



Agenda Item:

41

## COUNCIL COMMUNICATION City Manager's Office

### GENERAL INFORMATION

Agenda Date: 11/08/04  
No.: 04-579  
Agenda Item Type: Resolution  
No.:

Communication

Roll Call

Submitted by: Donald M. Tripp, Park and Recreation Director

### SUBJECT—

Golf Course Management Renewal Agreements

### SYNOPSIS—

Approval of the Golf Course Management Renewal Agreements with Ned Chiodo, (dba Southern Golf) for A.H. Blank Golf Course and Robert Vanscoy for Grandview and Waveland Golf Courses.

### FISCAL IMPACT—

There is no fiscal impact as this action approves a five-year extension of the current golf course management contracts and funding provided in the adopted golf enterprise budget.

### RECOMMENDATION—

Approval

### BACKGROUND—

On January 3, 2000, by Roll Call No. 00-073, the Des Moines City Council approved the Golf Management Agreements with Ned Chiodo (dba Southern Golf) for A.H. Blank Golf Course and Robert Vanscoy for Grandview and Waveland Golf Courses. The original "Agreement" allowed

for a one-time renewal for a period of five years. Pursuant to paragraph I of the 2000 Agreement, the term of these Agreements shall be from January 16, 2005 until January 15, 2010, with no renewal periods. All terms and conditions of the 2000 Agreements shall remain in full force and effect.

On October 6, 2004, the Citizen Golf Advisory Committee recommended approving the Golf Management Renewal Agreements. Staff also recommends approval of these Renewal Agreements.

Under the terms and conditions of the Agreement with Ned Chiodo for A.H. Blank Golf Course, the contractor provides management of the Golf Course Pro Shop and maintenance operations including scheduling tee times, management of food and beverage operations, and course maintenance. The City receives 100 percent of green fees, 16 percent of carts, 12 percent of food and beverage and 3 percent of Pro Shop sales. The City also reimburses Mr. Chiodo for his direct expenses related to golf course maintenance activities.

Under the terms and conditions of the Agreement with Robert Vanscoy for Grandview and Waveland, the contractor provides management of the Golf Course Pro Shop operations including scheduling tee times, management of food and beverage operations with the City providing the maintenance for each course. The City receives 100 percent of green fees, carts, food and beverage sales and 3 percent of Pro Shop sales. Under the terms and conditions of the Management Agreement, Mr. Vanscoy is compensated:

- \$81,000 plus cost of living allowance (2004, 2005)
- \$83,000 plus cost of living allowance (2006, 2007)
- \$85,000 plus cost of living allowance (2008, 2009)

Additionally, Mr. Vanscoy is eligible for annual bonuses based on his performance of the Pro Shop operations and increases in revenues within the food and beverage operations at Grandview and Waveland Golf Courses.