

Department of Parks, Recreation
& Conservation

July 6, 2016

ID 52208

TO: Board of Acquisition and Contract

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

RE: Authority to enter into a license agreement with Westchester Concessions, Inc., P.O. Box 283, Harrison, New York, 10528 a wholly owned subsidiary of the Westchester Parks Foundation, Inc., for the operation of the golf driving range at Mohansic Golf Course, Yorktown Heights, New York for the period of January 1, 2017 through December 31, 2021.

Authority is hereby requested for the County of Westchester, acting by and through the Department of Parks, Recreation and Conservation to enter into a license agreement with Westchester Concessions, Inc., P.O. Box 283, Harrison, New York, 10528 a wholly owned subsidiary of the Westchester Parks Foundation, Inc., for the operation of the golf driving range at Mohansic Golf Course, Yorktown Heights, New York for the period of January 1, 2017 through December 31, 2021.

For the privilege of operating this concession, Westchester Concessions, Inc. shall pay to the County the following annual minimum license fees: \$65,000 in 2017, \$66,300 in 2018, \$67,626 in 2019, \$68,979 in 2020 and \$70,358 in 2021. In addition, Westchester Concessions will pay as an additional license fee, 5% of annual gross sales in excess of \$205,000 during each year of the agreement. Annual gross sales shall include all soda machine revenue. Westchester Concessions, Inc. shall also furnish and install netting at a total estimated cost of \$8,000.

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.

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 Westchester Concessions, Inc. P.O. Box 283, Harrison, New York, 10528 a wholly owned subsidiary of the Westchester Parks Foundation, Inc., for the operation of the golf driving range at Mohansic Golf Course, Yorktown Heights, New York for the period of January 1, 2017 through December 31, 2021; and be it further

RESOLVED, that for the privilege of operating the golf professional concession, Westchester Concessions, Inc. will pay the following annual minimum license fees to the County: \$65,000 in 2017, \$66,300 in 2018, \$67,626 in 2019, \$68,979 in 2020 and \$70,358 in 2021; and be it further

RESOLVED, that Westchester Concessions, Inc. will pay as an additional license fee, 5% of annual gross sales in excess of \$205,000 during each year of the agreement which shall include soda machine revenue; and be it further

RESOLVED, that Westchester Concessions, Inc. will furnish and install netting for a total estimated cost of \$8,000; 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 \$338,263*
 First Amendment \$
This Amendment \$
 TOTAL \$338,263*

Agreement #

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars	
165	42	3150	9246		65,000	2017
165	42	3150	9246		66,300	2018
165	42	3150	9246		67,626	2019
165	42	3150	9246		68,979	2020
165	42	3150	9246		70,358	2021

Budget Funding Year(s) 2017-2021 Start Date 1-1-17 End Date 12-31-21
 (must match resolution)

Funding Source Tax Dollars _____
 State Aid _____
\$338,263* Federal Aid _____
 (must match resolution) Other Revenue _____

*Estimated