



**Item 10.1**

**APPROVAL OF AGREEMENT WITH  
AMERICAN GOLF CORPORATION FOR  
OPERATION OF LAS PALMAS  
MUNICIPAL GOLF COURSE**

Mike Pacheco, Director of Community Services





# Recommendation

Adopt a resolution to execute an amendment to the agreement with American Golf Corporation for the maintenance and operation of the National City Golf Course to extend the agreement by Five-Years.



# Key Terms - Financial

- Agreement extended an additional five (5) years, through February 28, 2031.
- Annual rent increase to \$100,000 per year.
  - \$28,000 increase
- Standardized 10% gross revenue share across all income categories.
  - F&B + pro shop = Estimated \$15,000 increase
- Revenue has grown over 42% since FY2022, reaching \$217,838 in FY2025

# Key Terms – Capital Improvements

- New fund requiring 2% of monthly gross income for capital improvements.
- Based on survey of golfers.

#1 Tee Bridge Replacement	(Not included in total)
Tee Leveling & Renovation	\$95,000
Bunker Drainage Installation	\$61,000
Clubhouse Restrooms	\$50,000
Driving Range Refurbishment	\$40,000
Monument Sign Refurbishment	\$20,000
Parking Lot Resurface	\$10,500
<b>TOTAL ESTIMATED COST</b>	<b>\$276,500</b>

TOGETHER  
**WE  
CAN!**

# Key Terms

- The city has the right to make emergency repairs without AGC prior permission and AGC must pay the full cost.
- Added a comprehensive indemnity provision requiring AGC to defend, indemnify, and hold harmless the City, its officers, and employees against claims arising from AGC's operations.
- Added monthly coordination meetings between City staff and AGC management to discuss operations, revenues, maintenance, and community programming.
- Added an annual review meeting with the City to assess golf course fees to ensure compliance with the original lease intent and market conditions.

**TOGETHER  
WE  
CAN!**

# Key Terms – Free Golf Lessons

- Language added to existing section that this provision only applied during the first 5 years, to reflect the current practice.
- Golf lesson program specifically for the youth of National City throughout the duration of the lease.
- The program is coordinated with the Community Services Department.
- No Cost to the City.

April 21, 2026



**NATIONAL CITY**  
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**NC YOUTH GOLF Club**

**6-WEEK SESSION**

**AGES 5-10**  
Monday 5:30-6:30 pm

**AGES 11-14**  
Wednesday 5:30-6:30 pm

Register:  
[joinnatcity.com](http://joinnatcity.com)



National City Residents only  
\$10 per participant, per session

All new participants will receive a National City Youth Golf Club polo shirt.

National City Golf Course  
1439 Sweetwater Road National City, CA 91950

Communityservices@nationalcityca.gov  
619-336-4290



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