



# WASHOE COUNTY

Integrity Communication Service

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## STAFF REPORT

BOARD MEETING DATE: June 23, 2026

**DATE:** June 3, 2026

**TO:** Board of County Commissioners

**FROM:** Eric Crump, Director, Community Services Department

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**THROUGH:** Dave Solaro, Assistant County Manager

**SUBJECT:** Recommendation to approve an Agreement for License and Professional Management Services for Sierra Sage Golf Course between Mazz Sierra Sage, LLC, doing business as Mazz Golf Management, and Washoe County for full management of Sierra Sage Golf Course, located at 6355 Silver Lake Road in Reno, Nevada. The proposed Agreement is for an initial term of 15 years beginning July 1, 2026, and a 10-year extended term, for a total of 25 years. Contractor will pay 10% of gross revenue on Green Fees collected, and payments will be made monthly through the term of the agreement. Contractor will pay a Capital Replenishment Payment of \$16,942.60 per month beginning on July 1, 2027, throughout the balance of the term of the contract [\$203,311.24 per year; \$4,879,468.80 over the contract term of 25 years]. Contractor will also deposit \$18,000 annually in a Capital Improvement Fund, held by the Contractor in a fiduciary capacity on behalf of the County. The Capital Improvement Fund will be used to make mutually agreed upon improvements to the course. Beginning in year 1 of the agreement, the County will initiate major capital improvements to the Course, not to exceed \$3,000,000.00.  
(Commissioner District 5) FOR POSSIBLE ACTION

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## SUMMARY

Staff is requesting that the Board of County Commissioners approve an Agreement for License and Professional Management Services at Sierra Sage Golf Course (Agreement) for an initial term of 15 years beginning July 1, 2026, and a 10-year extended term, for a total of 25 years. The Agreement is for full management of the Sierra Sage Golf Course by Mazz Golf Management (Contractor). Mazz Golf Management has been operating Sierra Sage Golf Course since 2009, and the current contract expires on June 30, 2026. The Agreement is based on an unsolicited proposal that was submitted by the Contractor. The objective of the proposal is to fund and complete much needed capital improvements to the course. These improvements generally include safety netting along the eastside of the driving range, providing protection to the adjacent private property, and paved cart paths throughout the course. The County approved a \$3,000,000.00 transfer out from the

AGENDA ITEM # \_\_\_\_\_

General Fund to the Golf Fund to fund these capital improvements, and the Contractor will pay a monthly replenishment payment beginning in year two and throughout the terms of the agreement. The replenishment payments will total \$203,311.24 annually and \$4,879,468.80 over the terms of the Agreement. The County will fund, manage and deliver all aspects of the capital improvements in collaboration with the Contractor and pursuant to NRS 338, and the County shall have final authority on all aspects of the capital improvements and use of funds. All improvements will be owned by the County.

The Agreement requires the County and the Contractor to meet every five years throughout the terms of the Agreement to discuss and negotiate any material changes that are needed based changes in circumstances such as drastic regional economic changes, changes in water supply, or significant issues related to performance. This report provides an overview of the proposed agreement, which is intended to ensure the long-term, sustainable operation and management of Sierra Sage Golf Course through a public-private partnership model.

The Agreement is structured to provide operational stability, encourage reinvestment in course facilities, and foster collaborative planning for capital improvements. Staff has prepared this item to facilitate Board consideration of the proposed agreement, which is designed to balance fiscal responsibility, community benefit, and the ongoing viability of the County's golf course operations.

The action supports **Washoe County's strategic objective of Stewardship of Our Community** by promoting responsible management of public recreational assets.

### **PREVIOUS ACTION**

On May 19, 2026, the Board of County Commissioners approved the Fiscal Year 2026-27 Final Budget which included a \$3,000,000.00 transfer out from the General Fund to the Golf Fund (one-time).

On May 23, 2023, the Board of County Commissioners approved the Third Amendment to the Golf Management License and Services Sierra Sage Golf Course Agreement between Washoe County and Cal-Mazz Golf Management, LCC, doing business as, Mazz Golf Management. The Third Amendment reduced the payment of fees associated with utilizing effluent water provided by the City of Reno by passing along credit realized by Washoe County properties in the South Truckee Meadows Effluent system due to waiver of fees for calendar year 2023 by resolution (R23-02) and any future year actions by the Board of County Commissioners.

On January 17, 2023, The Board of County Commissioners (Board) adopted Resolution R23-02 to temporarily remove reclaimed water use rates for the 2023 irrigation season in the South Truckee Meadows Service Territory.

On October 26, 2021, The Board approved an amendment to extend the period of performance from June 30, 2021 to June 30, 2026.

On May 10, 2011, the Board approved an amendment to the Agreement for License and Professional Management Services at Sierra Sage Golf Course with Mazz Sierra Sage, LLC for full management of Sierra Sage Golf Course for a ten (10) year period commencing on July 1, 2011 through June 30, 2021, and further ordered that provisions

be added for a Golf Percentage Fee to be paid to Washoe County and the implementation of a Capital Improvement Fee for the Golf Course.

On October 27, 2009, the Board approved an Agreement for License and Professional Management Services at Sierra Sage Golf Course with Cal-Mazz Golf Management, LLC, for full management of Sierra Sage Golf Course for a one (1) year period commencing on November 1, 2009 through October 31, 2010 with one (1) additional one (1) year renewal option. The renewal option was exercised in fall of 2010 for the additional year.

## **BACKGROUND**

Over the past several years, the Board of County Commissioners has taken a series of actions to address the management and operational structure of Sierra Sage Golf Course, consistent with the County's authority under Nevada Revised Statutes (NRS) Chapter 244 to contract for the management of public recreational facilities. In 2009, the County entered into a professional management license agreement with Mazz Sierra Sage, LLC for Sierra Sage Golf Course, establishing a framework for contracted operations and maintenance. This agreement was subsequently amended in 2011 and again in 2021 to extend the term, update compensation provisions, and clarify responsibilities related to water use and capital improvements.

The management of Sierra Sage Golf Course has evolved in response to both operational challenges and the County's broader objectives for public recreation assets. Historically, Washoe County has utilized professional management agreements to ensure the effective operation, maintenance, and enhancement of its golf courses, including Sierra Sage. This approach aligns with the County's Strategic direction by establishing terms that protect public interests while promoting fiscal sustainability and community benefit. Over the past decade, the County has refined its contracting model to address lessons learned from prior agreements, particularly regarding the need for clear performance standards, transparent financial arrangements, and mechanisms to support ongoing capital investment.

In addition to contract-specific actions, the Board has also taken steps to support the long-term capital needs of Sierra Sage Golf Course. Most recently, as part of the Fiscal Year 2027 budget process, the Board approved an appropriation to the Golf Fund to provide financial capacity for major capital improvements at Sierra Sage Golf Course. This budgetary action is intended to ensure that the County is positioned to address significant infrastructure needs in coordination with the operational framework established under the management agreement.

The Agreement reflects a continuation of this policy direction, incorporating a public-private partnerships in municipal golf operations. It is designed to provide a stable framework for long-term stewardship of Sierra Sage Golf Course, while ensuring that the County retains appropriate oversight and that resources are available for both routine maintenance and strategic improvements. The agreement structure also supports the County's enterprise fund model for golf operations, which requires that all revenues and expenditures associated with the course are managed independently of the general fund, thereby reinforcing fiscal accountability and minimizing risk to taxpayers. This context informs the current proposal and underscores the County's commitment to balancing

operational efficiency, public access, and the long-term viability of its recreational facilities.

### **FISCAL IMPACT**

On May 19, 2026, the Board of County Commissioners approved the Fiscal Year 2026-27 Final Budget which included a \$3,000,000.00 transfer out from the General Fund to the Golf Fund (one-time).

If the Agreement is approved, the Contractor shall pay to County, 10% of the Gross Revenue. The gross revenue shall be defined as total green fees, ticket and annual fees including tournament green fees less the sum of Capital Improvement Fees collected. This shall be payable monthly and deposited into the Golf Fund (520), Sierra Sage Golf Cost Center (680300), Contract Revenue General Ledger (491215). The revenue offset will pay for major repairs and maintenance as outlined in the agreement.

Effective July 1, 2027, and during all terms of this Agreement, Contractor shall pay to County a monthly Golf Course Capital Replenishment Payment (Capital Replenishment Payment). The Capital Replenishment Payment is based on the use of up to \$3,000,000.00 for major capital improvements to the Course as outlined in Section 7.3 of this Agreement. The Capital Replenishment Payment shall be \$16,942.60 per month, payable no later than the fifteenth day of each month for the preceding month (thereby totaling \$203,311.24 per year). The first payment shall be due no later than August 15, 2027. The total number of monthly payments for the initial term and the extended term shall be 288 and shall total \$4,879,468.80. Revenue will be recorded within the Golf Fund (520), Sierra Sage Golf Cost Center (680300), Golf Capital Replenishment Revenue General Ledger (to be created in coordination with the finance department).

Overall, the fiscal impact of the proposed agreement is expected to enhance the financial stability of Sierra Sage Golf Course operations, support ongoing reinvestment in public recreational infrastructure, and align with the County's strategic objective of maintaining self-sustaining enterprise activities. No adverse impact to the County's general fund is anticipated as a result of this action.

### **RECOMMENDATION**

Staff recommends the Board approve an Agreement for License and Professional Management Services Sierra Sage Golf Course between Mazz Sierra Sage, LLC, doing business as Mazz Golf Management, and Washoe County for full management of Sierra Sage Golf Course, located at 6355 Silver Lake Road in Reno, Nevada. The proposed Agreement is for an initial term of 15 years beginning July 1, 2026, and a 10-year extended term, for a total of 25 years. Contractor will pay 10% of gross revenue on Green Fees collected, and payments will be made monthly through the term of the agreement. Contractor will pay a Capital Replenishment Payment of \$16,942.60 per month beginning on July 1, 2027, throughout the balance of the term of the contract [\$203,311.24 per year; \$4,879,468.80 over the contract term of 25 years]. Contractor will also deposit \$18,000 annually in a Capital Improvement Fund, held by the Contractor in a fiduciary capacity on behalf of the County. The Capital Improvement Fund will be used to make mutually agreed upon improvements to the course. Beginning in year 1 of the agreement, the County will initiate major capital improvements to the Course, not to exceed \$3,000,000.00.

**POSSIBLE MOTION**

Should the Board agree with the staff's recommendation, a possible motion would be: "Move to approve an Agreement for License and Professional Management Services Sierra Sage Golf Course between Mazz Sierra Sage, LLC, doing business as Mazz Golf Management, and Washoe County for full management of Sierra Sage Golf Course, located at 6355 Silver Lake Road in Reno, Nevada. The proposed Agreement is for an initial term of 15 years beginning July 1, 2026, and a 10-year extended term, for a total of 25 years. Contractor will pay 10% of gross revenue on Green Fees collected, and payments will be made monthly through the term of the agreement. Contractor will pay a Capital Replenishment Payment of \$16,942.60 per month beginning on July 1, 2027, throughout the balance of the term of the contract [\$203,311.24 per year; \$4,879,468.80 over the contract term of 25 years]. Contractor will also deposit \$18,000 annually in a Capital Improvement Fund, held by the Contractor in a fiduciary capacity on behalf of the County. The Capital Improvement Fund will be used to make mutually agreed upon improvements to the course. Beginning in year 1 of the agreement, the County will initiate major capital improvements to the Course, not to exceed \$3,000,000.00."