

## **Agenda item #5 establishing fees:**

### Motion:

The fee schedule for golf course “Snack Bar (Food and Beverage)” and “Pro Shop Merchandise” shall be  
“To be determined by Golf Course Manager with approval of City Manager”

### Rationale:

The people who know best what is piling up in inventory and what is flying off the shelves are the people working at the golf course. They should have the flexibility to place sale prices on the items that aren't moving and to set prices at market rate when they are in high demand. They have the incentive to put the right pricing on these items to maximize the profitability of the operation.

The existing language, if it is enforced, which requires prices be based on cost precludes such flexibility. Why have such a stipulation unless someone is going to spend time justifying what the costs are and ensure we are complying with a 40% markup?

Changing to a more flexible pricing arrangement is consistent with the Special Events fee policy which uses the same language I am proposing here.

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