PR)	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
1190	2WD Traction Unit	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
2200	Factory Installed Auxiliary Hydraulics	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
9773	Electronic Multi-Mode Throttle/Governor Control Kit	1	\$ 514.00	24.00	\$ 123.36	\$ 390.64	\$ 390.64
9778	Quick Connect Kit	1	\$ 223.00	24.00	\$ 53.52	\$ 169.48	\$ 169.48
9837	Canopy with Rear View Mirror	1	\$ 1,049.00	24.00	\$ 251.76	\$ 797.24	\$ 797.24
9870	LED Worklight Kit - ProGator	1	\$ 771.00	24.00	\$ 185.04	\$ 585.96	\$ 585.96
<b>Standard Options Total</b>			<b>\$ 2,557.00</b>		<b>\$ 613.68</b>	<b>\$ 1,943.32</b>	<b>\$ 1,943.32</b>
<b>Value Added Services</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total</b>							
<b>Total Selling Price</b>			<b>\$ 44,631.00</b>		<b>\$ 10,711.44</b>	<b>\$ 33,919.56</b>	<b>\$ 33,919.56</b>

**JOHN DEERE HD200 SelectSpray (for ProGators 2020A)**

# Selling Equipment

**Quote Id:** 30465045

**Customer Name:** EXCELSIOR SPRINGS GOLF COURSE

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Van-Wall Equipment, Inc.  
9650 Dice Lane  
Lenexa, KS 66215  
913-397-6009  
mailbot.jd@vanwall.com

<b>Equipment Notes:</b>							<b>Suggested List *</b>
<b>Hours:</b>							\$ 32,159.00
<b>Stock Number:</b>							<b>Selling Price *</b>
<b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70)							\$ 24,440.84
<b>Price Effective Date:</b> February 29, 2024							
* Price per item - includes Fees and Non-contract items							
Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
3769M	HD200 SelectSpray (for ProGators 2020A, 2020 and 2030A, 2030)	1	\$ 19,043.00	24.00	\$ 4,570.32	\$ 14,472.68	\$ 14,472.68
<b>Standard Options - Per Unit</b>							
001A	United States and Canada	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
2002	Gen3 Automatic Rate Controller for Centrifugal or Diaphragm Pump	1	\$ 1,640.00	24.00	\$ 393.60	\$ 1,246.40	\$ 1,246.40
3001	Multi-Size Boom, 15 ft. and 21 ft. (4.6M and 6.4M) with Electro-Hydraulic Lift	1	\$ 649.00	24.00	\$ 155.76	\$ 493.24	\$ 493.24
6452	Stainless Steel Centrifugal Pump	1	\$ 929.00	24.00	\$ 222.96	\$ 706.04	\$ 706.04
9031	Electric Foam Maker	1	\$ 2,513.00	24.00	\$ 603.12	\$ 1,909.88	\$ 1,909.88
9045	CleanLoad Chemical Educator	1	\$ 3,434.00	24.00	\$ 824.16	\$ 2,609.84	\$ 2,609.84
9055	Electric Reel and 200 Ft. of 1/2 In. Hose, Less Spraygun	1	\$ 3,118.00	24.00	\$ 748.32	\$ 2,369.68	\$ 2,369.68
9060	Spraygun	1	\$ 297.00	24.00	\$ 71.28	\$ 225.72	\$ 225.72
9869	Hose Plumbing Kit	1	\$ 536.00	24.00	\$ 128.64	\$ 407.36	\$ 407.36
<b>Standard Options Total</b>			<b>\$ 13,116.00</b>		<b>\$ 3,147.84</b>	<b>\$ 9,968.16</b>	<b>\$ 9,968.16</b>
<b>Total Selling Price</b>			<b>\$ 32,159.00</b>		<b>\$ 7,718.16</b>	<b>\$ 24,440.84</b>	<b>\$ 24,440.84</b>