



City of Niagara Falls, New York

OFFICE OF THE MAYOR

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January 16, 2019

TO: The Council

FROM: Mayor Paul A. Dyster

SUBJECT: Approval of Niagara Golf Partners as Preferred Developer for the Lease of Hyde Park Golf Course

Council Members:

In the interest of continuing the ongoing improvements to the amenities at the Hyde Park Golf Course (“the course”) and also being mindful of the City’s costs to operate the course, the Purchasing Division issued an RFP to potentially bring in an operator to take over the operation of the golf course, the restaurant and the shop located on the premises.

After publishing and posting the RFP, the City received two (2) responses and both prospective vendors were interviewed by the scoring committee. After further discussions with both prospective vendors, the proposal from Niagara Golf Partners (“NGP”) emerged as the strongest proposal.

The terms of NGP’s proposal are as follows: NGP will assume full operational control at the course by performing all tasks necessary to operate the course, restaurant and shop; collecting all revenues and paying all expenses with the exception of the utility contributions set forth herein. The term of the agreement shall be five (5) years, with the option of a mutual five (5) year extension following the end of the initial term.

As discussed above, the City will make contributions towards the utility costs as follows:

Years 1 and 2	\$60,000.00 per year
Years 3 and 4	\$40,000.00 per year
Year 5	\$20,000.00

If the five (5) year extension is agreeable to both parties, the City will make a final contribution to the utility costs in Year 6 of \$20,000.00. Commencing in Year 7 and continuing through Year 10, NGP will pay the City a license fee of \$50,000.00 per year.

Additionally, NGP has expressed an interest in renting certain City-owned equipment as part of its operations, and also in leasing some additional storage space from the City. These items will be included as part of the lease agreement once NGP determines which pieces of equipment they will rent and how much space they will require. The payments for these items will further offset the City’s utility contributions for Years 1 through 6 and become additional revenue in Years 7 through 10 if the extension is approved.

Based upon the recommendation of the scoring committee, it is the recommendation of the administration that the City name NGP as preferred developer for the leasing of the course and that the City enter into a five (5) year lease (with the aforementioned mutual five (5) year option) on the terms and conditions stated herein.

Will the Council so approve and authorize the Mayor to execute a lease agreement, and any other documents necessary to complete this lease, in a form acceptable to the Corporation Counsel?

Respectfully submitted,

Mayor Paul A. Dyster

KENNEDY _____ **SCOTT** _____ **TOMPKINS** _____ **VOCCIO** _____ **TOUMA** _____