



# 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**  
**August 9, 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,  
JESSE SCHECHTMAN, MERRY HOLWAY

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

Chair Miller Announces there will be no February 2017 Golf Committee meeting and also congratulates membership association on a great Scholarship tournament. During that tournament an employee of the golf course was verbally abused by a member of the association. I want to go on record saying that there is no place for that kind of behavior at the course.

Public Comments- NONE

Act on the Minutes from the July 2016 meeting

**Motion duly made by Mary Creighton to approve the minutes of the July 12th 2016 meeting.  
Seconded by Edin Nacar Vote: so voted unanimously**

Fee Rate Discussion for 2017

Chair Miller – After Bruce presents the recommendations by the staff we can discuss the fees

**Bruce- FY 2016 Recap: Report handed out to the Committee - Exhibit 1**

Since 2012, rate and fee adjustments have occurred on an every other year schedule. In 2016 we did not increase any fees. This formula has resulted in an average annual fee increase of about 2%. This has enabled us to keep up with increases in salaries & wages, health insurance, increased costs of goods and services, facility improvements and needed turf maintenance equipment.

Our two courses hosted 70,789 rounds for FY16. This represents a 7% increase in play over last year. The weather last year was excellent for golfing well into the fall. For the first time in the last 3-4 years we had a mild winter followed by a good spring with the exception of April. A full 2/3 or 62.5% of the increase in rounds were played by Annual Pass Holders. Annual Passes run on a calendar year basis. As of August 8 there were a total of 1,141 Pass holders vs. 1,110 last year. All major Pass Holder categories showed an increase over last year except non-resident juniors and non-resident young adults. Annual Pass numbers remain healthy.

As was stated prior to the start of FY16, the budget was aggressive both in terms of revenue projections and expenses. Projected revenues for the year were \$3,117,356. At year's end we had generated \$3,182,978 with revenues exceeding budget by \$65,622 or 2.1%. Golf Management strives to exercise sound fiscal practices but in FY16 we had to deal with several unexpected issues. For example: An irrigation pump motor at OBF burned out this spring. It cost \$7,500 to repair. A second minimum wage increase was made within the same fiscal year totaling \$21,430. We had to make numerous repairs to the HVAC system at the Hyannis clubhouse building totaling over \$5,000. We absorbed these expenses in the operating budget and did not exceed approved expenditures. The staff did an excellent job of monitoring payroll and expenses to ensure we stayed within the approved budget. Overall, considering we had the turf maintenance equipment and capital improvement bond obligations to cover starting in FY16, along with all of the unanticipated expenses, Management views the year as a success.

### **FY 2017 Current Budget Year**

Once again, as in FY16, the FY17 operating budget is aggressive both in terms of revenue projections and expense levels (Refer to worksheet 1). Olde Barnstable was once again voted by readers of NEGM as one of the top 25 public places to play in New England. This is the 4<sup>th</sup> year in a row we have made the list. This year we cracked the top10! OBF continues to be a destination for avid golfers throughout the region. The Town of Barnstable should be proud of this achievement. 2017 will mark OBF's 25<sup>th</sup> anniversary. Olde Barnstable Fairgrounds opened on April 1, 1992. Golf Management is planning events to celebrate the occasion. This also marks 25 years of the town being in the golf business.

Given the age of both of the Town's two municipal golf course facilities it's not hard to find areas needing repairs and upgrades. Management works hard to find a balance between properly funding the operating budget to continue to maintain the properties to a high standard, covering debt service obligations, replacing equipment, improving the facilities, and administrative support charges. We walk a fine line. The operating budget contains no fluff. Are there areas that need additional funding? Yes there are. Are there things we go without? Absolutely! Once again we are receiving assistance from the general fund by way of covering part of our administrative support charge. This year it is \$149,140. This is allowing us to move forward with much needed capital improvements. We are also using \$96,296 of our reserve account to help balance the budget.

### **Recommendation:**

In order to achieve sustainability the Golf Management team is proposing a modest increase in Annual Pass rates, select Greens Fee rates and public cart rates. We are not proposing any Greens Fee increases at Hyannis GC. We are proposing a 4% increase to the affected categories (Refer to worksheets 2 & 3). This increase mirrors the trend we have followed for many years. It averages out to about 2% per year. The Resident Annual Pass would go up \$40.00. This equates to about \$.77 per week. The Non-Resident Pass would go up \$55.00 or about \$1.06/week. Other Pass Fee category increases are significantly less, in the \$5-\$10 range, including Annual Driving Range Passes.

In 2015 we adjusted greens fee and cart rates to fall more in line with our municipal neighbors & competitors. (Refer to worksheets 4 & 5). Management is recommending a \$2.00-\$3.00 increase on prime time tee times at OBF. We will still be in line with or lower than what our competition is currently charging. We are also recommending a \$1.00 increase on public cart rates. We will be getting a new cart fleet at Hyannis this year and OBF next year. We are anticipating increases in the annual cart lease contracts and most public courses already charge what we are proposing. The Twilight and early back-9 play rate has not been changed in many years. A \$5.00 rate increase during the "in season" is recommended.

The estimated increase in Revenues based upon adopting these recommendations is \$94,200 using FY16 rounds played information (Refer to worksheet 6). This along with a continued aggressive marketing effort can help us achieve our goals and objectives for Barnstable Golf. The Golf Management team asks you to support these recommendations for the rates and fees outlined in this proposal for Barnstable Golf for 2017.

Bruce- After meeting with the NGF last month, they went and toured all the municipal/public course on the Cape. They put together and graded facilities on overall quality. Only 2 courses received A grades OBF and Cranberry Valley, Hyannis Golf Course received a C grade.

Chair Miller- The proposal is very close to what we had talked about last month, what about pass holder carts? Bruce- We did not propose a change to pass holder carts.

Edin Nacar- Very good proposal, I do suggest moving more pass holder tee times to Hyannis and open up more daily fee times.

Ricard Aliberti asked about debt service and the \$182k in projects and how the bonds work. Bruce explains how it all works out in the end and hits our budget after Finance gets the bonds they want. Richard Aliberti asked who authorized the Market Analysis. Bruce- The Town Manager, Assistant Town Manager and the Finance Director authorized the Market Analysis.

Brian Conway- Commends Bruce on the presentation, very good job it is a lot to digest. The rationale is also very good for the back up, again very well done.

Mary Creighton- Thank you for the presentation, it is a large amount of information to digest

Chair Miller asks if there is anyone from the public that would like to speak

-Jim Ruane- Asked about the surplus fund and what the state law for Barnstable is.

-Bruce- I will have to do some research and find out for you

-Chris- During the winter months the Town of Barnstable will draw out of that also

-Jim Ruane- asked about the \$149K to the Town of Barnstable and why we get funding from the general fund to pay the Town of Barnstable

Chair Miller asks for a motion to vote next month

**MOTION TO MOVE 2017 FEE VOTE TO NEXT MONTHS MEETING duly made by Richard Aliberti SECONDED BY Mary Creighton**

**Vote: 3 No 4 Yes. Motion passes**

Financial Report- Bruce

July was a very good month, we are up \$7500 for the two courses after the month, and we are down 243 rounds. It seems to be a 50/50 split between pass holder and non pass holder. Things are picking up a little more in August; the heat has been a factor. Bruce also gives the free water expense numbers for keeping golfers hydrated.

Director of Golf Report- Bruce

The National Golf Foundation report will be done by the end of September. I met with Keith and Mark from the Town of Barnstable DPW Admin to go over all the capital projects that are and will be going on at both courses. We hope to have things going out to bid very soon so we can get the work done this winter and have a very minimal impact on the business. Bruce thanks everyone on staff that is here supporting him today.

Director of Golf Maintenance Report – Christopher White

The weather has made it a real challenge this summer so far. The lack of rain and the added humidity makes it a challenge to keep everything alive. We have solid tined tee boxes and other spots so the water can get down in the ground. We have a great spray program that will get us through August, hopefully September will be better. Also we have moved the toilet at Hyannis on # 14 tee to # 16 green because of difficulties with the former company. I have hired a new company hopefully they will do a better job. Please deal with us out there when we are watering it is something that needs to be done.

Chair Miller- You guys are doing a great job

Jim Ruane- Thanks Chris for the great job they are doing

Richard Aliberti asked about the person who harassed, Brian Conway – It has been taken care of

Clyde Takala referenced his private club in Fort Myers that has a committee to deal with issues similar to the verbal harassment that occurred at OBF

**MOTION TO ADJOURN duly made by Mary Creighton SECONDED BY Brian Conway**

**Vote: so voted unanimously**

Adjourn: 6:45pm

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> \*\*