

Yarmouth Golf Enterprise Committee
Minutes of Meeting
April 15, 2019

Attending Committee Members: Bev Arnett, Kristen Seymour, Ellen Chapman, Ted Deckel, Andy Martin and Wayne Kivi.

Attending from the Golf Operations Department: Becky White, Dennis Hoye and Scott Gilmore

Attending from the Public: Betty Lou Mitchell, Richard Simonds and Chris Hansen

The meeting was called to order at approximately 5:02 PM at the Bass River Grille.

Public Comments:

Betty Lou Mitchell commented that she hoped the committee would stand firm on the need for a new computer system.

Andy M. introduced Chris Hansen as a member of the community with business experience who would be glad to help in any way needed.

Review of Minutes: The minutes from 04/01/19 were reviewed and accepted.

Committee's Review of Board of Selectmen Meeting:

1. The general opinion was regret that there was no actual vote taken with regards to the Leasing or Management issue.
2. There was a discussion on the Board's requests for more information from golf, but the information is currently not available from the Chelsea system. Although TSNap would meet the information needs, Dan Knapik is concerned that the pricing would drive a need for an RFP, which would take at least 30 to 60 days to put together and meet the Mass. Guide lines.

Director's Report/Financials:

1. **Restaurants:** Open for business with a limited menu. So far, comments are running favorably and the review on the meals has been good. As with other areas of Yarmouth Golf, need a new system to be able to track inventory and POS info.
2. **Staffing Requirements:** Although the minimum pay has been raised to \$12/hr for the golfing and restaurant personnel, it is below the rate paid by our neighboring towns. Therefore, we are not getting the pick of personnel.
3. **Munis Reports:** The financial reports created from the Financial Dept (Ed Sentaio) were distributed for the committee's review and agreement that these reports could be used and eliminate the need for Anita to create additional reports for the GEC. Scott will ask Ed if he can include a "Last Year" column for comparisons between Actuals and Budgets.
4. **Membership:** Membership is increasing, but still lagging behind last year. The consensus belief is that RFP project has continued to leave doubt in the minds of some previous members. Ellen passed around a spreadsheet put together showing a comparison on membership #s in the various categories between 2018 and 2019.

Discussion of Volunteer/Junior Golf Initiatives:

1. **Junior Golf:** Dennis handed out a proposal for multiple golfing programs over the course of the summer. This included:
 - a. Summer Youth Golf Camp
 - b. Beginner's Clinic
 - c. Chamber of Commerce Clinic
 - d. Member Appreciation Clinic
 - e. Town Employee ClinicsDennis and Scott felt many of these clinics could be organized in time for the 2019 season at Yarmouth Golf.
2. **Volunteer Activities:** There was an active discussion on ways to encourage volunteer help and activities where additional help is much needed:
 - a. Friday Putting Contest: 5 – 7PM. Staff will take fees and register golfers, but volunteers could run the event, after some training. A good project for the GEC to take on?
 - b. Divot Day: Give a few golfers a bucket of dirt, a little training and let them loose to fill in divots. Free burgers at the end would go a long way to taking this timing consuming activity away from the grounds staff. Another good project for GEC to organize?
 - c. Gardening: Both courses could use some people to help with the weeding and planting of low maintenance plants.
3. **Communications:** We are told that the majority of internet problems has been fixed within the town. With all the changes, it is definitely a good time to increase the communication with the golf members and the community.
 - a. A letter with a synopsis of the current status of Yarmouth Golf from the GEC to be sent to members and also placed in the Pro shops.
 - b. Need to communicate the request for volunteers. Scott and Kristen to mention and recruit volunteers as they speak at the League opening events.
 - c. Use of coupons and a small add in the Cape Cod Time letting people know about the Non-resident fees, 45 holes of available golf, etc. Scott to place advertisement soon.

Committee Comments:

1. It was suggested the GEC meet every other week while there is so much going on at Yarmouth Golf.
2. Sadly, Wayne Kivi has resigned from the GEC. He will be sorely missed.

The meeting concluded at 7:01 PM.