

GOLF MANAGEMENT and OPERATIONAL COMMITTEE
ACUSHNET, MA.
Minutes of meeting held October 19, 2017 at Town Hall

Attendees: Manny Goulart, Bob Ferreira, David Flynn, and Ed Isaac.
Guests: Steve Tibbels, Dana Przybyszewski, Brian Noble

1. Motion was made at 4:30 PM by Bob Ferreira, seconded by David Flynn, to open meeting.
2. Motion was made by Bob Ferreira, seconded by David Flynn, to accept meeting minutes of 9/21/17; vote was unanimous to accept motion.
3. Under Old Business, Dana informed Committee that FY2017 results have not yet been completed.
4. Under Old Business, Dana presented FY2018 YTD rounds/revenue (attachment A).
5. Under Old Business, Committee reviewed status reports (attachments B, C) submitted by Dana and Steve:
 - a) Dana working schedule to fit a new 40 player league.
 - b) Dana will evaluate whether we should continue advertising with New England Golfing Guide.
 - c) Dana will discuss end of year summary meeting with GolfNow.
 - d) Steve is working on verticutting of fairways as time allows.
6. Under Old Business, reviewed status of open items:
 - a) Dana will evaluate options of covering cart storage area.
 - b) Steve will reschedule meeting with Dan Menard regarding #18 bunker work.
 - c) Steve will update Capital plan and send to David Flynn.
 - d) Steve will work on plan with Kevin Perkins (and Joe Hardin) to reface #1 hole left greenside bunker.
7. Under New Business, Dana and Steve will present preliminary FY2019 budget at next meeting.
8. Under New Business, Dana will present list of green fees that could be increased next season at next meeting.
9. Next scheduled meeting is Thursday, November 30, 2017 at 3:30 PM at Town Hall.
10. Motion made at 6:50 PM by Bob Ferreira, seconded by David Flynn, to adjourn meeting; vote was unanimous to accept motion.

E. Isaac 10/20/17

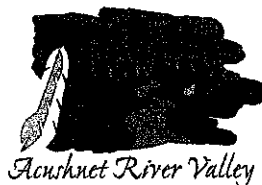
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ATT. A

FY18 PLAN	JULY	AUG.	SEPT.	OCT.	NOV.	APRIL	MAY	JUNE	TOTAL	YTD
	5336	5792	4012	2881	953	1898	4430	5055	30,357	15140
GreenFee	\$166,454	\$186,726	\$131,469	\$90,971	\$30,269	\$62,388	\$145,691	\$166,162	\$980,130	\$ 484,649
Passholds	\$3,957	\$6,955	\$4,627	\$9,530	\$1,100	\$56,340	\$13,501	\$7,315	\$103,325	\$ 15,539
Carts	\$14,096	\$16,512	\$9,867	\$5,231	\$493	\$6,126	\$13,201	\$14,895	\$80,421	\$ 40,475
Range	\$1,796	\$2,114	\$1,102	\$986	\$250	\$820	\$1,632	\$1,702	\$10,402	\$ 5,012
ProShop	\$5,077	\$6,711	\$3,670	\$4,317	\$1,846	\$3,361	\$6,206	\$4,359	\$35,547	\$ 15,458
Food/Bev.	\$20,831	\$23,618	\$20,840	\$9,678	\$1,726	\$5,985	\$14,695	\$27,454	\$124,827	\$ 65,289
Revenue	\$212,211	\$242,636	\$171,575	\$120,713	\$35,684	\$135,020	\$194,926	\$221,887	\$1,334,652	\$ 626,422

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685 Main Street, Acushnet MA 02743
Tel. 508-998-7777

Golf Course Operations Agenda
Golf Management & Operations Committee Meeting
Thursday Oct 19, 2017
685 Main Street Acushnet MA

A/. Forecast-Sales

Forecasted sales for September 171k we achieved 198k. We experienced excellent weather for September considering all things. We haven't seen much rain and when we did the temperatures are still mild so people are still playing golf. We also had some weekend rain but we had outings scheduled and they completed their events. This September we have seen days hit 80 degrees. As long as the fall temps stay mild the players are playing even on football Sundays. We are forecasted for 36k for November if the weather stays nice we should be able to handle that. It will depend on the weather for the remainder of this month.

B/. Operations update

Outings have completed for the season, we will take the tent down at the end of October when time permits. Tables and chairs have to be removed first in order to keep them in good condition and out of the elements. They are currently in rough shape, appearance wise they are aging but durable. We should try and clean the grill corner of the tent before take down and storage. We have been collecting all the range balls and storing them in ball shed, there are more to get in the woods we are trying our best when time allows. Usually it has been an easy task on Sundays but players are still Showing up due to warm climate. Continuing to book outings. We have a new league interested in Tuesday nite off both sides 3:30 – should we contact titleist and move to 4pm to get in an additioinal 40 lge rounds per week. Approx. 8k. possible titleist leaves and you lose more than 8k.

- Fall preparation – reduce inventory, pick woods, store chairs and tables – put away grill & equipment, take down lights, store extensions, put away hoses, prepare carts for winter.

Fall advertising

programs are in effect we are involved still in the WHJY punch card receiving airtime weekly all summer and fall months throughout the season. We are seeing a lot of new Rhode Islanders trying out the course stating how great it was and that we are now on their list of places to play. Our WEEI program is completed – We are also in the NEW ENGLAND GOLFING GUIDE with the free cart coupon.

I implemented some fall golf now promotions and added a few others to assist in filling off peak times currently we feature a weekday post twilight rate at 1pm for \$30 with cart for 18 holes only on Golf Now. We also have a new early twilight at 1pm for \$35 but we now offer an NFL \$30 18hole special only if booked via GOLF NOW for Sundays, also implemented was a mid day FREE cart rate only if you book via GOLF NOW on Saturdays and Sundays after 12pm. These don't seem like big promotions but every little bit of extra revenue is key to making strides in growing our customer base via golfnw network and annual revenue. I have requested a September summary report from golfnw awaiting response.



ATTN C

Golf Course Maintenance Agenda

Golf Management & Operations Committee Meeting

Thursday 19 October 2017

4:30 pm Town Hall Finance Committee Meeting Room
122 Main Street Acushnet MA

A/. Course Conditioning:

- Greens:
 - Greens are in good condition and have recovered from aeration. We have begun our winter preparation work which includes a fall fertility application, top dressing application, and a fall pesticide application.
- Tees
 - Solid tine aeration of tees was completed on Friday 6 October. Tees are in good condition and continue to improve as we move toward the fall. We have begun our winter preparation work on tees as well which includes practices like those carried out on greens.

B/. Old Business:

- Irrigation:
 - We will be blowing out the irrigation system and winterizing the pump station on Thursday 2 November.
- Bunker Reconditioning:
 - We have begun renovation work to the right side green bunker of #9 green. The edge has been re-established, the green side face has been built up, and the base has been leveled. We hope to have the bunker liner installed and new sand added within the next week.

C/. New Business:

- None

D/. Next Meeting: Date -

Time -

Location -