



The Town of Barnstable

Office of Community Services

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Recreation:	508-790-6345	Veteran's Service:	508-778-8740
		Youth Services :	508-790-6345

GOLF COMMITTEE

July 12, 2016

Olde Barnstable Fairgrounds Golf Course

Meeting called to order at 5:30pm

Minutes: Approved

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, NANCY BEACHAMP

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: Paul Ruane- Hands out the scholarship recipients information chosen by the Membership Association and gives a background about the recipients, Robert Harrington and Cooper Blaze. Paul also requests donations from the Town of Barnstable Golf Division for the next scholarship tournament. Bruce explains that he needs approval in order to do so and will do so. Geoff Converse asked about the other high schools in the area and if they are included. Paul explains they have only received applications from Barnstable High School

Act on Minutes from the June 2016 meeting

Motion duly made by Brian Conway to approve the minutes of the June 14th 2016 meeting. Seconded by Edward Hickey Vote: so voted unanimously

Chair Miller introduces Richard Singer and Ed Gatherall from the National Golf Foundation. They were selected to complete the Market Analysis for the Hyannis Golf Course.

Richard Aliberti asked what the ultimate goal of the work they will be doing here.

Richard Singer explained how they will provide information to the Town of Barnstable to help them make the right decision on the future of Hyannis Golf Course.

Geoff Converse asked about the access to the information they have. Richard Signer: Yes, and we will be applying some of our finding and information directly to your facility

Final Committee Initiatives for FY17 –Chair Miller: The first two initiatives are good and all set, who would be in charge of the First Tee School Program initiative for FY 17. Geoff Converse, Richard Aliberti, and Edin Nacar all volunteer to help with the First Tee School Program initiative.

Fee Rate Discussion for 2017

Chair Miller asks for ideas; Geoff Converse asked about the rates at Dennis and why the annual pass is lower than ours

Bruce explains the difference between the two places and how different they really are.

Edin Nacar- suggested blocking off more time for non members and generates more revenue

Brian Conway- we are in a competitive market and making Hyannis better to draw more play is a great thing to do

Chair Miller asked the committee for ideas on non member and greens fees

Mary Creighton asked for the expenses that the increases will support

Bruce- There is plenty of time to discuss the rates before we have to make a decision. Bruce gives some current price comparisons around the cape and where Barnstable Golf fits in. An increase is going to be necessary, costs are going up and our tee time rates are lower than many of our competitors so there is room for an increase. Chair Miller agrees that going up on prime time green fee rates at Olde Barnstable is a good idea, Hyannis is different.

Brian Conway- Discounting at Hyannis is a good idea, room for flexibility with prices

Edin Nacar- A modest increase is inline, but not sure if our audience is the same as down cape

Financial Report - Nancy Beauchamp

-Hyannis Golf Course achieves gross revenues of over \$1,453,000.00 for FY 2016. Rounds for 2016 were also the highest at 30,134 Rounds. Great golf weather has also helped out both restaurants. We received \$6128 from Scott at Hyannis for going over his revenue threshold, Philbricks also did very well. Both course exceeded there revenue projections and made their budget. Rounds were up 7% and of the 4000 rounds more we did last year, 62% of that was member play. Chair Miller asked about the numbers on the weekend and how much money would be potentially lost if there were was a wash out weekend.

Director of Golf Report- Bruce McIntyre

-Bruce thanks the staff for the great work they are doing. New awning here at Obf installed before the July 4th weekend. Water bottle filling station to be ordered for OBF, water is available in the lobby at both pro shops at our cost. We just did filming for Golf Destination TV and that will be airing this Sunday. National Golf Foundation is here today and Wednesday to get as much information as they can for the market analysis. The Town Architect is working on our Capital Improvement Plans exclusively right now and hopefully work will start this fall. Mary Creighton asked when the water station will be installed. Bruce- about 2 weeks after it's delivered hopefully.

Director of Golf Maintenance Report – Chris White

-The rain we just got helped the course come back a little. The staffs are the smallest they have been it the history of Barnstable Golf and there is only so many things we can do. We hope to re edge some of the bunkers at OBF that we have done in the past so they don't get bad. We will be watering during the day so please be patient. Also at Hyannis we are filling in bunkers and putting sod down soon in areas that need it. Ed Hickey asked about labor. Chris- we are not getting any applicants, it is very hard to find help on Cape Cod.

Bruce – Thanks Rich Mandell, who is not here now, but flew up today for the meeting with the National Golf Foundation.

MOTION TO ADJOURN duly made by Geoff Converse SECONDED BY Mary Creighton

Vote: so voted unanimously

Adjourn: 6:39 PM

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> **