



The Town of Barnstable Office of Community Services

367 Main Street, Hyannis, MA 02601
Lynne M. Poyant, Director
Office: 508-862-4956
Fax: 508-862-4782



Barnstable Golf (Olde Barnstable Fairgrounds and Hyannis Golf Course)	508-362-2606	Marine & Environmental Affairs:	508-790-6272
Hyannis Youth & Community Center:	508-790-6345	Senior Services:	508-862-4750
Recreation:	508-790-6345	Veteran's Service:	508-778-8740
		Youth Services :	508-790-6345

GOLF COMMITTEE

July 11, 2017

5:30PM

Olde Barnstable Fairgrounds Golf Course

Minutes: Approved

Roll Call:	DAVID MILLER	Present
	RICHARD ALIBERTI	Present
	GEOFFREY CONVERSE	Present
	MARY CREIGHTON	Present
	BRIAN CONWAY	Present

ALSO PRESENT: BRUCE MCINTYRE, CHARLES THOMPSON, JAMES BENTLEY

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: n/a

Act on Minutes from the June 2017 meeting: n/a TO BE REVIEWED NEXT MONTH

Election of Board Officers FY18-

Chair Miller asks for nominations for Golf Committee President.

-Geoff Converse nominates David Miller, Mary Creighton seconds the nomination. No other nominations for president. Richard Aliberti: move to close, seconded by Geoff Converse. Vote: all vote unanimous to close

Chair Miller: vote for Chair Miller as President VOTE: so voted unanimously

Chair Miller asks for nominations for Vice President

-Geoff Converse nominates Mary Creighton, seconded by Brian Conway. No other nominations for Vice President. Richard Aliberti: move to close, seconded by Geoff Converse Vote: all vote unanimous to close

Chair Miller: vote for Mary Creighton as Vice President VOTE: so voted unanimously

Recap of Hyannis Rehabilitation Status-McIntyre

HYANNIS GOLF COURSE REHABILITATION/RESTORATION TIMELINE

6/20/17

2005 - The Town of Barnstable purchases the 40 year old Hyannis Golf Course property to prevent development and protect groundwater.

FY07 - Golf Enterprise fund assumes full operational control of Hyannis GC. Golf Division spends over \$400,000 from original loan and appropriation order to purchase turf maintenance equipment and infrastructure improvements to be able to operate.

FY11 - As Director of Maintenance, I initiate a push for the renovation of HYGc due to serious concerns over deterioration of irrigation system, bunkers, cart paths, etc.

FY12 – As Director of Golf, I start researching options and methods used to accomplish golf course renovations. I spoke to golf course construction companies and golf course architects. We need a vision & master plan.

FY13 – A CIP submittal was made for the renovation of Hyannis Golf Course to include a new irrigation system, bunker renovation, installation of forward tees, new cart paths and select tree removal. This was done utilizing 5 years of experience with the Hyannis property, observations, comments, and my professional expertise in the field of Golf Course Management. The submittal was rejected by the Budget Director for lack of back-up. I was directed to solicit an RFP for a Master Plan for Hyannis GC.

FY14- The Master Plan for the rehabilitation of Hyannis GC was completed in August 2014 by Richard Mandell Golf Architecture from Pinehurst, NC (\$30,000).

FY15- A CIP submittal was made for the rehabilitation of Hyannis GC based upon the findings contained in the Master Plan which echoed those previously made by the Golf Division. The proposal was not recommended by the budget task force.

FY16- Another CIP submittal was made and the project was deferred.

FY17- Once again the Golf Division submits a CIP request for the rehabilitation of Hyannis GC. The project was recommended by the budget task force but was again deferred due to funding issues. The Golf Division was directed to solicit an RFP for a market analysis and operational review with the emphasis on determining ROI if project is undertaken. National Golf Foundation completes a Market Analysis for Hyannis GC improvements (\$25,000) in October, 2016.

FY18- CIP submittal made and again deferred due to funding. CFAC recommends completing project as soon as funding can be determined. A meeting with CPC to request funding assistance took place over this past winter. Finance Director Mark Milne, Community Services Director Lynne Poyant and CPC Chairman Lindsey Counsel attended. Golf may be bundled with other recreation/ball field renovations in the future, no guarantees though.

The proposed Hyannis rehabilitation project is estimated at \$4 million. If CPC granted us half, the Golf Division would assume half. Debt service on \$2 million is estimated at \$140K per year for 20 years. The NGF report states that the Barnstable Golf Division should see an increase of approximately \$400K per year post rehabilitation.

We are at the maximum rates we can charge based upon conditions. We should not anticipate revenue increases in the future unless something is done to Hyannis GC.

It is an underutilized facility for a reason. It can easily handle 10,000 more rounds/year. This represents our future growth potential. The golfing public is aware of our shortcomings.

If we have to wait 2 more years for CPC involvement/assistance the cost will be closer to \$5 Million.

OBF is 25 years old and will need renovations in the near future to avoid becoming the next Hyannis GC. Decisions need to be made ASAP on Hyannis; otherwise we should consider scrapping the plan and turn our focus to OBF.

Our neighboring municipalities have all recently started or completed similar projects. The Towns of Yarmouth, Dennis and Sandwich are all in the process of renovating their golf facilities. Harwich and Brewster have already completed major upgrades.

We are in a high golf course density area and we all compete for the same golfers. Customers have many options to choose from all within 20 minutes of our 2 golf courses.

- Chair Miller asked Bruce to go over the financial numbers –
- Bruce reads the below statement prepared by Nancy Beauchamp

Revenues:

Year to Date (July –June):

- YTD combined revenues are slightly favorable to budget by .2%. While OBF is favorable by \$23,810, HY is unfavorable by (\$17,376). As stated at the last meeting, this statistic is “breakeven” for the year. Total Rounds were negative by a combined (994), OBF was down by a total of (1,442) while Hyannis once again went over 30,000 rounds with a positive 448. The weather in May played a big part in the number of negative rounds for OBF. OBF Greens Fee Revenues are favorable by \$7,748 to Budget due to rate increases. While Hyannis rounds increased, Greens Fees were below budget by -4.8% as a result of discounts offered. Memberships are better than last year’s number by 2. Combine Membership Fee Revenue is \$19,192 higher than budget due to the Fee increase.
- Hyannis Pro Shop Clothing and Equipment, Shoes etc. Revenues YTD are once again running strong with a 41.9% increase over budget. Clothing is 35.8% better and Equipment, Shoes, Balls and other Taxable Items are at 45.2%. It was a good year for Restaurant Rent also; we received a commission check from Scott at June 30th of \$7,432.15 which exceeded FY 2016 by \$1,303.65.
- Areas of improvement at OBF are in Golf Carts, Pro Shop Equipment, and Tournaments.

Combined Surplus:

- OBF is reflecting a positive Surplus of \$175,925 and HY unfavorable amount of (\$131,740) for a combined favorable variance of \$44,185. There were unanticipated Irrigation repairs incurred this year that the Director of Finance, Mark Milne, allowed us to expense through the Operating Accounts. We are also seeing our Unemployment and Health Insurance costs increase over Budget.

Management is very happy that Fiscal Year 2017 has come in at budget as it has been challenging in many respects with unexpected repairs, increases in Benefits, decreases in Season Labor due to difficulty in hiring Seasonal Employees, and fluctuations in Revenue numbers.

Areas of Note:

- The average number of combined rounds has increased every month; 327.2 ave. per day for June; 244.6 at May 31st; 186.4 at April 30th; from 78.9 as of 3/31. **As of July 9, 2017 the combined ave. is 405.8.**
- Rain Days: April 7
 May 10
 June 4

We experienced 20 days out of 70 equating to 23% rainy days of that time period.

Continued Discussion of Fee Rates for 2018:

Chair Miller- now that we have heard some of the finances , I think we are in line with our fees and we could raise the fee \$1 and generate more revenue or leave it the same. Topic discussed
 Brian Conway: I went to the chamber and looked for information at the exit 6 and the people working there were not too informed on the golf course literature. Brian talked about promoting the course and being Visible, viable, and a vital part of the community
 Bruce: Potential 2018 rates and changes
 - Non resident super senior rate
 - Change the junior rate structures and adding a pass that's \$130 for the younger juniors
 - A super pass or an all in one membership

- Continue to inform, educate and advise the town residents, town councilors, and the members of Barnstable Golf of the benefits to rehabilitating Hyannis Golf Course.
- Develop a recommendation to the Town Manager for the 2018 golf rates

Chair Miller asks for a motion:

Motion to accept made by Mary Creighton seconded by Geoff Converse

Vote: all vote unanimous to accept the initiatives

Director of Golf Report- Bruce introduces James Bentley and Charles Thompson

-Bruce thanks the staff for another incredible year. FY 17 represents another successful year and there are so many accomplishments and improvements at the facilities we do hope everyone has started to take notice. It is that time of year again to vote for the top 25 Best New England Public Golf Courses. Please vote and help us get the word out.

Chair Miller asked about upcoming events: Bruce: The quota league is up to 177 members and is going along very well. The 25th anniversary tournament registration forms are out. It is an affordable event and will be a lot of fun.

Richard Aliberti- Asked Bruce if he had spoken to Lynne about the First Tee Sign. Bruce: If we can get it approved by the town we would have no problem

Golf Maintenance Report –

Chuck Thompson- Chuck gives a brief summary of some of the projects going on at Hyannis Golf Course and explains some things that happened when we got 4 inches of rain.

James Bentley- James gives a summary of the projects going on at OBF and how they fared with the 4.5 inches of rain.

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

Vote: so voted unanimously

Adjourn: 6:45pm

Respectfully submitted

Wayne R. Malcolm

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> **