City Council Introduction:

Public Hearing:

Date Factsheet Prepared:

BILL NUMBER: 15R-9

FACTSHEET

TITLE: Professional Services Agreement with **Jonathan Benson** for Golf Professional Services at **Mahoney Golf Course**

BOARD/COMMITTEE:

APPLICANT: Lynn Johnson, Parks and Recreation Director

RECOMMENDATION:

STAFF RECOMMENDATION: Approval

OTHER DEPARTMENTS AFFECTED:

SPONSOR:

OPPONENTS:

REASON FOR LEGISLATION

DISCUSSION / FINDINGS OF FACT:

The proposed resolution authorizes execution of a Service Agreement with Jonathan Benson for Golf Professional services at Mahoney Golf Course for a four year period from February 1, 2015 through December 31, 2018. The agreement authorizes as Mr. Benson as Manager to operate the clubhouse, operate the driving range, and to provide golf instruction. Clubhouse operations include food and beverage service, and display and sale of golf-related merchandise. The Manager derives the revenue from these activities as an independent contractor.

The approach to compensation is incentive-based. The Manager receives a payment per round played at the golf course, a percentage of golf cart rental fees, and an incentive payment for achieving high ratings on point-in-time surveys in the categories of customer service, food and beverage service, merchandising, and cleanliness of the clubhouse facility. The Manager also may receive an additional incentive payment per round played at the course if the total number of rounds played during the calendar year exceeds an identified threshold.

The Manager will pay to the City a percentage of driving range revenue to assist with facility maintenance costs, and a payment per registrant in group golf lessons to assist with marketing and promotion of player development programs.

The agreement includes termination provisions for cause, for convenience and for lack of funds.

POLICY OR PROGRAM CHANGE: ____Yes X No

OPERATIONAL IMPACT ASSESSMENT: The proposed service agreement continues the practice of Lincoln City Golf of contracting with private Golf Professionals for golf business services. The proposed service agreement utilizes an incentive based approach providing compensation to the Manager.

COST OF TOTAL PROJECT: The projected annual payment to the Manager based on the target number of 39,000 rounds played at Pioneers Golf Course is $66,144.

RELATED ANNUAL OPERATING COSTS:

SOURCE OF FUNDS:

CITY: Golf Enterprise Fund

NON CITY:

FACTSHEET PREPARED BY: Lynn Johnson

DATE: 12/23/14

REVIEWED BY:

DATE: