

Yarmouth Golf Enterprise Committee
Minutes of Meeting
March 14, 2022

Attending Committee Members: Ellen Chapman, Ted Deckel, Dick Donovan (a), Frank Fields, Jay Frapie, Doreen Levitan, Richard Simon and Bill West (a). Andrew Laird absent

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

Attending from the Public: Bill Farrow (men's Wed. league), Mike Berry (men's Sun. League), Chris Keirstead (men's Sun. league), Sean D'Acci, Peter Pratt, and other league members.

The hybrid in-person and Zoom GEC meeting was called to order in Conference Room A (Town Hall) at 3:00 PM. Secretary Simon confirmed there was a quorum with alternate (a) member Donovan advised he could vote on any matters since member Laird was absent.

1. As required by state open meeting law, a public notice was read and a rollcall vote was conducted to authorize use of the online meeting method. All members voted in the affirmative. The meeting was recorded and is available for viewing at <https://www.youtube.com/watch?v=1A9ikOfg70M&t=3439s>
2. The minutes for the GEC's Feb 14th meeting were approved by unanimous roll call vote.
3. The golf department had provided the GEC endorsed 2022 League Policies and Procedures to all leagues for approval in advance of the meeting.

As noted in the prior meeting minutes, relative to other nearby courses YG golf league participation & course support is high (2nd best of 5), has more (smaller) men's leagues and is unique in providing league block times on weekend summer mornings which the 2019 NGF report recommended eliminating. The golf department 2022 league play proposal retains the high level of support for golf leagues while mitigating operational issues.

Specifically, 18 hole league block times would be shifted a few hours later in the morning (a plus for golfers who aren't 'early birds') and small legacy Sunday leagues would be merged. Understanding 2022, like 2021, still has a high level of revenue uncertainty; the golf department believes its revised proposal strikes the right balance between league support, equitable play for non-league annual fee golfers, and generation of surpluses needed to fund essential annual operations & deferred capital items.

Both women's leagues accepted the endorsed plan, but the men's leagues voiced concerns and all league leaders were invited to attend this meeting.

Starting with Mike Barry, who read prepared remarks, the men's league leaders

urged a continuation of the status quo, expressing concern that participation in the existing men's leagues would drop dramatically and threaten their continued existence if moved even a few hours later in the morning.

Sensitive to the concerns raised by the men's leagues, the Director Gilmore offered an alternative to start league play at Bass River a half hour earlier than the first scheduled tee time. The total block of tee times would depend on actual participation with 9 tee times planned on Sunday and 18 tee times on Wed. Both the Sunday and Wednesday men's leagues said they would select this option and expressed their ongoing support for Yarmouth Golf. A rollcall vote of the GEC endorsed the Golf Department's alternate proposal for men's league play.

Following the vote to amend the league policy, the meeting continued with public comments not directly related to this topic. Questions raised during the public comment period were addressed immediately, including enterprise fund constraints to operate with a surplus adequate to fund deferred course and facility maintenance, how the new tee time booking system operates, and required use of the restaurant to cater member shotguns. Chairperson Chapman closed the public comment period, thanking the public for their participation and extending an open invitation for anyone to attend GEC meetings in the future.

4. The scheduled approval of 2022 Golf Fees was removed from the agenda for January 25, 2022 Board of Selectmen meeting and is currently scheduled for March 29, 2022. The justification for the requested 5% fee increase will be shifted to immediate inflationary pressures rather than funding deferred maintenance expenses. Sale of passes for the 2022 season at the 2021 rate has restarted until the BoS acts on the 2022 fee proposal.

A copy of materials that would be included in the meeting packet can be viewed on pages 35-55 of the following link

<https://www.yarmouth.ma.us/AgendaCenter/ViewFile/Agenda/03292022-2587>.

At the BoS meeting, Bill Scott and Scott Gilmore will use a 12 slide presentation that summarizes the major points. The presentation and public comments can be viewed at the following link (starting at the 1:00 hour mark and ending at 2:20 hour)

<https://www.youtube.com/watch?v=JDLYvbR9oNc>

Addressing deferred course and facility maintenance items would be pushed out to the fall town meeting warrant, supported by the four consulting studies scheduled to be conducted over the next several months (USGA, Collins Center, NGF and facilities assessment).

5. The Director's report covered the following topics:
 - a) A comprehensive rebranding effort is underway, including a new website address: **golfyarmouth.com**. Additional details will be provided at the next

GEC meeting.

b) Bass River remains open 7 days a week, with Bayberry Hills slated to open Fri-Sun starting March 25th before returning to daily play the first week of April. Winter work, including tree removal at both courses is completed. The Bayberry Hills grill is being renovated (flooring, paint and furniture) for reopening Apr 1st.

c) The Annual Town Meeting warrant includes articles funding the golf enterprise and a few capital items for equipment and safety related facility repairs.

d) February's Munis Report shows revenues down 12%(\$0.2m) from last year's Covid windfall, but almost \$0.8m above pre-Covid levels. This modest decline would generate another year of above average surpluses and is consistent with reported revenue trends at both Dennis and Brewster. Wage expense is well below budgeted levels, reflecting the difficulty filling open positions. This is not a sustainable situation to deliver the quality product required to generate superior revenues.

e) Annual pass sales for the 2022 season total 427, including 46 new. As in prior years, annual passes are renewed more quickly (44%) than either the Under 35 passes (18%) or youth passes (11%). Both renewed and new pass sales accelerate as the weather warms and by the end of June should be slightly above the 2021 total of 1092.

f) The proposed edits to the 2022 Yarmouth Golf Policies and Procedures document have been completed and can be found at the following link:
https://www.golfyarmouth.com/images/2022_POLICIES_PROCEDURES_V2.pdf

6. GEC concerns

- impact of delay in BoS vote on 2022 Golf Fee schedule esp. 'Twilight' rate
- potential for uneven distribution of tee time bookings by annual fee golfers
- unsolicited proposal to fund a third party 'Golf Radio' (Golf Dept will respond)

7. The GEC will meet next on April 11th at Town Hall. Subject to confirmation of room availability, the meeting will start at 3PM. This may be a hybrid Zoom meeting depending on Board of Health advisories.

A motion to adjourn was accepted by unanimous rollcall vote about 5:15 PM.