

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



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

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