Town of Schroon Golf Course RFP – Potential Bidder Questions and Answers –

Addendum #3 11/02/26

1. **Can the Town share the last three seasons of course financials by line item (greens fees, season passes, carts, merchandise; payroll, maintenance, fuel, utilities, equipment)?**

Pls see answers to questions already published for 2026 revenue and yes, additional annual revenue detail is attached. Annual Expense reports will be provided as soon as possible.

2. **Rounds played and season pass counts for each of the last three seasons, plus typical opening and closing dates.**

Please see answers to questions already provided for 2026. We are working on 2024 and 2025. Open early May until Columbus Day weekend, 7am-6pm (7am-7pm, July-Labor Day).

3. **Irrigation: what is the water source, and what are the age and condition of the system and pump? Are any repairs known?**

Town water system is the water source, there are no pumps.

The system has 3 zones. The system is not automatic and currently requires manual shut off. Some valves will likely require updates/leaks.

- Zone 1: 6 greens (holes 3, 4 and 5 require hose watering). Zone 1 is approximately 30 years old.
- Zone 2 and 3, fairways.
    a. Zone 2 was installed approximately 30 years ago
    b. Zone 3 was installed approximately 12 years ago.

The Head Greens keeper is willing to meet with any bidder to answer questions at a mutually convenient time if not available for scheduled site visit.

4. **Clubhouse: what are the well and septic capacity? Could the residential kitchen be upgraded to commercial? Has the property held a liquor license before?**

The club house is on town water.

There is a functioning septic system. The town is working to understand the age and capacity of the septic system.

No, the club house has never held a liquor license.

Yes, kitchen can be updated depending on bidders CIP. The kitchen is not in operation today.

5. **Under the NNN structure, is the leasehold subject to property tax, and if so, who pays it?** No, please also consult Real Property Tax Law § 406(1). However, quarterly municipal water units and metered usage rates will apply.

6. **Would the Town consider a base rent that steps up after the 36-month CIP period?**

Town is open to all creative proposals, financial structures and CIPs as stated in the updated RFP. Please also see previously published questions and answers. Also, please see answers to already published questions

7. **Is the optional rope tow proposal scored separately, or does leaving it out lower the overall score?**

Leaving it out does not lower overall bidder's score.

8. **Do New York prevailing wage requirements apply to operator staff or to CIP construction?**

Please consult NYS Labor Law. Under capital improvements on municipally owned land, leased to a private operator generally trigger prevailing wage obligations under one of two legal frameworks: **Article 8 "Public Work"** or **Section 224-a (Covered Private Contracts)**

For operational employees, please consult NYS Labor Law Article 9 (Building Service Work). For example, NYSDOL often classifies the **golf course superintendents, landscapers, and groundskeepers** as building service workers as opposed to Pro shop attendants, general managers, tournament coordinators, bartenders, restaurant servers, and administrative office staff who may not fall under NYS prevailing wage schedules. They are subject to standard NYS minimum wage and overtime laws. Final determinations can be made upon understanding the final structure of the bidder's offer and contract.

9. **Will any current Town golf staff be available to transition to the operator?** Yes, please also see answers to already published questions and answers.

2024 GOLF COURSE SALES SUMMARY

DATE	MEMBER-SHIP	CART PATH FEES	GREEN FEES	CARTS	CLUB RENTAL	MERCHAN-DISE	FOOD/ SNACKS	CARD SERVICE FEE	GROSS SALES	SALES TAX	ADJUST	NET SALES/ DEPOSIT	BANK DEPOSIT MADE	CREDIT CARD SALES	SQUARE FEE	SQUARE DEPOSIT
May-24	$ 8,940.00	$ 1,200.00	$ 4,900.00	$ 3,250.00	$ 36.00	$ 142.00	$ 31.00	$ 258.00	$ 18,757.00	$ 274.96	$ (132.61)	$ 18,899.35	$ 9,606.27	$ 9,293.08	$ 242.17	$ 19,141.52
Jun-24	$ 10,560.00	$ 2,400.00	$ 9,940.00	$ 5,360.50	$ 165.00	$ 485.00	$ 90.50	$ 436.60	$ 29,437.60	$ 426.08	$ 39.86	$ 29,903.54	$ 19,647.64	$ 10,255.90	$ 271.69	$ 30,175.23
Jul-24	$ 4,200.00	$ 400.00	$ 24,230.00	$ 14,570.00	$ 315.00	$ 882.75	$ 439.00	$ 1,199.35	$ 46,236.10	$ 1,252.10	$ (69.18)	$ 47,419.02	$ 20,141.73	$ 27,277.29	$ 729.92	$ 49,316.75
Aug-24			$ 19,000.00	$ 11,942.00	$ 315.00	$ 436.50	$ 99.00	$ 939.00	$ 32,731.50	$ 1,021.80	$ (61.02)	$ 33,692.28	$ 14,277.42	$ 19,414.86	$ 519.84	$ 34,212.12
Sep-24			$ 6,410.00	$ 5,962.00	$ 15.00	$ 219.50	$ 54.50	$ 355.50	$ 13,016.50	$ 500.08	$ (13.06)	$ 13,503.52	$ 6,435.49	$ 7,068.03	$ 190.13	$ 13,693.65
Oct-24	$ 550.00	$ -	$ 1,571.00	$ 1,825.00	$ 60.00	$ 46.75	$ 18.00	$ 114.00	$ 4,184.75	$ 170.98	$ (5.17)	$ 4,350.56	$ 2,667.63	$ 1,682.93	$ 46.27	$ 47,905.77
TOTALS	**$ 24,250.00**	**$ 4,000.00**	**$ 66,051.00**	**$ 42,909.50**	**$ 906.00**	**$ 2,212.50**	**$ 732.00**	**$ 3,302.45**	**$ 144,363.45**	**$ 3,646.00**	**$ (241.18)**	**$ 147,768.27**	**$ 72,776.18**	**$ 74,992.09**	**$ 2,000.02**	**$ 149,768.29**

11/19/2024 Soda Machine $ 263.25

After Hours Greens Fees-course closed $ 59.00

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2025 GOLF COURSE SALES SUMMARY

DATE	MEMBER-SHIP	CART PATH FEES	GREEN FEES	CARTS	CLUB RENTAL	MERCHAN-DISE	FOOD/ SNACKS	CUSTOM AMOUNT	CARD SERVICE FEE	GROSS SALES	SALES TAX	ADJUST	NET SALES/ DEPOSIT	BANK DEPOSIT MADE	CREDIT CARD SALES	SQUARE FEE	SQUARE DEPOSIT
May-25	$ 12,360.00	$ 1,800.00	$ 3,639.00	$ 2,040.00	$ -	$ 94.00	$ 17.00	$ 5.00	$ 213.86	$ 20,168.86	$ 172.08	$ (36.18)	$ 20,304.76	$ 11,725.41	$ 8,579.35	$ 223.31	$ 8,356.04
June-25	$ 9,360.00	$ 1,800.00	$ 10,310.00	$ 6,316.00	$ 165.00	$ 386.00	$ 49.00	$ 26.00	$ 424.88	$ 28,836.88	$ 516.48	$ (1,290.65)	$ 28,062.71	$ 11,425.98	$ 16,636.73	$ 440.68	$ 16,196.05
July-25	$ 2,100.00	$ 200.00	$ 24,010.00	$ 13,608.00	$ 465.00	$ 861.00	$ 95.50	$ 37.00	$ 664.28	$ 42,040.78	$ 1,187.96	$ (43.72)	$ 43,185.02	$ 15,206.38	$ 27,978.64	$ 781.01	$ 27,197.63
August-25	$ 120.00		$ 21,870.00	$ 13,690.00	$ 135.00	$ 464.00	$ 112.50	$ 175.51	$ 637.10	$ 37,204.11	$ 1,152.60	$ (199.36)	$ 38,157.35	$ 12,409.54	$ 25,747.81	$ 716.37	$ 25,031.44
September-25			$ 7,250.00	$ 4,818.00	$ 75.00	$ 70.50	$ 93.50	$ 12.00	$ 207.30	$ 12,526.30	$ 417.89	$ (35.90)	$ 12,908.29	$ 4,487.83	$ 8,420.46	$ 235.77	$ 8,184.69
October-25			$ 2,330.00	$ 1,630.00	$ 30.00	$ 37.00	$ 43.00		$ 52.30	$ 4,122.30	$ 139.20	$ 0.20	$ 4,261.70	$ 2,125.78	$ 2,135.92	$ 61.05	$ 2,074.87
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TOTALS	**$ 23,940.00**	**$ 3,800.00**	**$ 69,409.00**	**$ 42,102.00**	**$ 870.00**	**$ 1,912.50**	**$ 410.50**	**$ 255.51**	**$ 2,199.72**	**$ 144,899.23**	**$ 3,586.21**	**$ (1,605.61)**	**$ 146,879.83**	**$ 45,655.51**	**$ 89,498.91**	**$ 2,458.19**	**$ 87,040.72**