

Department of Parks, Recreation  
& Conservation

11671

August 31, 2010

TO: Board of Acquisition and Contract

FROM: Kathleen O'Connor  
Acting Commissioner, Department of Parks, Recreation and Conservation

RE: Authority to extend the license agreement with J. Bohr, LTD., 1 Wasylenko Lane, Yonkers, New York 10701 for the period of January 1, 2011 through December 31, 2011 for the golf professional concession at Dunwoodie Golf Course in Yonkers, New York.

By Resolution dated December 22, 2005 and amended by Resolution dated February 22, 2007, the Board of Acquisition and Contract granted authority to enter into a license agreement with J. Bohr, LTD., 1 Wasylenko Lane, Yonkers, New York 10701, for the golf professional concession at Dunwoodie Golf Course, Yonkers, New York, for the period of January 1, 2006 through December 31, 2010, with the sole option of the County to extend the agreement for an additional period of five years for a license fee to be negotiated. Authority is now requested to extend the Agreement from January 1, 2011 through December 31, 2011.

Mr. Bohr is recommended to continue in his role as golf professional for a number of reasons. He has successfully operated the golf professional concession at Dunwoodie since 2001. By focusing on the customer, maintaining a well-stocked pro shop and developing a reputation as an excellent teacher, Mr. Bohr is a valued partner at Dunwoodie. This has been reflected by golf course surveys.

J. Bohr, LTD. will collect all golf cart revenue and deposit it into a County account. The County will remit to J. Bohr, LTD. from the proceeds, \$14.00 for every 18-hole motorized golf cart rental up to 10,000 18-hole golf cart rentals and \$9.00 for every 18-hole golf cart rental in excess of 10,000 18-hole golf cart rentals. The County shall remit to J. Bohr, LTD., \$9.00 for every 9-hole golf cart rental. The remaining portion of the golf cart revenue shall be kept by the County as a license fee. Over the term of the new agreement, the County will receive an estimated additional \$20,000 over the 2010 rate.

The golf professional manages the golf cart operation, provides lessons and rents hand-pulled carts. For the privilege of operating the golf professional shop, J. Bohr, LTD. will pay to the County license fee of \$10,000.

By resolutions dated August 25, 2005, the license fees for both the driving range concession and golf professional concession were reduced to compensate for a loss of business resulting from tee and greens construction which commenced prior to Labor Day in 2004 and continued through a portion of the 2005 season.

The goal of this agreement is to provide both revenue to the County and important services for golfers. The objective of this agreement will be tracked and monitored by observations and interactions with staff and site visits.

This agreement is exempt from the Westchester County procurement policy pursuant to Section 3(b), thereof.

Accordingly, approval of the attached resolution by your Honorable Board is most respectfully requested.

APPROVED BOARD OF ACQUISITION & CONTRACT - 9-16-2010 - JOMAR VIEIRA, SECRETARY

## RESOLUTION

Upon a communication from the Acting Commissioner of Parks, Recreation and Conservation, be it hereby

**RESOLVED**, that the County of Westchester is hereby authorized to exercise the option to extend the license agreement with J. Bohr, LTD., 1 Wasylenko Lane, Yonkers, New York 10701 for the operation of the golf professional concession at Dunwoodie Golf Course, Yonkers, New York for the period of January 1, 2011 through December 31, 2011; and be it further

**RESOLVED**, that for the privilege of operating the golf professional concession, J. Bohr, LTD. will receive the following, the balance of motorized golf cart revenue being retained by the County as a license fee: \$14.00 for every 18-hole motorized golf cart rental up to 10,000 golf cart rentals and \$9.00 for every 18-hole golf cart rental in excess of 10,000 18-hole golf cart rentals and \$9.00 for every 9-hole golf cart round; and be it further

**RESOLVED**, that a golf cart rental shall be defined as the fee paid for each golf cart that is used, not each golfer; and be it further

**RESOLVED**, that for the privilege of operating the golf professional shop, J. Bohr, LTD. shall pay to the County an additional license fee of \$10,000; and be it further

**RESOLVED**, that the golf professional shall keep all revenue derived from retail sales in the pro shop, golf lessons and the rental of hand-pulled carts; and be it further

**RESOLVED**, that the County Executive or his authorized designee is hereby authorized to execute all instruments necessary to implement this Resolution.

APPROVED BOARD OF ACQUISITION & CONTRACTING 3/16/2011 - DOMARY VEIRA, SECRETARY

Original Agreement \$1,422,500\*  
 First Amendment \$ -260,000\*  
**This Amendment \$ 294,000\***  
 TOTAL \$1,456,500 \*

Agreement #

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
165	42	3050	9240		\$ 284,000*
165	42	3050	9246		\$10,000

Budget Funding Year(s) 2011 Start Date 1-1-11 End Date 12-31-11  
 (must match resolution)

Funding Source Tax Dollars \_\_\_\_\_  
 State Aid \_\_\_\_\_  
\$294,000\* Federal Aid \_\_\_\_\_  
 (must match resolution) Other PRC Revenue

\*Estimated

APPROVED BOARD OF ACQUISITION & CONTRACT - 9-16-2010 - JOMARY VIEIRA, SECRETARY