



Town of Barnstable Barnstable Golf

Hyannis Golf Course, 1840 Route 132, Hyannis, Ma 02601 (508) 362-2606

Olde Barnstable Fairgrounds Golf Course, 1460 Route 149, Marstons Mills, Ma 02648 (508) 420-1141

Director of Golf: Jesse Schechtman

Golf Committee September 10th 2024 Meeting Called to order; 5:30pm Minutes; Draft

Chair Hochstein reads statement in accordance with MGL Ch. 30.A.S.20 regarding public taping at meetings. No one responds as taping the meeting. Chair Hochstein also reads the executive order on remote participation via zoom and that the meeting is being recorded and will air on channel 18 after the meeting concludes.

Roll Call:	GEOFFREY CONVERSE	Absent
	JOHN COOKSON	Present
	KEITH HOCHSTEIN	Present
	SUSANNE CONLEY	Present
	MARK BUSHWAY	Present
	BILL SYLVA	Present
	JASON AUBEE	Present

ALSO PRESENT: JESSE SCHECHTMAN & JAMES BENTLEY

Public Comments; NONE

Act on Minutes from the August 13th, 2024 meeting

A motion is made to accept the minutes by Bill Sylva, seconded by John Cookson. Susanne Conley and Jason Aubee abstain, all others vote to approve.

Director of Golf Report – Jesse Schechtman

FY25 is off to a good start, we ended August up \$100,000 over forecasted revenue. We are borrowing \$220,000 from reserves to balance the current FY budget. We have been hit with some substantial unexpected expenses, and the expense budget remains tight without much room for expenditures that are not absolutely necessary. 30,000 rounds have already been played since July 1st, an average of 420+ rounds per day. The courses remain very popular both in terms of membership and daily/fee play. Bids for the clubhouse work at Hyannis are very close to being posted, likely within ten days or so.

Director of Golf Maintenance Report – James Bentley

We have received some good news regarding the turf equipment package in that we should be taking delivery of four new mowers, two greens and two rough, in the very near future. We did however get some bad news about a sweeper that we are waiting for. TPC will not be able to provide, so we are submitting a change order to that contract and purchasing one from John Deere instead. They are very similar in price. This piece of equipment is needed for the fall aeration cleanup. Fairways have come back nicely since being overseeded. Fertilizing of fairways took place today at Hyannis and will tomorrow at Olde Barnstable. Root growth on our greens is not great, and this may affect the method of aeration next month. As far as the Audubon certification

at Olde Barnstable goes, we are pretty much done on our end as far as submitting all necessary items, the most recent of which was a groundwater report that came back very favorably. We will be attempting to achieve the same certification at Hyannis GC, that work will begin over the winter.

2025 Rate Discussion

Jesse says we are at a crossroads in terms of deciding on what the priority is for the Golf Division. Our current model places heavy prioritization on discounts for residents and access for members, which does not allow us to generate the amount of revenue that is needed to address decades of deferred maintenance. Our reserve account is currently well short of where the finance department wants it to be (50% of yearly operating budget) before we can use any of it towards capital improvements. A discussion ensues regarding what percentage of the tee sheet should be reserved for members. The higher the percentage, the less revenue. We are currently the only enterprise fund golf operation on Cape that reserves half of the tee times for members (others range from 0% to 37.5%). Numerous committee members acknowledge that Barnstable is the best deal around for memberships. Keith asks about the family membership. Jesse explains we are going away from that and going back to a discount for each “additional household member”. This way there is still a discount, but each individual person pays for their respective access. John points out that not only is our reserve account short of where it needs to be, but the proposed increases to fees do not fully cover the increase in expenses since the last increase. Fees need to go up and/or access needs to be reduced if we are to create the level of revenue needed to address decades of deferred maintenance, specifically with regards to the irrigation system, bunkers and cart paths. The environmentally sustainable land management plan has also put more pressure on the budget, as these products end up being much more costly. Jesse and James speak about an idea we have to redesign the irrigation system at Hyannis to substantially reduce the acreage of irrigated turf, creating more naturalized areas. This would help reduce expenses in terms of the equipment, products and labor needed to tend to the previously irrigated / treated areas. It would also greatly cut down on water usage, which aligns with our sustainability approach. The savings could then be used to address other pressing needs, specifically at Olde Barnstable. The discussion veers back to rates, and the consensus of the committee is that the currently proposed increases are not sufficient. Jesse says he will come back in October with a proposal that forecasts enough additional revenue to surpass the amount being borrowed from reserves.

MOTION TO ADJOURN duly made BY Susanne Conley SECONDED by Mark Bushway.

Roll Call Vote: All in favor

Adjourn; 7:07 pm

Respectfully submitted

Susan Shanley

Public files are available for viewing during normal business hours

** Further detail may be obtained by viewing the video via Channel 18 on demand or at <http://www.townofbamstable.us/GolfCommittee> **