



**Meeting Date:** March 20, 2017

**Report No.** CC-17-40

**Agenda Item No.**

**Status:** General Orders

**Purpose:** Recommend entering into negotiations with Henderson Golf for management 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 and two proposals were received. Each company made a presentation and was interviewed by Council at the regular meeting of January 9<sup>th</sup>.

Councilors Wedlake and Joyce met on February 27<sup>th</sup> with the City Attorney and staff to discuss the proposals and determine a recommendation. It is recommended that the City enter into negotiations with Henderson Golf for the following reasons:

- Henderson Golf knowledge of the local market conditions and community.
- Support for Henderson Golf expressed by Lakeside patrons.
- Henderson Golf proposal to cover pending \$600,000 capital equipment cost.
- Henderson Golf proposal will fix the City's annual operating cost at \$120,000.

**Budget Impact:** None at this time.

**Prior Council Action or Part of an Approved Project:** No

**Related Items:** [CC-17-09](#)

**Recommendation:** It is recommended that the City enter into negotiations with Henderson Golf for management of Lakeside Golf Course. A proposed contract may be brought back to Council for consideration upon completion of the negotiations.

**Prepared by:** John McClenny, Special Projects Director

**Reviewed by:** Councilor Joyce, Councilor Wedlake, City Attorney John Dorman

**Submitted by:** Norman McNickle, City Manager