

OFFICE OF THE CITY MANAGER  
DES MOINES, IOWA

ITEM 78

CITY COUNCIL COMMUNICATION 97-492  
OCTOBER 6, 1997 AGENDA

SUBJECT:	TYPE:	SUBMITTED BY:
GRANDVIEW AND WAVELAND GOLF COURSE PROFESSIONAL CONTRACT EXTENSION	◆ RESOLUTION ORDINANCE RECEIVE/FILE	DONALD TRIPP PARK AND RECREATION DIRECTOR

**SYNOPSIS —**

Approve a one year extension of the Grandview and Waveland golf professional's contract.

**FISCAL IMPACT —**

\$70,000 contract payment; 5% of revenues over 1995 season's adjusted revenue base; and, up to \$5,000 bonus. Average annual expenses and revenues for the three fiscal years FY1995-97 have been \$1,039,165 and \$1,064,570 respectively. These numbers are operational figures and do not include long term debt for irrigation improvements. Irrigation revenues have exceeded annual debt payment needs.

**RECOMMENDATION —**

Approve.

**BACKGROUND —**

By Roll Call 95-247 dated January 16, 1995, the City of Des Moines authorized a three year Agreement with concessionaire Robert Vanscoy to operate the clubhouse operations for Grandview and Waveland golf courses. The Roll Call included an option to renew for two consecutive years, each of one year duration, at the sole discretion of the City.

Mr. Vanscoy's agreement is that he manages only the clubhouse operations and not the maintenance of the golf courses. Mr. Vanscoy collects all revenues on behalf of the City and receives a flat fee for his services. All expenses to operate the non-maintenance function are reimbursed to Mr. Vanscoy.

The Park and Recreation Department has evaluated the performance of the concessionaire to date and finds it to be excellent. Elements examined in the performance evaluation included: changes in rounds, revenues, and expenses; preparation of and adherence to budgets; customer relations; observance of administrative operations and procedures; facility maintenance; and equipment cleanliness. Over the three year period examined, Mr. Vanscoy has been instrumental in improving the profitability of the two courses.

Extension of the contract does not require any changes from the current agreement.