



**CITY COUNCIL  
COMMUNICATION:**

**ITEM \_\_\_\_\_**

**OFFICE OF THE CITY MANAGER  
CITY OF DES MOINES, IOWA**

**98-510**

**SYNOPSIS -**

**AGENDA:**

Approve a one-year extension of the A.H. Blank golf professional's contract.

NOVEMBER 16, 1998

**FISCAL IMPACT -**

**SUBJECT:**

Contract payment of \$3,430 as consideration for attendant on duty receiving greens fees; City receives all badge and greens fees revenue, 16 percent from cart rentals, 12 percent from food and beverage, 10 percent from lessons, and 3 percent from Pro Shop. Average annual expenses and revenues for the four fiscal years (FY) 1995-1998 have been \$311,966 and \$326,413, respectively. These numbers are operational figures and do not include long-term debt for irrigation or facility expansion. Irrigation revenues have met annual debt payment over the four-year average.

A.H. BLANK GOLF  
COURSE PROFESSIONAL  
CONTRACT EXTENSION

**TYPE:**

**RESOLUTION  
ORDINANCE  
RECEIVE/FILE**

**RECOMMENDATION -**

**SUBMITTED BY:**

**Approval.**

DONALD M. TRIPP  
PARK AND RECREATION  
DIRECTOR

**BACKGROUND -**

By Roll Call No. 95-103 and No. 95-104, dated January 3, 1995, the City authorized a three-year Agreement with concessionaire Ned Chiodo to manage the clubhouse operations and golf course maintenance for A.H. Blank Golf Course. The roll calls included an option to renew the Agreement for two consecutive years, each of one-year duration, at the sole discretion of the City. By Roll Call 97-321 dated September 22, 1997, a one-year extension through November 30, 1998 was approved. On September 8, 1998, by Resolution No. 98-194, the Park

and Recreation Board approved the final one-year extension.

Mr. Chiodo's agreement at A.H. Blank Golf Course differs from that for the other City golf courses in that he manages both the clubhouse operations and maintenance of the golf course. His financial arrangement also differs in that he collects and pays a percentage of all revenues to the City, except badge and greens fees (see FISCAL IMPACT above). At Waveland and Grandview Golf Courses, the City receives all revenue and pays the concessionaire a flat fee. All expenses, except the concessions operation at Blank, are reimbursed to the two managers by the City.

The Park and Recreation Department has evaluated the performance of the concessionaire to date and finds it to be satisfactory. Elements examined in the performance evaluation included: changes in rounds (up 22 percent), revenues (up 5 percent), and expenses (up 1 percent); preparation of and adherence to budgets; customer relations; observance of administrative operations and procedures; facility maintenance; and equipment repair and cleanliness.

Over the four-year period examined, Mr. Chiodo has been instrumental in raising the quality and profitability of A.H. Blank Golf Course. Several improvements to the course have been made, including adding bunkers, ponds, new practice green, and tree planting. He fulfilled a contract obligation to build a banquet facility at his own expense. It is now operating and providing additional revenues. Staff training and public relations have steadily improved.

No changes were required for extension of the contract.