

**CITY COUNCIL  
COMMUNICATION:**

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

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

**98-533**

**SYNOPSIS -**

**AGENDA:**

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

DECEMBER 7, 1998

**FISCAL IMPACT -**

**SUBJECT:**

This extension includes a \$70,000 contract payment; five percent of revenues generated over 1995 season's adjusted revenue base; and, up to \$5,000 bonus. Average annual expenses and revenues for the four fiscal years 1995-98 have been \$1,085,111 and \$1,109,150, respectively. These numbers are operational figures and do not include long-term debt for irrigation improvements. Irrigation revenues have met annual debt payment over the four-year average.

GRANDVIEW AND  
WAVELAND GOLF  
COURSE PROFESSIONAL  
CONTRACT EXTENSION

**TYPE:**

**RECOMMENDATION -**

*RESOLUTION*  
ORDINANCE  
RECEIVE/FILE

**Approval**

**SUBMITTED BY:**

**BACKGROUND -**

DONALD M. TRIPP  
PARK & RECREATION  
DIRECTOR

By Roll Call 95-247 dated January 16, 1995, the City of Des Moines authorized a three-year Agreement with concessionaire Robert Vanscoy to manage 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. By Roll Call 97-3358 dated October 6, 1997, a one-year extension through January 15, 1999, was approved. On September 8, 1998, by Resolution No. 98-193, the Park and Recreation Board approved the final one-year extension.

Mr. Vanscoy's agreement is that he manages only the operations of the clubhouses 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 satisfactory. Elements examined in the performance evaluation included: changes in rounds\* (down 6 percent at Grandview, down 4 percent at Waveland), revenues\* (up 1 percent at Grandview, up 57 percent at Waveland\*\*), and expenses\* (up 11 percent at Grandview, up 58 percent at Waveland\*\*); preparation of and adherence to budgets; customer relations; observance of administrative operations and procedures; facility maintenance; and equipment cleanliness. Over the four-year period examined, Mr. Vanscoy has been instrumental in raising the quality and profitability of the two courses. Several changes and improvements have been made including: maintaining and enhancing the clubhouse facilities (repair shop on site, restrooms and kitchen renovated and modernized, air conditioning installed); implementing policy changes (spikeless shoes, limiting private cart registration, fees and charges); and working cooperatively with grounds keepers to improve course playing conditions. Mr. Vanscoy has employed staff who embrace the strong public relations philosophy he dictates. In light of several new golf courses being built over the past four years in the Des Moines area, particularly in the area of Grandveiw Golf Course, he has been able to garner and maintain a strong and loyal patronage to these courses.

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

\*Changes calculated by comparing 1998 season to 1995 season.

\*\*Percentages reflect change in management in which the City began paying for concession staff, supplies, and cart leasing while receiving 100 percent cart and

concession revenues.

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