

Yarmouth Golf Enterprise Committee
Minutes of Meeting
February 8, 2021

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

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

Attending from the Public: Francis Fields, Jay Frapie, Bruce Morey, Paul

The virtual Zoom Meeting was called to order shortly after 5:00 PM.

1. As required by state open meeting law, a public notice was read and a roll call vote was conducted to authorize use of the online meeting method. All GEC members voted in the affirmative. The meeting was recorded and available for viewing <https://www.youtube.com/watch?v=7ol4f4SUpus>
2. The meeting opened with a call for public comments. Hearing none, the meeting continued.
3. The minutes for the GEC's January 11th meeting were approved with one typo correction (date of meeting on third line).
4. The first draft of the Capital Plan Framework was presented, including introductory PowerPoint slides followed by an orientation to the Framework spreadsheet. As emphasized during the presentation, the Framework provides a tool to consolidate future capital expense and related debt service calculations for integration with projections of revenues, expenses and operating surplus. The tool can be used to generate 'what-if' scenarios to assess sensitivity to uncertainties like post-Covid revenue trends, debt interest rate and term, or the timing and impact of the DHY project. The tool identified a number of potential issues that need to be addressed including fringe benefit costs/rate for full time employees and seasonal employee compensation (minimum wage impact). As new information becomes available, the tool will be updated.
5. A latest draft version of Yarmouth Golf's "2021 Rules and Information Guide" had been emailed to the GEC prior to the meeting. While the document was more comprehensive than prior years, two areas of concern were discussed – inconsistent semantics (rules, policies, guidelines, restrictions, et al) and proposed changes to recent past practice/restrictions that affect annual pass golfers (e.g. time restrictions for Links & Junior passes). A motion to discuss the later concern was tabled until the next GEC meeting by unanimous rollcall vote.
6. The Directors report covered the following topics:
 - a) The 2021 fee schedule was approved by the Board of Selectmen (4-1 with 5% cap) and sale of 2021 passes (valid through March 31, 2022) is underway.
 - b) Three bids for the revised food service RFP were received, evaluated and the

winning bid is pending final approval by the Acting Town Manager.

c) Routine winter course work is being adjusted for snow coverage but continues with tree removal and special projects underway as weather permits. Additional forward tee box at BR#7 and 'Teeline' mat system is being installed at the BH driving range (no rubber tees needed).

d) Club Prophet staff training is underway; while the course is closed for snow cover, the Proshop will be closed one day for system cut-over. As noted last month, the Chelsea tee time booking system for members will remain in use during the 2021 season (paid by Club Prophet).

e) Request for bids for roofing at Bayberry Hills will be posted Feb 10th with a goal to award a contract so work can be completed by the end of March.

f) Financial results – revenues up ~\$810,000 above prior year and are expected to trend down until the snow melts and annual pass renewals kick into high gear prior to April.

7. The GEC will meet next on March 8th.

A motion to adjourn was accepted by unanimous rollcall vote about 6:40 PM.