

# **Proposal for RFP #752**

**Golf Course Management and Golf Cart  
Rental Services**

**E. Gaynor Brennan Municipal Golf Course**

**Submitted by:**

**Hole in One Cart Rental, Inc.**

**Angela Aulenti, President**

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Hole in One Cart Rental Inc.  
451 Stillwater Road  
Stamford, CT 06902  
203-223-8832  
Aaulenti21@gmail.com

October 10, 2018

Erik Larson  
City of Stamford Purchasing Manager  
888 Washington Blvd  
Stamford, CT 06901

Dear Erik Larson,

Enclosed please find the response to RFP No. 752 for golf course management and golf cart rental services for the E. Gaynor Brennan Municipal golf course.

As President of Hole in One Cart Rental Inc. (The Company) I am authorized to commit the company to this proposal and to any subsequent contract.

The Company, under my direct management as the Director of Golf has operated the concession at E. Gaynor Brennan for the past 20 years, and it is the intention to continue to operate this concession with the same professional standard they are accustomed to.

I believe all of the requirements of the proposal have been fulfilled, however, if the purchasing department has any questions or seeks clarification on any matter contained in my proposal, please contact me at 203-223-8832.

In addition, I have included a copy of membership documents from the PGA and LPGA showing my years of service.

Thank you for your consideration.

Best Regards,

Angela Aulenti, President  
Hole in One Cart Rental, Inc.

## PROPOSAL RESPONSE

### PROJECT SCOPE

Hole in One Cart Rental Inc. is owned and operated solely by Angela Aulenti a PGA and LPGA professional. Angela has been in the golf business since 1978 and currently the concessionaire at E. Gaynor Brennan golf course for the past 20 years and also the Head Golf Professional at Sterling Farms also in Stamford, CT. for the past 24 years.

Hole in One Cart Rental Inc. will provide complete operations of golf shop, management for the golfer check in and supply, and for rental, to golfer's, golf carts –both motorized and hand pulled.

This service will be provided from January 1 through December 31, from official sunrise to official sunset each day that the course is open for a five year period commencing on January 1, 2019-December 31, 2023.

### STAFF

Hole in One Cart Rental Inc. shall employ one Head Golf Professional, at least one Assistant Golf Professional and such other personnel as shall be reasonably required to effectively perform the duties and responsibilities as agreed upon. An Assistant Golf Professional shall be defined as “a qualified Golf professional or one who has filed notice to become a professional golfer that is pursuing a career to become a professional golfer according to standards and requirements established by the PGA or LPGA.

### DAILY FINANCIAL OPERATIONS FOR GREEN FEE, PERMITS, LOCKER RENTAL

Hole in One Cart Rental will be responsible for the daily fee cashing operation including staffing, training, management oversight and reporting on all daily transactions including but not limited to:

- a. Ensuring procedures are in place in order to ensure that all appropriate fees are processed, charge and collected. Process all golf cart rental agreements in accordance with Commission guidelines and the collection of rental fees.
- b. Collecting proceeds and accounting for all green's fees.
- c. Collecting and accounting for all other monies due the City for activities relating to daily golf play, including Stamford resident and nonresident ID card processing, gift cards and locker rentals.
- d. Daily reconciliation of all financial transactions.
- e. Depositing daily, all fees collected pursuant to the written instructions of the City of Stamford and the Golf Commission.
- f. Operating and maintaining the golf reservation system under the rules established by the golf commission.

### GOLF CARTS

- a. Hole in One Golf Cart Rental, Inc. shall furnish 68 golf carts necessary for the operation of the golf course and shall assume the total expense of all rental carts;
- b. Hole in One Golf Cart Rental, Inc. and its staff are to insure that golf cart users are advised of the regulations of operation of said carts, and shall take action to correct any known violations of said regulations brought to its attention;
- c. Hole in One Golf Cart Rental, Inc. or its staff ensure carts, (whether gas or electric), are always ready for play, including all daily maintenance per manufacturer's specifications, tires properly inflated, carts

cleaned and washed as needed or at least weekly, inspected before and after each rental for damage and rotated properly to insure even wear across the fleet. Needed maintenance is to be scheduled in a timely manner with supplier and all other tasks necessary to keep carts in a safe operating condition; and

- d. Hole in One Golf Car Rental, Inc. shall ensure cart rentals are available from the start of daily play until the time established by the Golf Commission for the last cart rental of the day and Hole in One Golf Cart Rental, Inc. will secure all carts and the clubhouse at the end of the day's operation per procedures set forth by the golf commission.

## **PLAY CONTROL**

- a. Starters and Rangers are paid by the City, per schedule for hourly rates and maximum hours as set forth in the annual budget for the golf course. Hole in One Cart Rental shall hire, schedule and provide training and supervision for Starters and Rangers with regards to first tee operations and control of play on the course, according to the budget; and
- b. Hole in One Cart Rental shall establish procedures for tracking daily pace of play, review, analyze and report status to the Commission monthly and recommend controls, innovations and procedures for improvement.

## **PROMOTION OF GOLF**

- a. Hole in One Cart Rental shall promote, organize and direct golf tournaments for all Clubs and outside organizations in accordance with the guidelines and instructions set forth by the Golf Commission.
- b. Hole in One Cart Rental will promote a "user Friendly", professional and positive environment.

## **PRO SHOP**

Hole in One Cart Rental will operate the golf shop in accordance with the same high professional standards currently employed in the operations.

Hole in One Cart Rental shall have the exclusive right and financial benefit to operate the golf pro shop.

- a. It will be Hole in One Cart Rental responsibility to equip, staff, supply merchandise and maintain said golf shop.
- b. Hole in Once Cart Rental shall have the exclusive right and financial benefit to maintain and operate a golf club repair at said facility.
- c. Hole in one Cart Rental shall have the exclusive right and financial benefit to provide for the rental of pull carts and golf clubs at a reasonable charge.
- d. Hole in One Cart Rental shall have the exclusive right and financial benefit to provide golf instruction for a fee. Use of the lessons area near the 6<sup>th</sup> hole requires the use of limited flight balls.
- e. Hole in One Cart Rental shall have the exclusive right to salvage and recover all lost golf balls from the ponds and waterways throughout the complex.

## **GOLF PRIVILEGES**

Hole in One Golf Cart Rentals Head Professional and Assistant Professionals will have the right and privilege of using the golf course and a golf cart free of charge.

## PROJECT MANAGEMENT PLAN

Hole in One Cart Rental with Angela Aulenti as the sole officer and sole shareholder, has been the golf cart concessionaire at E. Gaynor Brennan Municipal Golf Course for 20 years. In addition, Hole in one Ent. Corp, also owned by Angela Aulenti has been the concessionaire of the golf shop at Sterling Farms Golf Course since 1994 where she is the Head Golf Professional. Both E. Gaynor Brennan Municipal Golf Course and Sterling Farms Golf Course under Ms. Aulenti's direction have demonstrated the ability to continually operate at the high level of excellence and integrity throughout the years, bringing value added to the City of Stamford.

As a golf professional, Ms. Aulenti is well respected by her peers and in her field where she has received several significant professional awards. She currently owns the titles of past president of the NE Section of the LPGA and is the national tournament coordinator for the LPGA. She maintains her credentials through further education and remaining involved in both the PGA and LPGA.

As it relates to the operation of the golf shop, the best example of her proficiency to both E. Gaynor Brennan Municipal Golf Course golf shop and also at Sterling Farms Golf Course golf shop, is having both concessions near one another facilitating the ability to provide strong management to both locations while providing instant access to any merchandise, vendors, or staff should any unforeseen need arise.

In regard to golf course management and cart rental operation, Ms. Aulenti ensures that procedures will be in place in order to safeguard that all appropriate fees are processed, charged and collected and all golf cart rental agreements are in accordance with commission guidelines.

## Project Staff

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Hole in One Cart Rental currently employs one Director of Golf, one Head Professional, one Assistant Professional and three to five shop/cart personnel. Ms. Aulenti's other concession Hole in One currently employs one Head Professional, three assistant professionals, one director of retail (which will oversee buying at E. Gaynor Brennan), one golf shop manager, 2 shop assistants and 10-15 junior golf counselors. This provides her with a readily available source of qualified back-up professionals for E. Gaynor Brennan Municipal Golf Course.

Ms. Aulenti's resume and the resume of her head professional Vance Levin are attached for your review. Mr. Levin has been the head professional at E. Gaynor Brennan Municipal Golf Course for the past 18 years.

As sole officer and sole shareholder of Hole in One Cart Rental, Ms. Aulenti contends that having a highly qualified golf professional as the Concessionaire helps create a professional atmosphere for the entire facility. For example, advice and cooperation will be provided to the Men's and Women's Clubs; the organization of tournaments and outings will be more efficient; and lessons will be conducted professionally. Overall, it is her strong belief that the organizational skills and professional reputation that she brings to E. Gaynor Brennan Municipal Golf Course, will help imbue a strong sense of pride among employees and clients alike.

## CORPORATE EXPERIENCES AND CAPABILITIES

The history of contract performance for Hole in One Cart Rental is best judged by the current contract performance with the city. Ms. Aulenti is not aware of any dissatisfaction with her performance of that contract to date.

The history of labor relations is not really applicable, as Hole in One Cart Rental, has had no interaction with any labor boards, issues, etc.

The reliability of service of Hole in One Cart Rental can be attested by the current Board of E. Gaynor Brennan Golf Commission.

Public interaction is best demonstrated by the assistance we provide to the following organizations: Women's and Men's clubs at both E Gaynor Brennan and Sterling Farms; Junior golf programs at both facilities; Challenged people in Motion, Stamford City Championship; Girls scouts of America; Stamford Inner City Youth Golf; LPGA amateur golf association; as well as numerous corporate outing and charity tournaments.

Ms. Aulenti is a member of the Connecticut Golf Hall of Fame, and has been the subject of several newspaper and magazine articles, interviewing and presenting on both TV and radio. Her most recent achievements was the qualification for the Inaugural USGA Senior Women's Open and nominated for the 2019 LPGA Hall of Fame.

In addition, Ms. Aulenti receives many invitations to play in LPGA/PGA and Pro-Am events in addition to speaking at several professional functions. The most significant public interaction arises from her teaching activities, both through private lesson and her own golf school. Further, Ms. Aulenti is the owner of the Aulenti Fitting Studio; which is a top 100 golf club fitting studio.



## **Financial Capabilities Profit and Loss**

# **Profit and Loss Statement** Hole in One Cart Rental

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Summary	Total Prior Period
Total Sales Revenue	\$ 397,998.00
interest	\$ 4,718.00
Salaries and Wages	\$ 106,146.00
taxes and licenses	\$ 15,218.00
bank services charges	\$ 237.00
city of stamford cart rental fees/Gas	\$ 157,507.00
Cost of Good Sold	\$ 59,776.00
Credit card services fee	\$ 4,448.00
Golf cart rental expense	\$ 49,673.00
Insurance	\$ 4,621.00
Payroll processing fee	\$ 2,094.00
Peoples lease fee	\$ 318.00
Professional fees	\$ 2,200.00
Telephone/Internet	\$ 2,841.00
Utilities	\$ 1,462.00
UPS	\$ 50.00
Income from Operations	\$ 397,998.00
Expenses	\$ 411,309.00
Net Profit	\$ (13,311.00)

## Appendices

## Contractor's Statement

Pursuant to Section 103.1 of the Stamford Code of Ordinances, I hereby provide the following:

If a joint venture, trustee, partnership, limited liability company or partnership, the names and addresses of all joint ventures, beneficiaries, partners or members:

Not a joint venture, etc.

If a corporation, the names and addresses of all officers, and the names and addresses of all parties owning over 10% of its common stock or over 10% of its preferred stocks. If any of said stockholders is a holding corporation, the names and addresses of all persons owning a beneficial interest in over 10% of the common or preferred stock of said holding company.

Angela Aulenti-43 Green Knolls Lane, Fairfield, CT 06824—100%

The names and positions of all persons listed hereinabove who are elected or appointed officers or employees of the City of Stamford.

None

Name of Bidder/Proposer: Angela Aulenti

Signature of Bidder/Proposer: *Angela Aulenti*

Title: President

Company Name: Hole in One Cart Rental, Inc.

Address: 451 Stillwater Road, Stamford, CT 06902

Non-Collusion Affidavit

The undersigned, having been duly sworn, affirms and says that to the best of his/her knowledge and belief:

1. The prices in this Proposal have been arrived at independently without collusion, consultation, communication, or agreement with any other Proposer or with any competitor for the purpose of restricting competition.
2. Unless otherwise required by law, the prices, which have been quoted in this Proposal, have not been knowingly disclosed by the Proposer and will not knowingly be disclosed by the Proposer prior to opening, directly or indirectly, to any other Proposer or to any competitor.
3. No attempt has been made or will be made by the Proposer to induce any other person, partnership or corporation to submit or not to submit a Proposal for the purpose of restricting competition.

Name of Proposer: Hole in One Cart Rental, Inc.

By: Angela Aulenti

*Angela Aulenti*

Print Name: Angela Aulenti

Title: President

ACKNOWLEDGMENT

STATE OF CT

COUNTY OF Fairfield

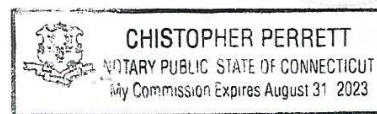
ss.

Date: 10/5/2018

Personally appeared , as of the above named firm, and attested that the foregoing statements are true and accurate to the best of his/her knowledge and belief.

*[Signature]*  
Signature of Notary Public

My Commission Expires:



EFFECTIVE: 2/24/09

3) Definition of Racial and Ethnic Terms (as used in Part IV Bidder Employment Information) (Page 3)

White (not of Hispanic Origin)-All persons having origins in any of the original peoples of Europe, North Africa, or the Middle East.  
Black (not of Hispanic Origin)-All persons having origins in any of the Black racial groups of Africa.  
Hispanic- All persons of Mexican, Puerto Rican, Cuban, Central or South American, or other Spanish culture or origin, regardless of race.

Asian or Pacific Islander- All persons having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands. This area includes China, India, Japan, Korea, the Philippine Islands, and Samoa.  
American Indian or Alaskan Native- All persons having origins in any of the original peoples of North America, and who maintain cultural identification through tribal affiliation or community recognition.

**BIDDER CONTRACT COMPLIANCE MONITORING REPORT**

**PART 1 – Bidder Information**

Company Name: Hole In One Cart Rental Inc Street Address: 451 Stillwater Road City & State: Stamford, CT Chief Executive: Angela Aulenti	Bidder Federal Employer 06-1541392 Identification Number: Or Social Security Number:
Major Business Activity: Golf course Management (brief description) Golf Cart Rental Services	Bidder Identification (response optional/definitions on page 1)  -Bidder is a small contractor? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> -Bidder is a minority business enterprise? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> (If yes, check ownership category) Black <input type="checkbox"/> Hispanic <input type="checkbox"/> Asian American <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Iberian Peninsula <input type="checkbox"/> Individual(s) with a Physical Disability <input type="checkbox"/> Female <input checked="" type="checkbox"/> -Bidder is certified as above by State of CT? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
Bidder Parent Company: (If any) Hole In One Enterprise Corp	
Other Locations in CT: (If any) 1349 Newfield Ave, Stamford, CT	

**PART II - Bidder Nondiscrimination Policies and Procedures**

1. Does your company have a written Affirmative Action/Equal Employment Opportunity statement posted on company bulletin boards? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	7. Do all of your company contracts and purchase orders contain non-discrimination statements as required by Sections 4a-60 & 4a-60a Conn. Gen. Stat.? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
2. Does your company have the state-mandated sexual harassment prevention in the workplace policy posted on company bulletin boards? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	8. Do you, upon request, provide reasonable accommodation to employees, or applicants for employment, who have physical or mental disability? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
3. Do you notify all recruitment sources in writing of your company's Affirmative Action/Equal Employment Opportunity employment policy? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	9. Does your company have a mandatory retirement age for all employees? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
4. Do your company advertisements contain a written statement that you are an Affirmative Action/Equal Opportunity Employer? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	10. If your company has 50 or more employees, have you provided at least two (2) hours of sexual harassment training to all of your supervisors? Yes <input type="checkbox"/> No <input type="checkbox"/> N/A <input checked="" type="checkbox"/>
5. Do you notify the Ct. State Employment Service of all employment openings with your company? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	11. If your company has apprenticeship programs, do they meet the Affirmative Action/Equal Employment Opportunity requirements of the apprenticeship standards of the Ct. Dept. of Labor? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/>
6. Does your company have a collective bargaining agreement with workers? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	12. Does your company have a written affirmative action Plan? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If no, please explain.
6a. If yes, do the collective bargaining agreements contain non-discrimination clauses covering all workers? Yes <input type="checkbox"/> No <input type="checkbox"/>	
6b. Have you notified each union in writing of your commitments under the nondiscrimination requirements of contracts with the state of CT? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	13. Is there a person in your company who is responsible for equal employment opportunity? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, give name and phone number: Angela Aulenti 203-223-8832



## Part III - Bidder Subcontracting Practices

(Page 4)

1. Will the work of this contract include subcontractors or suppliers? Yes ☒ No ☐

1a. If yes, please list all subcontractors and suppliers and report if they are a small contractor and/or a minority business enterprise. (defined on page 1 / use additional sheet if necessary)

Club Car  
EZ GO  
Yamaha

1b. Will the work of this contract require additional subcontractors or suppliers other than those identified in 1a. above? Yes ☐ No ☒

## PART IV - Bidder Employment Information

Date: 10/10/2018

JOB CATEGORY *	OVERALL TOTALS	WHITE (not of Hispanic origin)		BLACK (not of Hispanic origin)		HISPANIC		ASIAN or PACIFIC ISLANDER		AMERICAN INDIAN or ALASKAN NATIVE	
		Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
Management	2	1	1								
Business & Financial Ops	1		1								
Marketing & Sales											
Legal Occupations											
Computer Specialists											
Architecture/Engineering											
Office & Admin Support	4			1	1			1		1	
Bldg/ Grounds Cleaning/Maintenance											
Construction & Extraction											
Installation , Maintenance & Repair											
Material Moving Workers											
Production Occupations											
TOTALS ABOVE	6	1	2	1	1			1		1	
Total One Year Ago	6	1	2	1	1			1		1	
FORMAL ON THE JOB TRAINEES (ENTER FIGURES FOR THE SAME CATEGORIES AS ARE SHOWN ABOVE)											
Apprentices	2	1									
Trainees											

\*NOTE: JOB CATEGORIES CAN BE CHANGED OR ADDED TO (EX. SALES CAN BE ADDED OR REPLACE A CATEGORY NOT USED IN YOUR COMPANY)

## PART V - Bidder Hiring and Recruitment Practices

(Page 5)

1. Which of the following recruitment sources are used by you? (Check yes or no, and report percent used)				2. Check (X) any of the below listed requirements that you use as a hiring qualification (X)		3. Describe below any other practices or actions that you take which show that you hire, train, and promote employees without discrimination
SOURCE	YES	NO	% of applicants provided by source			
State Employment Service	<input type="checkbox"/>	<input checked="" type="checkbox"/>		X	Work Experience	<p>Hole in One Cart Rental has established a neutral selection criteria that doesn't create barriers to protected categories. We have established written interview and promotion procedures which safeguards against adverse impact on protected groups. We also have procedures for internal communication of positions before a public announcement and there is an outline of steps if an employee wants to apply for a position. We keep documentation of who is interviewed and why they did/did not get the promotion, etc. We strive to comply with EEOC laws and guidelines.</p>
Private Employment Agencies	<input type="checkbox"/>	<input checked="" type="checkbox"/>		X	Ability to Speak or Write English	
Schools and Colleges	<input checked="" type="checkbox"/>	<input type="checkbox"/>	10		Written Tests	
Newspaper Advertisement	<input checked="" type="checkbox"/>	<input type="checkbox"/>	10	X	High School Diploma	
Walk Ins	<input checked="" type="checkbox"/>	<input type="checkbox"/>	10		College Degree	
Present Employees	<input checked="" type="checkbox"/>	<input type="checkbox"/>	10		Union Membership	
Labor Organizations	<input type="checkbox"/>	<input checked="" type="checkbox"/>			Personal Recommendation	
Minority/Community Organizations	<input checked="" type="checkbox"/>	<input type="checkbox"/>	10		Height or Weight	
Others (please identify)	<input checked="" type="checkbox"/>	<input type="checkbox"/>			Car Ownership	
PGA/LPGA	<input type="checkbox"/>	<input type="checkbox"/>	50		Arrest Record	
employment services	<input type="checkbox"/>	<input type="checkbox"/>			Wage Garnishments	

Certification (Read this form and check your statements on it CAREFULLY before signing). I certify that the statements made by me on this BIDDER CONTRACT COMPLIANCE MONITORING REPORT are complete and true to the best of my knowledge and belief, and are made in good faith. I understand that if I knowingly make any misstatements of facts, I am subject to be declared in non-compliance with Section 4a-60, 4a-60a, and related sections of the CONN. GEN. STAT.

(Signature) <b>Angela Aulenti</b>	(Title) President	(Date Signed) 10/10/2018	(Telephone) 203-223-8832
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City of Stamford  
State of Connecticut Contractor Verification (in accordance with Public Act 16-67)  
Compliance Affidavit

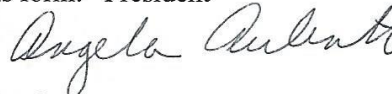
I, the undersigned, personally and on behalf of Hole in One Cart Rental Inc. , having been duly sworn, affirm and say that I have read, understand and am in compliance with Public Act 16-67 Concerning the Disclosure of Certain Education Personnel Records, Criminal Penalties for Threatening in Educational Settings and the Exclusion of a Minor's Name from Summary Process Complaints, and that neither I nor said Contractor, to the best of my knowledge, is in possession of any information indicating a finding of abuse or neglect or sexual misconduct, or otherwise have knowledge of such a condition(s) for any employees working on the project identified in RFQ/RFP or Bid S- 752 . Further, if I or said Contractor become aware of any information indicating such a finding, or otherwise gain knowledge of such a condition, I and/or said Contractor will immediately forward such information to the City of Stamford.

Contractor Name: Hole in One Cart Rental Inc.

Street Address: 451 Stillwater Road

City, State, Zip: Stamford, CT 06902

Title of person completing this form: President

Signature: Angela Aulenti 

Printed Name: Angela Aulenti

Date: 10/10/2018

ACKNOWLEDGMENT

STATE OF CT

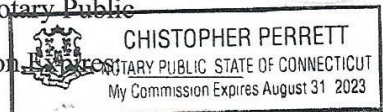
COUNTY OF ss. Fairfield

Date: 10/5/18

Personally appeared , as of the above named Contractor, and attested that the foregoing statements are true and accurate to the best of his/her knowledge and belief on behalf of himself and said Contractor.

  
Signature of Notary Public

My Commission Expires



CITY OF STAMFORD CONNECTICUT

CERTIFICATION FOR BIDS, RFQ and RFP

PROHIBITION OF WASTES GENERATED FROM OIL & GAS DRILLING AND EXTRACTION  
ACTIVITIES

Pursuant to City of Stamford Ordinance No. 1241 Supplemental, Prohibiting Wastes Generated from Oil and Gas Drilling and Extraction Activities, if the goods/services contemplated pursuant to this Agreement involves the construction or maintenance of any publically owned and/or maintained road or real property within the City, or involves the purchase or acquisition of materials to be used to construct or maintain any publically owned and/or maintained road or real property within the City, the Contractor shall complete the following statement:

"We Hole in One Cart Rental, Inc. hereby submit a bid for materials, equipment and/or labor for the City of Stamford.

The bid is for bid documents titled: RFP No. 752 - Golf Course Management and Golf Cart Rental Services for the E. Gaynor Brennan Municipal Golf Course.

We hereby certify under penalty of perjury that no natural gas waste or oil waste will be used by the undersigned bidder: or any contractor, sub-contractor, agent or vendor agent in connection with the bid; nor will the undersigned bidder or any subcontractor, agent or vendor agent thereof apply any natural gas waste or oil waste to any road or real property within the City of Stamford as a result of the submittal of this bid if selected."

Date 10/10/18

Signed

Print Name Angela Aulenti

Company Hole in One Cart Rental, Inc.

Address 451 Stillwater Road, Stamford, CT 06902

## Angela M. Aulenti

43 Green Knolls Lane, Fairfield, CT 06824  
203-223-8832, aaulenti21@gmail.com

### OBJECTIVE

An award-winning, dedicated PGA/LPGA member with over 30 years of experience as a head golf professional at an extremely active 18 -hole facility. Diligent and committed to excellence in all facets of the golf operation. Responsible for running and overseeing the daily operation of two premier public golf courses in Fairfield County. A consummate professional with significant managerial skills who understands the importance of developing, as well as maintaining, excellent customer satisfaction.

### EDUCATION

NORWALK COMMUNITY COLLEGE 1977-1979

- Major: Recreation Leadership

WESTERN CONNECTICUT 1979-1981

- Major: Finance

### PROFESSIONAL AFFILIATIONS AND PGA/LPGA INVOLVEMENTS AND HONORS

- Member of PGA of America since 1992-Quarter Century Club Member
- Member of LPGA since 1980
- Current LPGA National Tournament Chairperson
- Past LPGA NE section President
- LPGA Merchandiser of the year 2004 and 2006
- LPGA Professional of the year 2003 and 2011
- PGA Met section Merchandiser of the year 1998 and 2011
- PGA Interview Committee 1994-2003
- First Female Head Golf Professional in Connecticut
- Connecticut Golf Hall of Fame member
- US Kids top 50 instructor
- Golf Digest top 100 club fitter
- Callaway National club fitter of the year 2013
- Qualified for Inaugural US Senior women's Open 2018
- Former LPGA National Club pro Senior Champion
- Former LPGA NE Section player of the year

## PROFESSIONAL EXPERIENCE

### **1994-present STERLING FARMS GOLF CLUB-STAMFORD, CT HEAD GOLF PROFESSIONAL**

- An extremely active 18-hole public facility, servicing approximately 55,000 rounds of golf annually.
- Employs and manages a staff of 5 full time and 15 part time employees.
- Owns and operates an award winning, financially successful golf shop.
- Developed an immensely popular junior golf program, considered by many to be one of the most successful in Connecticut.
- Maintains high standards of customer service through innovative staff training programs, including club fitting instruction, product seminars by manufacturers, and teaching clinics to ensure that the most recent instructional techniques are implemented.
- Responsible for running the Stamford City Amateur golf tournament.
- Purchase and build the Aulenti fitting studio powered by Trackman technology.

### **1998- PRESENT—E. GAYNOR BRENNAN DIRECTOR OF GOLF (CONCESSIONARE)**

- An active 18-hole public facility, servicing approximately 35,000 rounds of golf annually.
- Own and operate a fleet of 68 golf carts, cart revenue has significantly increased at EGB since I have been the concessionaire.
- Successfully run golf shop and have developed a junior golf program that has become very popular in the city of Stamford.
- Oversee both the Men's and women's clubs, organizing weekly tournaments, member-guest events and night golf tournaments.





**Vance Levin**

137 Hollow Tree Ridge Road  
Darien Ct. 06851  
Mobile: (203) 223-8834  
Vlevin22@gmail.com

**OBJECTIVE**

Class A Certified Member of the PGA seeking a challenging and responsible position as the Head Golf Professional of a facility where both commitment to the club, game and the ability to succeed will provide opportunity to fulfill career goals.

**PROFESSIONAL EXPERIENCE**

*1999-Present*

***E. Gaynor Brennan Golf Club - Stamford, Connecticut.***

**Head Golf Professional**

- Fully responsible for total operation of golf shop and cart fleet operation.
- Responsible for hiring, training and developing new staff.
- Developed, implemented and supervised a full Junior Golf Program.
- Instructed over 6500 lessons, including golf schools and clinics.
- Organize and run between 25-35 tournaments a season.
- Responsible for a full service Club Repair Department.
- Served in an advisory position in development of new driving range at Sterling Farms

*1998-1999*

***Sterling Farms Golf Club - Stamford, Connecticut***

**1st Assistant Professional**

- Assisted Head Professional with all aspects of the golf business.
- Instructed over 1500 private lessons.
- Responsible for Tournament Operations, including all Men's Club events.
- Responsible for most Club Repair, Merchandising, and Handicapping services.
- Golf shop won Section award for merchandising in 1999.

*1997-1998*

***Tamarack Country Club - Greenwich, Connecticut***

**Assistant Professional**

- Responsible for Tournament Operations and Handicapping.
- Handled all merchandising and general shop duties.
- Provided private and clinic instruction.
- Responsible for Club Repair.

**Vance Levin**



**PROFESSIONAL  
EXPERIENCE**

*(continued)*

1996-1997

***Spook Rock Golf Course - Suffern, New York***

**Assistant Professional**

- Private instruction.
- Instructed adult and junior clinics.
- Responsible for merchandising, inventory, pricing, some club repair, handicaps and range supervision.
- Assisted Head Professional in day-to-day operation of the golf facility.

1995-1996

***Concord Resort Hotel - Kiamesha Lake, New York***

**Assistant**

- Inside and outside responsibilities, including Starter, Ranger, and range help.
- Assisted with Tournament Operations.

**EDUCATION**

***PGA Certified in Teaching and Coaching 2014***

***Certified Rules Examiner 2003-present***

***Titleist Club Fitting Seminar, 1998, 2000,2001,2004,2006,2008,2010,2012,2014***

***Cobra Club fitting Seminar, 2000,2003,2004***

***AGM Merchandising Seminar 2000***

***Licensed Physical Therapist Assistant, who has done numerous seminars on "biomechanical swing analysis"***

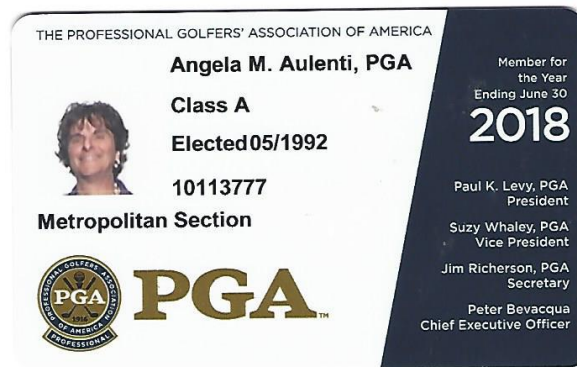
***Physical Education***

***Miami University - Coral Gables, Florida***

***A.A.S. - Physical Therapy Assisting Degree- Graduated 1985***

***Orange County Community College - Middletown, New York***

References: Furnished upon request



## Financial Supplement



PERCENTAGE PROPOSAL FOR THE GOLF SHOP AND CART RENTAL FOR E. GAYNOR BRENNAN MUNICIPAL GOLF COURSE

PROPOSED PERCENTAGE OF GOLF CART REVENUE TO BE RETAINED BY THE CITY OF STAMFORD.

WRITTEN % thirty five

NUMERICAL % 35

NOTE: IN THE EVENT OF A DISCREPANCY BETWEEN THE NUMERICAL AND WRITTEN BID PRICES. THE WRITTEN PRICE SHALL PREVAIL.

PROPOSER'S NAME: Hole in One Cart Rental Inc. / Angela Aulenti

PROPOSER'S ADDRESS 451 Stillwater Road Stamford, CT

PROPOSER'S TELEPHONE NUMBER 203-223-8832

PROPOSER'S EMAIL

ADDRESS aaulenti21@gmail.com

SIGNATURE \_\_\_\_\_ DATE: \_\_\_\_\_

BELOW LIST EXPERIENCES AND QUALIFICATIONS AS OUTLINED IN THIS RFP. USE OTHER SIDE IF NECESSARY.

Hole in One Cart Rental Inc. under my direct management as the Director of Golf has operated the concession at E. Gaynor Brennan for the last 20 years, it is my intention to continue to operate this concession to the same high professional standard that I have for the past 20 years.

## Financial Supplement

### Budget EGB

	\$ 2,019.00	
<b>EXPENSE</b>		
payroll	\$ 160,000.00	
payroll taxes and fees	\$ 25,600.00	
insurance	\$ 7,728.00	
utilities	\$ 1,500.00	
gas	\$ 7,000.00	
equipment	\$ 500.00	
bank service/lease fee	\$ 555.00	
telephone & internet	\$ 2,900.00	
gps	\$ 12,500.00	
professional fees acct.	\$ 2,100.00	
staff uniforms		
dues	\$ 900.00	
cart lease	\$ 57,000.00	
merchandies cost of goods	\$ 64,600.00	
club repair	\$ 1,000.00	
payment to city	\$ 113,750.00	35%
pp tax	\$ 200.00	
ups	\$ 100.00	
credit card processing fee	\$ 2,850.00	
	\$ 460,783.00	
<b>INCOME</b>		
golf cart revenue	\$ 325,000.00	
golfshop revenue	\$ 95,000.00	
interest	\$ 4,718.00	
green fee income	\$ 45,000.00	1.50x 30,000
	\$ 469,718.00	