



Meeting Date: January 9, 2017

Report No. CC-17-09

Agenda Item No. 9-c

Status: General Orders

Purpose: Provide Information on the Management and Operations of Lakeside Golf Course

Background Summary: Lakeside Golf Course operating revenue has improved significantly over the past five years; however, a City subsidy is still needed. There is also a significant capital expense looming next fiscal year to replace worn out maintenance equipment.

Given these issues, a Request for Proposals was issued seeking a golf management company. This has been done in other cities including some in Oklahoma, and has often resulted in savings to those cities. We received the two proposals attached to this report. Each company will make a presentation and provide Council an opportunity to ask questions. The table attached to this report provides a basic analysis of the costs of continued operation by the City or operation by a management company.

Henderson Golf offers a fixed fee and covers the anticipated capital expense. Orion Management offers an opportunity for the City to share in increased revenue, but these are potential benefits that cannot be predicted at this time and the City must still cover the capital expense.

Budget Impact: No budget impact at this time.

Prior Council Action or Part of an Approved Project: No

Related: NA

Recommendation: The purpose of this report and the interviews is to provide information. Council can direct staff to begin negotiations with one of the two golf management companies, continue with operations as-is, or delay a decision to later date after taking time to consider the options.

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Reviewed by: Dan Blankenship, Melissa Reames

Submitted by: Norman McNickle, City Manager

Attachments: Request for Proposals and responses; Cost analysis