

Department of Parks, Recreation
& Conservation

11675

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 M.J. Galcour, Ltd., 208 Harris Road, #GA3, Bedford Hills, New York 10507, for the golf professional concession at Mohansic Golf Course, Yorktown Heights, New York for the period of January 1, 2011 through December 31, 2011

By Resolution dated March 6, 2006, the Board of Acquisition and Contract granted authority to enter into a license agreement with Global Golf Inc., 71 Bergen Avenue, West Babylon, New York 11704 for the golf professional and driving range concession at Mohansic Golf Course, 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. By Resolution dated February 22, 2007 the license agreement was assigned to M.J. Galcour, Ltd. and the driving range was removed from the agreement. Authority is now requested to extend the Agreement from January 1, 2011 through December 31, 2011.

Max Galloway of M.J. Galcour, Ltd. was the golf professional for Global Golf, Inc. and the golf professional concession was assigned to M.J. Galcour, Ltd. in 2007. Mr. Galloway excels at teaching and runs a well-managed shop. His staff works well with both customers and golf course personnel and he is a beneficial partner at Mohansic.

M.J. Galcour, Ltd. will collect all golf cart revenue and deposit it into a County account. The County will remit to M.J. Galcour, 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 M.J. Galcour, 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, M.J. Galcour, Ltd. will pay to the County an annual License Fee of \$10,000.

The goal of this agreement is to provide revenue for 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 - JOMARY 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 M.J. Galcour, Ltd., 208 Harris Road, #GA3, Bedford Hills, New York for the operation of the golf professional concession at Mohansic Golf Course, Yorktown Heights, 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 M.J. Galcour, 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, M.J. Galcour, 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 ACQUISITIONS CONTRACT 9-16-2010 - JOMAR VIEIRA, SECRETARY

Original Agreement \$1,097,500*
 First Amendment \$ 38,074*
This Amendment \$ 294,000
 TOTAL \$1,429,574*

Agreement #

Account to be
 Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
165	42	3150	9240		\$284,000*
165	42	3150	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