

POLSON - GOLF ADVISORY BOARD

COMMISSION CHAMBERS or Via Zoom

February 17, 2026

12:00 P.M. (NOON)

Join Zoom Meeting: <https://us06web.zoom.us/j/87457290921> : Meeting ID: 874 5729 0921

1. CALL TO ORDER.

[12:00:04 PM \(00:01:45\)](#)

a. Presiding Officer Dave Cottington

2. APPROVAL OF PROPOSED AGENDA

a. By Acclamation

3. PUBLIC COMMENT ON SIGNIFICANT MATTERS TO THE PUBLIC NOT ON THE AGENDA (address items to the Chair. Commission takes no action on items discussed)

4. DISCUSSION: MIXT Proposal for lease/operation of Polson Bay Golf Course

[12:01:06 PM \(00:02:47\)](#)

5. ADJOURNMENT (vote required)

[01:35:51 PM \(01:37:32\)](#)

Next meeting _____

The City of Polson encourages public participation in its public meetings and hearings. In doing so the City holds its meetings in handicapped accessible facilities. Any persons desiring accommodations for a handicapping condition should call the City Clerk at 883-8203 for more information.

MIXT

A Partnership Proposal for Polson Bay Golf Course

Preserving a Community Asset for Future Generations

January 2026



Executive Summary

MIXT Industries proposes a long-term ground lease of Polson Bay Golf Course that provides the City with guaranteed income while preserving community ownership and public access

The Offer

- 99-year ground lease (transferrable)
- \$[500,000] upfront payment at closing
- \$[50,000] annual payments for [10] years
- MIXT assumes all operational responsibility and risk
- Goal of closing prior to June 1, 2026

What the City Keeps

- Ownership of the land
- Tax-exempt status (preserved under ground lease)
- Contractual commitments to public access and local rates
- A golf course that serves the community for generations



Benefits for Polson

Benefits:

- City stops bears all weather and economic risk
- City stops manages 14+ FTE and \$97K administrative overhead
- Proceeds for general fund
- New *local* ownership to spend meaningful capex on both the clubhouse and golf course

Under This Partnership:

Payment Type	At Close	Years 1-10
Upfront	\$500,000	-
Annual	-	\$50,000

10-Year Guaranteed Minimum to City: \$1,000,000

without the operational burden and risk

Our Commitments to Polson

We understand what this golf course means to the community.
These commitments will be written into the lease:

Public Access

- Polson Bay remains a public golf course — no conversion to private or members-only
- Local resident rates preserved
- Tee times remain accessible to the public

Existing Programs Continue

- Youth Golf program
- Ladies Golf program
- Men's League
- Tournament schedule
- Season pass program (individual, couples, family)
- Simulator / Indoor Learning Center

Existing Partnerships Honored

- Pro shop management (Links)
- Simulator partnership (Mission Valley Golf League)
- PGA Pro Staff instruction
- Bunkers Grill operations



What We'll Improve

We're not here to change what works. We want to make targeted improvements that enhance the experience without changing the character

Near-Term (Years 1-2)

- **Course conditioning:** greens, bunkers, cart paths
- **Bunkers Grill investment:** updated menu, improved operations, event catering capability
- **Yield management:** optimize pricing to grow revenue without raising local rates

Medium Term (Years 2-3)

- Cart fleet updates
- Expanded simulator programming
- Corporate outings and tournament growth

What We Won't Do

- ✗ Convert to a private club
- ✗ Price out local golfers
- ✗ Disrupt existing programs or partnerships
- ✗ Chase “destination golf” at the expense of community access

Why Us

MIXT

MIXT Industries

MIXT is the family office investment vehicle for Dallas Tanner, Brad Greiwe and Jonathan Abelman

- **Long-term owners:** we hold for decades, not to flip
- Operational expertise in asset-intensive, real estate-adjacent businesses
- Patient capital aligned with community interests



Dallas Tanner, Managing Partner

Dallas's family has called Polson home since the early 1990s. This isn't a distant investor looking at a spreadsheet, it's a neighbor

- Investor in Sweetens Cove, a 9-hole course in rural Tennessee that was transformed into one of America's most celebrated golf experiences
- Lead partner with direct oversight of this investment
- CEO of Invitation Homes (NYSE: INVH), the nation's largest single-family rental company

Sweetens Cove Case Study

What It Was

- A neglected 9-hole municipal golf course in South Pittsburg, Tennessee (population 3,000)
- The course was struggling financially and faced an uncertain future

What Happened

- A group of private investors, including Dallas Tanner, acquired the course
- They invested in the property while preserving its accessible, community-oriented character
 - no country club pretense, no exclusivity

The Result

- Named “Best New Course in America” by Golf Digest
- Became a national destination, drawing golfers from across the country
- Economic boost to a small rural community
- Maintained its welcoming, unpretentious atmosphere

Polson Bay already has what Sweetens Cove had to create: a stunning natural setting and a loyal local following. We want to build on that foundation

DRAFT



Next Steps

We propose a collaborative process that starts with conversation, not commitment.

Suggested Path Forward:

- **Workshop Session** — Meet with City leadership to discuss structure, terms and questions
- **Community Input** — Present to local golfers and gather feedback before any formal process
- **Term Negotiation** — Refine the proposal based on City priorities
- **Public Process** — Council review and approval as required

What We're Asking:

A conversation to explore whether this partnership serves Polson's interests. No commitment required at this stage

Contact:

Dallas Tanner, tanner.dallas@gmail.com

