

Long-Term Lease of Municipal Golf Courses

City Council

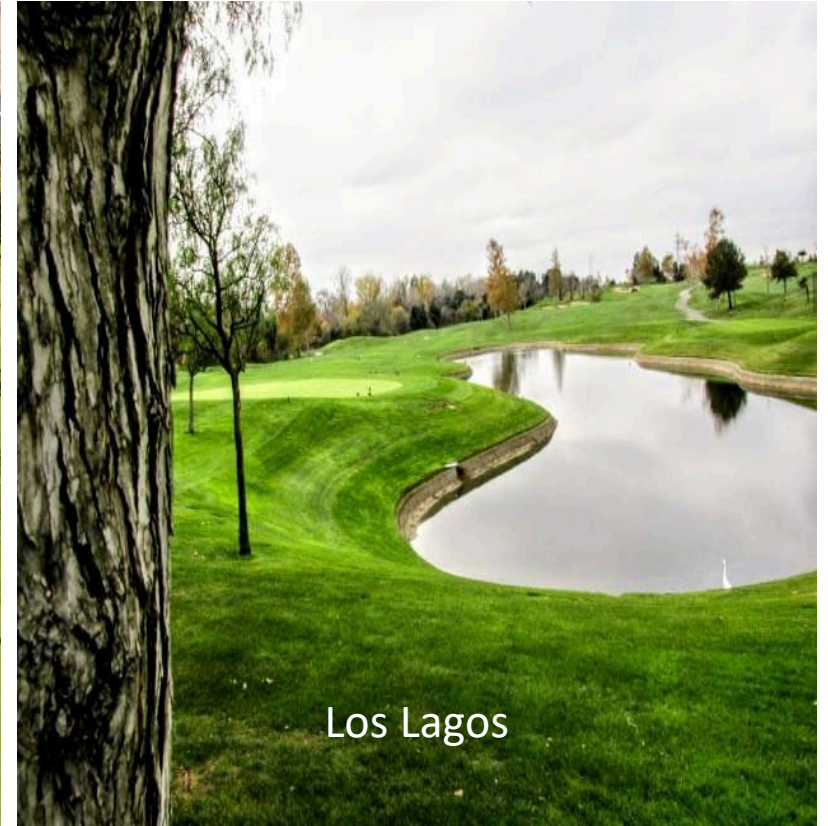
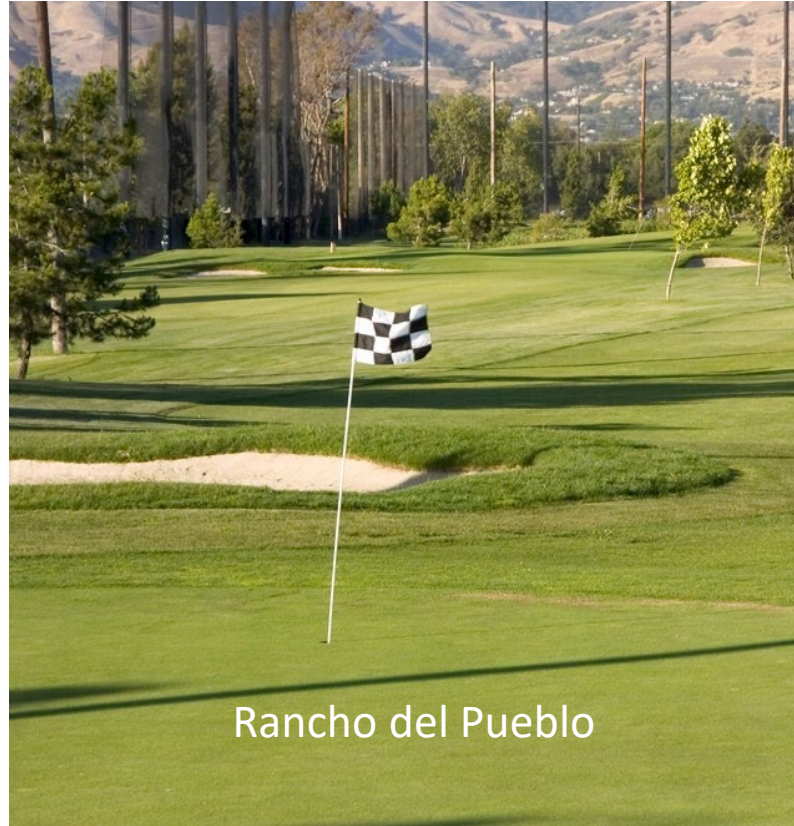
March 14, 2023

Jon Cicirelli, Director

Avi Yotam, Deputy Director

Dominique Pacolba, Interim Parks Manager

San José's Municipal Golf Courses



Golf Courses: Loss of Customers and Revenues Requires a New Strategy (September 2015)

Finding: The City needed a new golf strategy

- Nationwide people played less golf than before
- The City's subsidies were increasing
- The City faced policy choices for how to best use scarce land

Request for Proposal Results

Organization Name	Points (out of 100)
CourseCo, Inc.	93.44
Touchstone Golf, LLC	76.57
Golf Automation, Inc.	40.85

Key Terms in Negotiated Lease Agreement

**Lease
Term**

**Capital
Investment**

**Community
Use**

**Payments
to the City**

**Environmental
Stewardship**



Recommendation

(a) Accept the report on the Golf Course Management, Operations and Maintenance Services Request for Proposal process and results.

(b) Adopt a resolution authorizing the City Manager, or designee, to negotiate and execute a lease agreement, and all other necessary and/or ancillary documents, with CourseCo, Inc. for the three City-owned golf courses (Los Lagos, Rancho del Pueblo, and San José Municipal) that substantively conforms to the key terms negotiated by staff, which include ensuring and expanding community use, as described in the staff memorandum.



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