

44906

March 20, 2015

TO: Board of Acquisition and Contract

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

RE: Authority enter into a 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 January 1, 2016 through December 31, 2020 with the County having the sole option to extend the agreement for an additional five-year term for a license fee to be negotiated.

Authority is requested to enter into a license agreement with M.J. Galcour, Ltd., ("Galcour") 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 January 1, 2016 through December 31, 2020 with the County having the sole option to extend the agreement for an additional five-year term from January 1, 2021 through December 31, 2025 for a license fee to be negotiated.

The golf professional manages the golf cart operation, provides lessons and rents hand-pulled carts. In addition, the golf professional collects all golfer fees, including greens fees and golf cart fees and deposits them into a County account. For the privilege of operating the golf professional shop, Galcour will pay to the County an annual License Fee of \$12,000 during each of the first two years of the agreement and \$13,000, \$14,000 and \$15,000 respectively during the last three years of the agreement. The County will pay Galcour a portion of all motorized golf cart rental fees as follows: for the first 20,000 18-hole motorized golf rentals, the County will remit to Galcour, \$7.00 per player rental and for every 18-hole motorized golf rental in excess of 20,000, the County will remit to Galcour, \$4.00 per player rental. The County shall remit to Galcour, \$4.00 for every player taking a 9-hole golf cart rental. The remaining portion of the golf cart revenue shall be retained by the County as a license fee. Golf cart rental rates are set by the County each season and are currently \$18.00 per player for 18 holes and \$14.00 per player for 9 holes. In addition, pursuant to the terms of the license, Galcour shall keep all revenue derived from retail sales in the pro shop, golf lessons and the rental of hand-pulled carts. The golf professional manages the golf cart operation, provides lessons and rents hand-pulled carts.

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 - 04/16/2015 - JOMARY VIEIRA, SECRETARY

RESOLUTION

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

RESOLVED, that the County of Westchester is hereby authorized to enter into a license agreement with M.J. Galcour, Ltd., ("Galcour") 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 January 1, 2016 through December 31, 2020; and be it further

RESOLVED, that the County, at its sole option, may extend the license for a period of five years from January 1, 2021 through December 31, 2025 at a license fee to be negotiated; and be it further

RESOLVED, that for the privilege of operating the golf professional shop, Galcour will pay to the County an annual License Fee of \$12,000.00, during each of the first two years of the agreement, \$13,000 during the third year, \$14,000 during the fourth year and \$15,000 during the fifth year of the agreement and the County will pay Galcour a portion of all motorized golf cart rental fees as follows: for the first 20,000 18-hole motorized golf rentals, the County will remit to Galcour \$7.00 per player rental and for every 18-hole motorized golf rental in excess of 20,000, the County will remit to Galcour \$4.00 per player rental. The County shall remit to Galcour \$4.00 for every player taking a 9-hole golf cart rental. The remaining portion of the golf cart revenue shall be retained by the County as a license fee; 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.

Original Agreement \$1,506,000*
 First Amendment \$
This Amendment \$ _____
 TOTAL \$1,506,000*

Agreement #

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars	
165	42	3150	9240		\$288,000*	2016
165	42	3150	9246		\$12,000	
165	42	3150	9240		\$288,000*	2017
165	42	3150	9246		\$12,000	
165	42	3150	9240		\$288,000*	2018
165	42	3150	9246		\$13,000	
165	42	3150	9240		\$288,000*	2019
165	42	3150	9246		\$14,000	
165	42	3150	9240		\$288,000*	2020
165	42	3150	9246		\$15,000	

Budget Funding Year(s) 2016-2020 Start Date 1-1-16 End Date 12-31-20
 (must match resolution)

Funding Source Tax Dollars _____
 State Aid _____
 Federal Aid _____
 Other PRC Revenue

\$1,506,000*
 (must match resolution)

*Estimated