

Golf Management Committee Meeting Minutes

Wednesday, November 20th, 2024

9:00 AM Haymaker Golf Course

Attendees in person: Cody Hasten, Zach Patterson, Drew Pickle, Hayley Powell, Ian Landy, Christy Ringer, Lisa Popovich, Christy Ringer

Attendees on teams: Nella Poquette, Alan Koermer, Katie O'Hara

- **Public Comment: N/A**
- **Administrative Business**
 - F&B Contract/Proposals Review
 - All 3 proposals were discussed
 - Proposal is well received by Golf Management Committee
 - a. Concern of cost of management fee
 - i. Supplemental for management fee would need to be approved prior to signing the contract
 - ii. The proposal aligns with other rates with the removal of management cost of \$200,000
 - Should the current restaurant business model be reevaluated?
 - a. A reconstruction of the contract would require approval from council and shift current financial processes completely
 - City would prefer straight lease vs. revenue sharing although both are options
 - Important for verbiage to be clear on necessary items such as designated operating hours, communication between the two entities etc.
 - Most of the current restaurant equipment is owned by Ski Corp
 - a. Us or new concessionaire would need to purchase this equipment back
 - Landlord vs. Partnership model
 - a. A landlord model would assume more risk for the concessionaire
 - b. Partnership would include more guarantee for both parties with shared revenue
 - Next Steps
 - a. Further conversation between both parties is necessary to discuss both options
 - b. decide model that would work best for both parties
 - c. We will need to respond by the deadline
 - i. Plan to respond with three counters prepared

- d. Total F&B revenue for Haymaker included year round operations
 - i. Summer & Winter

Meeting Adjourned: 10:00am

Next Meeting: December 4th @ Parks & Rec Conference Room –8:30am