

REQUEST FOR PROPOSALS (RFP)
Middleton Golf Course
Town Administrator
Town of Middleton, MA

Addendum #1
April 18, 2019

This Addendum #1 addresses questions raised since the release of the RFP and corrects typographic errors in the RFP.

1. Is historical financial data available from the prior owners/operators of Middleton Golf Course?
 - A. Available financial data is limited. The Town acquired Middleton Golf Course in order to develop a municipal complex on the property. The course was not acquired as a turnkey golf operation and it was not the Town's original intent to operate the course. The following data is available:
 - a. Rounds Played

Rounds Played	
2018	29,191
2017	32,844
2016	33,863
2015	35,285

- b. Net Operating Income

Net Operating Income*	
12 Months Ending March 31	
2018	\$182,717
2017	\$172,923
2016	\$159,780

* Net Operating Income is pre-debt. No expenses have been deducted for mortgage interest or depreciation and the Town does not know if there is debt on the property.

- c. Fees: The posted rate for 2018 (the last full season) was \$35 for 18 holes. The operators provided credits, memberships, and other discounts to certain groups and individuals. The financial impact of these inducements is not known.
 - d. Carts: Gasoline-powered carts were available for rent at \$12/round.

2. Four (4) typographic errors were noted in Attachment D:
 - A. Page 13, heading: Line 2 of the heading should read “MIDDLETON GOLF COURSE”
 - B. Page 13, par. 1, line 3 should read: “Essex County”
 - C. Page 17, clause VI, par. 2 should read: “Payments shall be made to: Andrew J. Sheehan, Town Administrator, 48 South Main Street, Middleton, MA 01949”
 - D. Page 18, clause VIII, Notices, For the Town should read: “Andrew J. Sheehan, Town Administrator, 48 South Main Street, Middleton, MA 01949”
3. All other dates, provisions, and requirements of the FRP remain unchanged.

END OF ADDENDUM #1