

CITY COUNCIL COMMUNICATION 97-481  
SEPTEMBER 22, 1997 AGENDA

SUBJECT:	TYPE:	SUBMITTED BY:
A.H. BLANK GOLF COURSE PROFESSIONAL CONTRACT EXTENSION	◆ RESOLUTION ORDINANCE RECEIVE/FILE	DONALD TRIPP PARK AND RECREATION DIRECTOR

**SYNOPSIS —**

Approve a one-year extension of the A.H. Blank golf professional's contract.

**FISCAL IMPACT —**

Average annual expenses and revenues for the three fiscal years (FY 1995-97) have been \$306,400 and \$333,375, respectively. These numbers are operational figures and do not include long-term debt for irrigation installation or facility expansion.

**RECOMMENDATION —**

Approval.

**BACKGROUND —**

By Roll Call Nos. 95-103 and 95-104, dated January 3, 1995, the City of Des Moines authorized a three-year agreement with concessionaire Ned Chiodo to manage the clubhouse operations and golf course maintenance for A.H. Blank Golf Course. The roll calls included an option to renew the agreement for two consecutive years, each of one-year duration, at the sole discretion of the City.

Mr. Chiodo's agreement at A.H. Blank Golf Course differs from that for the other City golf courses in that he manages both the clubhouse operations and maintenance of the golf course. His financial arrangement also differs in that he collects all revenues, except badge and greens fees, and pays a percentage of them to the City. At Waveland and Grandview golf courses, the City receives all revenues and pays the concessionaire a flat fee. All expenses, except the concessions operation at Blank, are reimbursed to the two managers by the City.

The Park and Recreation Department has evaluated the performance of the concessionaire to date and finds it to be excellent. Elements examined in the performance evaluation included: changes in rounds, revenues, and expenses; preparation of and adherence to budgets; customer relations; observance of administrative operations and procedures; facility maintenance; and equipment repair and cleanliness. Over the three-year period examined, Mr. Chiodo has been instrumental in improving the profitability of A.H. Blank Golf Course.

No changes were required for extension of the contract.