



Roll Call Number

25-1688

Agenda Item Number

25

Date December 22, 2025

**APPROVAL OF MANAGEMENT AGREEMENT FOR
A.H. BLANK, BRIGHT GRANDVIEW, AND WAVELAND MUNICIPAL GOLF COURSES
WITH C CORPORATION, AND APPROVING AN EXCEPTION TO THE PROCUREMENT
ORDINANCE COMPETITIVE PROCUREMENT PROCESS FOR GOOD CAUSE**

WHEREAS, the Parks and Recreation Department is charged with providing recreational opportunities and leisure activities throughout Des Moines; and

WHEREAS, the Parks and Recreation Department operates and maintains public golf courses in order to provide for such opportunities and activities, including the A. H. Blank Golf Course, Bright Grandview Golf Course, and Waveland Municipal Golf Course (collectively “Golf Courses” or “Courses”), and the City desires to engage a competent and qualified professional golf course management company to operate and manage the Golf Courses, and provide all services and maintenance for the Courses, which include the clubhouses, other buildings, and all related facilities, fixtures, amenities, and features; and

WHEREAS, the City and C Corporation are currently entered into two management agreements for the Courses, and wish to replace the existing agreements to address new Capital Improvement Projects and other innovations at the Courses while retaining C Corporation as the City’s golf concessionaire; and

WHEREAS, City staff and C Corporation have negotiated an Agreement to provide C Corporation with extended management and concessionaire rights for operation and management of the Courses, which Agreement replaces the existing agreements, commences on January 1, 2026 and remains effective through December 31, 2040 with the opportunity for negotiation of two consecutive five-year renewal terms; and

WHEREAS, said management agreement with C Corporation, in substantially the form on file with the City Clerk, continues the same or better operation and management requirements for the Courses as included in the existing agreements; updates to the Information Technology requirements in Course operations; annual revenue sharing with the City of eleven percent (11%) of all gross revenues, except annual revenue sharing of three percent (3%) of gross revenues for merchandise, excluding sales tax; and \$1.00 per paid green fee to be provided by C Corporation to City for the City’s Golf Enterprise Fund reserved for Course enhancements and upgrades; numerous in-kind contributions to be made by C Corporation to the City including a golf tournament, clubhouse events, golf passes, and clinics for the benefit of the City and City residents; and contribution by C Corporation of no less than \$1,500,000.00 for Capital Improvement Projects to be undertaken at the Courses, as agreed upon between the City and C Corporation, over the duration of the initial term of the agreement; and

WHEREAS, the City Manager recommends that the above-described concessionaire agreement for management of the Courses between the City and C Corporation be exempted from the competitive procurement requirements for good cause shown, pursuant to Section 2-710(b) of the Des Moines Municipal Code.

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NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Des Moines, Iowa that:

1. Good cause has been shown to exempt the procurement of concessionaire services for operation and management of the City's Golf Courses from the Procurement Ordinance competitive request for proposals process.
2. The Management Agreement for A.H. Blank, Bright Grandview, and Waveland Municipal Golf Courses with C Corporation, in substantially the form on file with the City Clerk, is hereby approved, and the Mayor and City Clerk are authorized and directed to sign and attest to the final form of said Agreement, respectively, on behalf of the City.
3. The City Parks and Recreation Department Director and his designee(s) are authorized and directed to administer and monitor concessionaire compliance with said Agreement on behalf of the City.
4. The City Manager, City Parks and Recreation Department Director, and City Engineer are authorized to act as respectively assigned in said Agreement.
5. C Corporation is hereby authorized to complete the Capital Improvements Projects on the Golf Courses during the initial term as set forth in the Management Agreement, in full compliance with the Agreement terms related to said work.

(Council Communication No. 25-471)

Moved by Gatto to adopt.

APPROVED AS TO FORM:

Second by Voss.

/s/ Glenna K. Frank

Glenna K. Frank

Deputy City Attorney

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COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
BOESEN	✓			
COLEMAN	✓			
GATTO	✓			
MANDELBAUM	✓			
SIMONSON	✓			
VOSS	✓			
WESTERGAARD	✓			
TOTAL	7			

MOTION CARRIED

APPROVED

Connie Boesen

Mayor

CERTIFICATE

I, LAURA BAUMGARTNER, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

Laura Baumgartner

City Clerk