

**Yarmouth Golf Enterprise Committee**  
**Minutes of Meeting**  
**July 13, 2020**

**Attending Committee Members:** Chris Hansen, Ellen Chapman, Ted Deckel, Andy Martin, Beverly Arnett, Richard Simon

**Attending from the Golf Operations Department:** Scott Gilmore

**Attending from the Public:** Linda Swenson (Women's 18 Hole League)

The meeting was called to order shortly after 7:00 PM at the Bayberry Hills Grill.

1. The meeting opened with a call for public comments. Written comments dated June 11<sup>th</sup> from Jim Seymour had been distributed to the GEC in advance of the meeting. With the start of Phase III state guidelines on July 8<sup>th</sup>, his suggestion for tee time access in the short term were now moot. He also offered several suggestions to increase future revenues from members. Steve Mello had called recently to inquire about the possibility for future discounts for residents and veterans. Changes to golf rates are reviewed and approved annually by the Board of Selectman prior to the spring town meeting (for the 2021 season). Letters will be sent by the Chairperson to thank both Jim and Steve for their support and suggestions.
2. The minutes of the prior two meetings (June 10<sup>th</sup> and June 17<sup>th</sup>) were approved as amended with a name change for one of the attending public on June 10<sup>th</sup>.
3. With the start of Phase III state guidelines on July 8<sup>th</sup> that significantly expanded the number of available tee times, the golf department's plan to resume league play beginning July 14<sup>th</sup> was endorsed by all GEC members. The plan consolidates play to Tues (Women 9 & 18), Wed (Men 9 & 18) and Sunday (Men 18). The tee sheet would reopen to other golfers by 8:00 AM. Weekday league 9 hole play would start on the back 9 while 18 hole play starts on the front 9 at 6:30am. Sunday league play would start at 6:00am. The golf dept. plans to offer 2-4 tournaments in 2020, incl. club championships which date back to the 1940s.
4. Kristen Seymour advised Chairperson Deckel of her intent to resign from the GEC. As is the tradition at the start of a new fiscal year, the following members were nominated and approved to serve in official committee roles
  - a. Chairperson – Ellen Chapman
  - b. Vice Chairperson – Chris Hanson
  - c. Secretary – Richard Simon
5. The presentation of the Director's Report began with an overview to two requests for annual pass refunds. Neither refund request would be approved based on the refund policy that is currently in effect. While sympathetic to both situations, the committee affirmed any refunds should follow the policy in force which all members receive each year when they purchase their annual pass. The Director

will send a formal response to each requestor.

Bayberry Hills aeration was completed in the spring prior to reopening in May, but Bass River and Links courses were deferred. An overdue mid-summer (Aug) aeration is essential for these courses while Bayberry Hills would remain open as fall aeration can be deferred to the end of the season (Oct).

With the relaxation of state COVID restrictions, additional tee times were added to the tee sheet. Since changing the current 7.5 minute interval Chelsea tee sheet is problematic, the effective tee time intervals were changed from 12 minutes to 8.5 minutes at Bayberry by blocking off one of the eight tee times per hour and 10 minutes at Bass River (blocking off two tee times per hour).

With Phase II 12 minute intervals, there were sufficient gas carts on hand for single riders. With shorter intervals there have been situations when carts were not available for all requests – especially on Saturday at Bayberry Hills between 10a and 1p, in part due to slower pace of play without mandatory carts (5½ hours). Golfers who have tee times during this time window are advised they may have to walk. As part of the transition to a new fleet of golf carts in the next few weeks, 40 existing carts will be retained to summer's end to help mitigate the impact.

Restaurant revenues are improving (\$14 lobster roll a big hit!) and the new Bass River grill entrance will help operations. The new POS system (Club Prophet) is being populated, but will not be fully operational until the fall

Memberships are down ~5% to 907 with significant declines in both annual and senior annual passes (higher fee) which were partially offset by significant increases in the number of younger golfer and Links only passes (lower fee).

The financial results in June were very favorable, turning last month's YTD deficit into a ~\$0.3m surplus. While annual pass revenues were far below budget, there was a late surge of receipts (\$0.1m) in June. Record setting daily fee revenues (\$0.3m) and associated cart fees were recorded in June, benefiting from the limited tee times that were allocated to daily fee golfers at other municipal Cape golf courses. With all Cape courses reopen to normal daily fee play, the next few months of daily fee receipts (typically 60% of the full year) will be critical for FY2021 results. FY2020 surplus was due in part to a non-recurring insurance settlement (\$0.1m) and four unfilled FT positions. Two of the four positions have been approved for hiring in FY2021. One of the two remaining course debts has been retired, leaving just \$1.9m for the Bayberry Hills improvements to be bonded and amortized. The town faces a near term replacement of the roof of the Bayberry Hills clubhouse.

A motion to adjourn was accepted with unanimous consent at 9:25 PM.