



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 October 11th 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	Absent

ALSO PRESENT; JESSE SCHECHTMAN, JAMES BENTLEY

Public Comments; NONE

Act on Minutes from the September 13th 2022 meeting

Motion duly made by Susanne Conley to approve the minutes of the September 13th Golf Committee meeting seconded by John Cookson.

Roll Call Vote; ALL VOTE YES

Jesse covers main points of the rate and fee proposal: No changes to resident annual passes other than the driving range. Increases to non-resident annual passes, public cart fees, and the off season resident greens fee.

Bill asks about the young adult 27-30 rate. Jesse says those are only for those grandfathered in, there are very few people it applies to.

Bill asks about a discount for first responders / military. Jesse says we do have an active military discount for greens fees, but nothing for annual passes.

Mark asks how revenue/rounds are forecasted. Jesse says typically using the last two years of actuals.

John asks about what appears to be a discrepancy in the June / FY22 year-end financial report with regards to total revenue and expenses. Jesse says he will look into it and have an answer next meeting.

John mentions he has been on the committee and talking about bunker improvements for a long time, warns against depleting the surplus with other projects before addressing this. Jesse says this will be an FY25 CIP.

Susanne says we should be careful not to rely on the surplus for recurring expenses, and asks how our greens fees compare to our municipal neighbors. Jesse says the fees are very similar. Susanne says given the additional cost of the Environmentally Sustainable Land Management Plan, we should not be afraid to go up on prices.

Keith reads two questions from absent committee member Jason Aube: Did we ever get an answer on the premium membership concept. Jesse says the Town will never go for anything that gives certain people better access than others. The second question was that of the creation of a revolving account for the golf shops. Jesse says he may have overstated the need for it and does not believe it to be a high priority. Most merchandise shortages have been due to supply chain issues, not lack of funds.

Bill asks how can we justify raising rates for non-residents but not residents. Jesse says because we are simultaneously reacting to rising costs while preserving affordable access for our residents.

Bill Sylva asks why May 1 – May 11 has its own rate. Jesse says we can't go to full rate just yet at that time because the aeration hasn't fully healed yet.

Mark Bushway makes a motion to increase the non-resident annual passes (adult and family) by approximately 9.5%. John Cookson seconds. Vote: Mark, John, Susanne YES, Keith and Bill NO. 3-2 yes.

Keith asks about our YTD surplus (revenue above forecast). Jesse says \$200K through the end of the first quarter.

Susanne makes a motion to accept all other rate and fee recommendations. Mark seconds. All vote yes.

Director of Golf Maintenance Report – James Bentley

Seeding of the fairways went very well.

We are still technically in a drought status.

The cart path project has started, albeit slowly.

Aeration at OBF (greens) went very well, moving to Hyannis next week.

Still planning on building a forward tee on #5 at Hyannis.

Director of Golf Report- Jesse Schechtman

September was another strong month, with each course exceeding budgeted revenue by around \$30K.

That means that first quarter of FY23 is in the books, and we're off to a great start with revenue sitting at over \$200K above forecast.

The Monday Quota League brought in over \$60K this season – huge thank you to Tom Rourke and Mike Collopy.

New on-course signage at Hyannis. Mostly directional type stuff that was long overdue and definitely a big help to those who aren't familiar with the course. Work to replace the main entrance sign at Hyannis will begin tomorrow.

MOTION TO ADJOURN duly made BY Bill Sylva SECONDED by Mark Bushway.

Roll Call Vote: All in favor

Adjourn; 6:59 pm

Respectfully submitted

Susan Shanley