



The Town of Barnstable

Office of Community Services

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Barnstable Golf (Olde Barnstable Fairgrounds and Hyannis Golf Course)

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Youth Services : 508-790-6345

GOLF COMMITTEE

August 11, 2015

Olde Barnstable Fairgrounds Golf Course

Meeting called to order at: 5:30PM

MINUTES

Roll Call: DAVID MILLER Present
 RICHARD ALIBERTI Present
 GEOFFREY CONVERSE Present
 MARY CREIGHTON Present
 EDIN NACAR Present
 EDWARD HICKEY Present
 BRIAN CONWAY Present

ALSO PRESENT: BRUCE MCINTYRE
 CHRIS WHITE
 FRED CHIRIGOTIS

Chair Miller reads statement in accordance with MGL Ch. 30.A.S.20 regarding public taping at meetings- No one responds as taping this meeting

Public Comments: none

Act on Minutes from the June meeting

Motion duly made by Mary to approve the minutes of the June 9th 2015 meeting. Seconded by Edin Nacar Vote: 6 to approve 1 vote no (Richard Aliberti) after they were approved

Richard Aliberti asks if these were the minutes that were tabled in July and if there were any changes made.

Chair Miller explained the contents were not changed just put in the correct order

Act on Minutes from the July meeting

Motion duly made by Mary to approve the minutes of the July 14th 2015 meeting with a spelling change on page 2 and wording change on page 3 requested by Brian Conway. Seconded by Brian Conway Vote: all votes to approve none opposed

Old Business

Proposed Fee Rates by Management: Bruce McIntyre

Bruce hands out and reads the Barnstable Golf Rate/Fee Rationale¹ to the Committee.

Bruce reads the FY 15 Rounds analysis to the committee

66071 Total rounds played at the 2 courses

39091 of them were played by pass holders which equals 60%

25090 were guest rounds which equals 40%, of that 3343 were residents which equals 5%

A total of 65% of the rounds are made up by resident and pass holders rounds

Bruce- We need to keep in mind that the remaining 35% of fee paying customers are contributing more than 50% to our annual operating budget, we do not want to lose any of those tee times. The only change on page 3 is the reduction of the over 80 to include all over 80's at \$500. On the next page we have reduced some of the resident golf fee rates at both courses at certain times by \$5 or more

Olde Barnstable Fairgrounds was ranked at #11 for the top 25 golf courses in New England

The last piece in the Golf Rate/ Fee Rationale handed out is the Marketing Plan. Play Golf on Cape Cod.com is a website that many courses on the cape have started to help promote golf on the Cape. We are still working on stay and play packages with the hotels. We are also working on a press kit and we sat down with Patti Lloyd of the Cape Cod Chamber of Commerce to go over some new ideas and changes on marketing and how to promote golf on the Cape.

Mary Creighton- Has a question on the resident greens fees and the days Sun – Thursday. Should that be Mon-Thurs? Bruce – It is actually starting 1pm on Sunday through Thursday
Chair Miller explains that you can ask questions now then we will discuss and vote

Geoff Converse- Along the same lines on Mary's question there seems to be some confusion of the times and days and when the rates are reduced. Bruce- We will fix that to make it more clear

Brian Conway- Of the 66k rounds is that just counting 18 holes or is it 9 also. Bruce I believe it counts everything. Richard also asks that 9 holes are counted as a round. Bruce explains there are over 200 different types of round classifications that we use if you would like to see them we can furnish that. Chair Miller declines

Brian- on page 2 it talks about general fund tax support it is not a tax credit. Bruce it is not a tax credit it is support to the general fund.

Chair Miller asks the board their opinion on the proposal.

Brian- I like what has been done it is a nice touch for the super seniors well done

Richard- In regards to the super seniors on the plaque upstairs at OBF the super seniors are not being recognized on them. We should be recognizing them, Bruce agrees. Chair Miller explains that those are supposed to be done and supported by the membership association.

Edin Nacar- I believe the simplifying super senior fee is a nice move and the resident offerings are also a nice touch and step in the right direction.

Geoff- How many driving range passes did we have this year did it go up since we lowered the price. Bruce yes it went up and we extended it to 12 months. Geoff-That is great hopefully it will happen with the lowering of the FY16 fees also

Ed Hickey- I was looking at the space around here and is there a way to promote the space for other activities. Chair Miller – We can talk about this at the end. Any comments on the rates? Ed- No it looks good.

Mary Creighton- I believe you listened and it looks good.

Chair Miller- I do like the way it looks but I feel we need to watch the rates for residents and be careful not to lose membership fees.

Golf Advisory Board Vote on 2016 Fee Rates

Chair Miller asks for a motion to accept the package. **Edin makes a motion to accept package 2016 Rates/ Fees Ed Hickey seconds the motion. No Discussion: all voted to accept**

Chair Miller- I would like to hear from Ed Hickey on the space ideas.

Ed Hickey- Has there been any other uses for this space here at OBF or the deck or lobby that could generate revenue? I'm not sure what the rules are but should it be something we look at.

Bruce- This room is not in Ian's contract but he does have the ability to use it. This room has no windows so it has been hard to market; it has been tried in the past by other vendors. Topic Discussed

Chair Miller gave Mr. Hickey and action item on this subject and to report on it next meeting.

New Business

Golf Director's Report Bruce:

-July was another strong month, play has been brisk the course are busy. We are running a promotion still at Hyannis Golf Course \$59 golf, cart and a small bucket. We have been averaging over 40 a day with this special and numbers are rising some days we have seen 80 players. The ADA project is fully underway at Hyannis and we are looking a mid September completion date at this time. We had a large event at Hyannis and the bathroom project did not create any problems. We also hope to get the other two CIP projects started at the courses this fall. The Town of Barnstable architect has been by to take measurement and start up the plans for the two projects.

Richard Aliberti- This building is only 23 years old did the architect put on a 30 or 40 year roof. Bruce the roof on Old Barnstable was a 20 year roof. The new roof will be a lifetime roof. Richard – Did you look at the original spec? Bruce- No I am going with the professionals on this one, if you remember we had many issues in the first few years.

Bruce- The Master Plan will be put back in the FY 17 CIP requests after a market analysis is done.

Chair Miller- Are you doing early sign ups?

Bruce- Starting September 15 there will be early sign up for new members.

Director of Golf Maintenance Report Chris White:

-We got much needed rain today the courses have been in great condition even though we had a few fairways burn out but we got the water to it and did the necessary things to get the moisture back and things are looking good again. We got nice new sand in the bunkers on 13 and edged them out, they are finishing the bunkers on 6 and we completed the fill in on the two back bunkers behind 10 green at OBF. Richard asked if there are any problems on 10 green with the trees. Chris- Over time we have been able to figure out

the program for each green and for the last few years # 10 has been good. We had the new equipment delivered and it has really helped. We put out a bathroom on the back 9 at Hyannis how is it working out I haven't heard anything. Board responds- very good lots of positive feedback. We have a new Grade 5 at OBF Ryan Garvey, he was working at Crosswinds very good kid from Barnstable we are very happy with our hire. We have the Member Guest this weekend so we will be getting both courses ready for that. We got new Rain Bird GSP software so we can shut the water off if it rains from our cell phones which are a big help.

Chair Miller asked about aeration? Chris – We plan on putting it off until after Columbus Day

Chair Miller – There will be new addition to the agenda

- **Matters not reasonably anticipated by the Chair**

Fred Chirigotis- That is an open meeting law requirement you want to be careful and not get into to in depth a conversation, you want to hear it then put it on the agenda for next month

Geoff Converse- Ranked #11 is very good

Closing Public Comments: None

MOTION TO ADJOURN DULY MADE BY Geoff Converse SECONDED BY Mary Creighton

Vote: so voted unanimously

Adjourn: Time 6:32PM

Next Golf Committee meeting scheduled Tuesday, Sept 8, 2015 at Olde Barnstable Golf Course

Respectfully submitted
Wayne R. Malcolm
Recording Secretary

Public files are available for viewing during normal business hours

** Further detail may be obtained by viewing the video via Channel 18 on demand or at
<http://www.townofbarnstable.us/GolfCommittee> **

¹ Barnstable Golf 2016 Rate Fee Rationale