



Town of Barnstable Barnstable Golf

Hyannis Golf Course, 1840 Route 132, Hyannis, Ma 02601 (508) 362-2606
Olde Barnstable Fairgrounds Golf Course, 1460 Route 149, Marstons Mills, Ma 02648 (508) 420-1141
Director of Golf: Jesse Schechtman

Golf Committee September 13th 2022 Meeting Called to order; 5:30pm Minutes; Draft

Chair Hochstein reads statement in accordance with MGL Ch. 30.A.S.20 regarding public taping at meetings- No one responds as taping the meeting. Chair Hochstein also reads the executive order on remote participation via zoom and that the meeting is being recorded and will air on channel 18 after the meeting concludes

Roll Call:	GEOFFREY CONVERSE	Absent
	JOHN COOKSON	Present
	KEITH HOCHSTEIN	Present
	SUSANNE CONLEY	Present
	MARK BUSHWAY	Present
	BILL SYLVA	Present
	JASON AUBEE	Present

ALSO PRESENT; JESSE SCHECHTMAN, JAMES BENTLEY

Public Comments; NONE

Act on Minutes from the August 9th 2022 meeting

Motion duly made by Jason Aubee to approve the minutes of the August 9th Golf Committee meeting seconded by Susanne Conley.

Roll Call Vote; ALL VOTE YES

Susanne speaks about the Cuda Classic, scheduled for Oct 4, to benefit the Cuda Women's Health Center (breast cancer treatment, research). Last year's event raised over \$10,000. She implored everyone to support the event. Also spoke about the Turkey Open. Entry fee is a \$25 gift card to a local grocery store, which are then in turn donated to local food pantries. Two great events worth supporting.

Keith reiterates the positive community impacts of the Golf Division.

Keith opens the floor the 2023 Rates & Fees discussion.

Susanne asks about the potential position changes on the budget calendar. Jesse explains that deadline represents proposed changes to the personnel side of the budget, and the only potential item we have is that of custodial support, as we currently have none. The committee expressed surprise to hear that the Town does not provide any custodial support to the Golf Division.

Bill asks how the proposed increases to the fees are arrived at. Jesse explains that it is basically an exercise in matching forecasted expenses.

Mark and Jason both acknowledge rising costs on the expense side of the budget. Jesse says he will be submitting a rather aggressive increase to several line items.

Mark and Jason inquire about the creation of a “premium” membership level which gives better access to the first block of tee times, especially on the weekends. Jesse says he doubts the Town would be in support of anything that creates inequity in level of access, but he will ask the question.

Mark asks about capping the number of non-resident passes sold. Jesse says he would prefer to increase the price instead.

Susanne says we shouldn't rule out increasing resident fees, and asks about the creation of a revolving account for the pro shops. Jesse said he looked into it and it probably won't happen.

Jesse speaks about the difference in member cart prices between the two courses and that he'd like to get them equal.

Jesse says he will put some “options” on paper for the October meeting.

Keith says he is opposed to any resident pass increases mainly because of the currently strong financial position. Asks Jesse to provide a three year synopsis on pass fees at the next meeting.

John speaks about the amount of deferred maintenance and the option of using surplus funds to address said issues. Keith notes that at the end of the day it is not our call what get approved/financed.

John asks if the increases in rates/fees has a direct relationship with the increase in expenses. Jesse says not necessarily, as surplus is always used to balance the budget – there has never been a year in which revenue alone is forecasted to cover all expenses.

Susanne speaks about how noticeable the deferred maintenance is, and how it's confusing to many passholders why we have so much money in surplus while there are clearly so many needs

Director of Golf Maintenance Report – James Bentley

James provides the latest drought status report, which explains maximum allowed watering levels on certain parts of the golf courses.

Seeding along with organic fertilizer application will occur at both courses very soon, and we are confident the fairways will come back.

We've finally received just about all of the equipment from the OBF package, which is far better and more efficient than the current equipment.

We will be applying to become Audubon certified golf courses, making us one of very few municipal courses in Massachusetts. This will take anywhere from 6 – 24 months to become official, as site visits are required.

Director of Golf Report- Jesse Schechtman

Reciprocal play is set to begin this coming week, is a great opportunity to check out the other Muni's on Cape.

Once again we'll be running the early signup program. Starting on October 1st, anyone not currently active in our Chelsea system can purchase a 2023 annual pass and basically play from the time of purchase until the end of this coming March for free.

Our facilities hosted over 25,000 in July and August alone.

In August both courses outperformed forecasted revenues by over \$20,000 each, putting us about \$150,000 ahead of schedule for the current fiscal year.

FY22 is still in the process of being closed out, so our reserve fund balance is yet to be certified, but my math tells me it's going to come in north of \$2.3M.

We are currently looking to purchase a new tractor. The cost is \$42K, and that's with about \$8K worth of trade-in allowance from some of our older equipment.

CIP submissions – for those newish here a CIP is anything \$50K or over that doesn't fit into the regular operating budget. We have four CIP items: Turf maintenance equipment package at Hyannis, cart barn at OBF, irrigation needs at OBF, and storage building(s) for equipment. Of those four items, the equipment package is a slightly different animal financially as we are currently in the last year of payments for the prior package. This means that \$62K will be freed up entering into FY24, and the goal is to simply roll that into a new package.

The other items are a bit trickier in that we would be taking on more debt (that is of course assuming we go the financing route rather than using reserve funds). James and I will be meeting with Mark Milne in a few weeks to go over these things.

Decision Packages are an entirely different concept. These are changes to operating line items, be it either one time or recurring moving forward. An example of a one-time item is this current year's budget includes \$35K for a new awning over the back deck at Hyannis which we are hoping to have installed in the spring.

I'm currently working on three decision packages for FY24, none of which are one-time – these are all increases to specific line items that are necessary to match rising costs moving forward. The line items are – credit card processing fees (\$34K), utilities (\$25K), and the new cart lease (\$38K). Those decision packages alone represent a \$97K increase to the FY24 budget, and this is before any increases in salaries and benefits OR any financed CIP submissions. This is why I think it's so important to utilize the reserve funds as much as possible and finance as little as possible.

James notes that current lead times for any major equipment is 14-16 months.

John asks about the surplus money – is it in a stand alone account and is it earning interest. Jesse said yes and yes. Last year we earned about \$10,000 in interest.

MOTION TO ADJOURN duly made BY Bill Sylva SECONDED by Jason Aubee.

Roll Call Vote: All in favor

Adjourn; 6:46 pm

Respectfully submitted

Susan Shanley

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> **