



Director's Report

GolfNow contract progress

Landscape Project:

Grading and pavement prep completed (Pics to follow)

Meeting with Town Engineer and Dirt Works (State Contract)

Procuring wall to address unforeseen elevation change due to utilities encased in concrete (pic to follow) before paving

Plant materials have been ordered and irrigation pipe installed

Hardscape Bid to be published

Return of League Play

Cancellation of shotgun events - Negotiate options*

Charity Rounds*

Bob Miller Request*

Upcoming Championship Week - Mass Golf Junior Am Aug 3-6, Club Championship Aug 8 & 9

*seeking committee feedback







Agenda

Town of Harwich Golf Committee **Tuesday, July 28th, 2020**

Invited Guest - Roman Greer, Director of Golf, Ed McManus (Liaison to HGC)

Directors Report: Roman Greer

Consent Agenda

1. Approval of minutes - May and June, 2020

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1. Phase 3 Summary - protocols
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Public Comment-

Next regular monthly meeting August 25th, 2020

Phase 3 Summary - Protocols



Phase 3 Updates at Cranberry Valley

State guidance was released last week announcing Phase 3 of reopening to begin this week. The specific items related to golf and CV are:

- A reduction of tee time increments to 10 minute intervals (more tee times!),
- We can offer pencils and scorecards
- Water coolers will be placed on the golf course again (refill stations only, you must have your own bottle)
- Ball washers and bunker rakes will return (frequently sanitized)
- We will no longer require a gate person at entrance

Items that have not changed from State guidance:

- Face coverings must be worn on practice areas
- Pro shop has a 2 customer maximum occupancy
- No changes to cart policy. Only one person per cart unless from the same household
- No walk-ons - everyone must have a tee time

We are currently working to roll-out these updates. As the information from the state was released on Friday, Tuesday was the earliest we could effect the tee sheets (as Monday had already been placed). So, beginning Tuesday (tomorrow) tee time distribution to members will be restored to "normal" levels with 144 18-hole spots available on weekends and 168 18-hole spots on weekdays. More member times will be given on League days to accommodate league play. In addition to these times, members will have first priority of all 9-hole times (early back 9 and twilight) through placement. Member Blocks will remain the same with the adjusted intervals adding one tee time per hour.

As for scorecards and pencils, they are available ASAP. Water coolers (no cups!) will be on the golf course beginning tomorrow. Ball washers and bunker rakes will be coming soon.

Return of League Play!

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Tee Time Increments



2016 Pace and Innovation Symposium

Pace of Play - Financial Impact Study

Stephen Johnston and Henry DeLozier – Partners

Global Golf Advisors Inc.

www.globalgolfadvisors.com

USGA



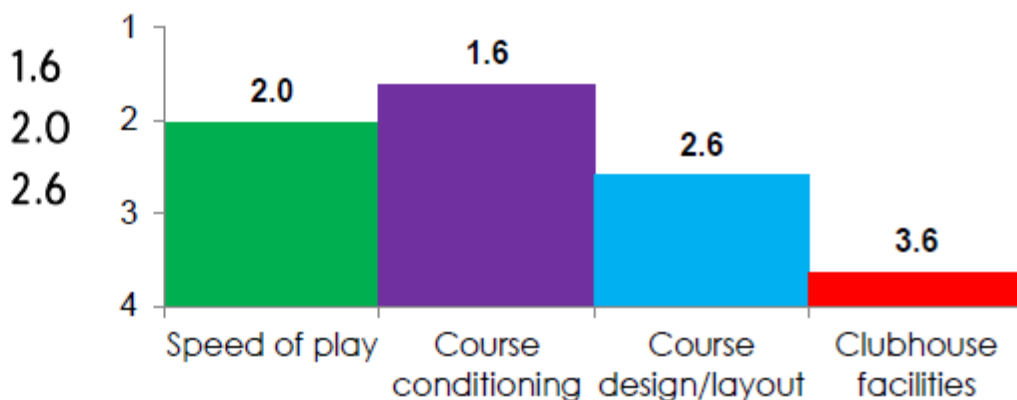
Findings:

Pace of Play Matters and Golfers Will Pay a Premium

Patrons were asked to rank speed of play, course conditioning, course design and clubhouse in the order of importance to their golf experience, with “1” representing highest importance and “4” representing lowest priority.

Ranking Order:

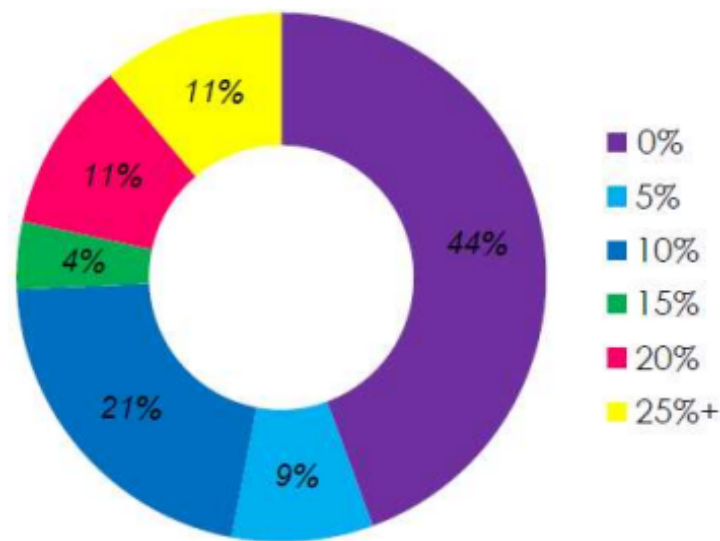
1. Course conditioning 1.6
2. Speed of play 2.0
3. Course design 2.6
4. Clubhouse facility 3.6



Findings:

Pace of Play Matters and Golfers Will Pay a Premium

- Average increase for all ages and regions – **9.1%**
- 56% of survey respondents would pay more
(Note: In the City of LA study, 77% would pay more; however, tee time interval in some cases was below 7 minutes and the 18-hole round was in excess of 5 hours)



There Is a Correlation In Patrons' Round Duration and Willingness to Pay a Premium

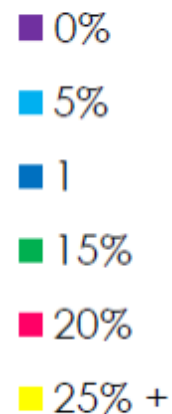
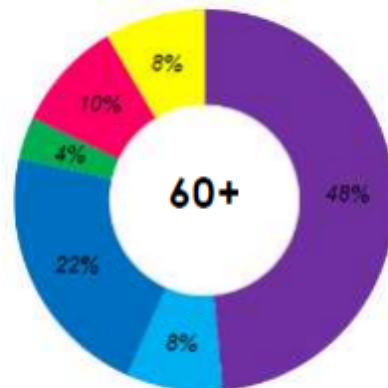
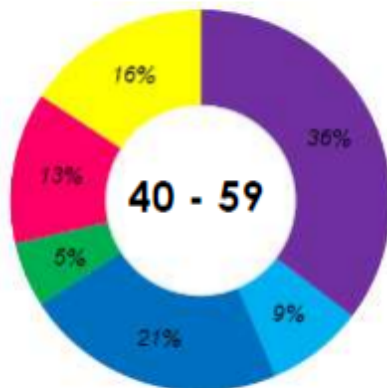
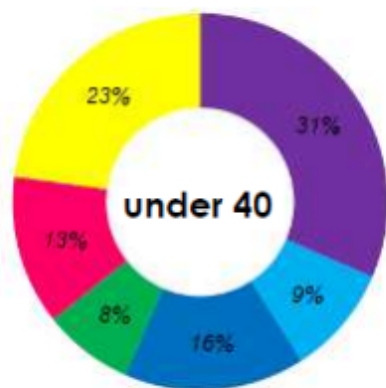
Findings:

Pace of Play Matters and Golfers Will Pay a Premium

Low Variance In Responses Based on Gender and Handicap; However, There is a High Variance In Age

- Golfers under the age of 40 would pay **14.2%** more
- Golfers between the ages of 40 to 59 would pay **11.5%** more
- Golfers over the age of 60 would pay **7.8%** more

(Note: 48% of this age group would not pay any more).



Findings:

Tee Time Intervals Are Key Economically

Average Peak Utilization of Sample Facilities Is Below 70%

Time of the day	Peak Season		Non-Peak Season	
	Weekday	Weekend	Weekday	Weekend
Before Noon	58%	69%	39%	50%
Afternoon	49%	55%	30%	35%

Tee Time Interval	Time of the day	Peak Season		Non-Peak Season	
		Weekday	Weekend	Weekday	Weekend
7 Minutes	Before Noon	50%	61%	45%	55%
	Afternoon	47%	50%	35%	41%
8 Minutes	Before Noon	53%	61%	32%	43%
	Afternoon	45%	52%	28%	33%
9 Minutes	Before Noon	61%	73%	48%	53%
	Afternoon	60%	63%	25%	31%
10 Minutes	Before Noon	77%	89%	54%	67%
	Afternoon	42%	48%	27%	32%

R & A Pace of Play Manual

Overcrowding the Course

- ▶ It is accepted as fact, by those who have studied pace of play and flow around the course, that overcrowding is the most common cause of longer than necessary rounds and unacceptable waiting times. If the starting intervals between groups are too narrow it will result in too many groups being on the course at any one time, and, in such circumstances, adopting all or any of the other recommendations in this manual will be futile.

There have been many studies into flow around the course but, at its most basic level, the following example demonstrates the problem that arises from having narrow intervals:

- The course starts with two mid-length par 4's, followed by a mid-length par 3.
- When play is in three-balls, the allotted time for completion of the holes is as follows:
 - 1st hole in 12 minutes
 - 2nd hole in 12 minutes
 - 3rd hole in 9 minutes
- The Committee has adopted 8 minute starting intervals
- If all groups play the holes in the allotted time, by the time the second group reaches the 3rd tee it will wait for one minute on the 3rd tee and the third group will wait for two minutes on the 3rd tee (see table below)
- The waiting time will worsen as more groups come on to the course

Starting Time	1 st Hole Completed (12 minute allotted time)	2 nd Hole Completed (12 minute allotted time)	3 rd Hole Completed (9 minute allotted time)
9.00 am	9.12 am	9.24 am	9.33 am
9.08 am	9.20 am	9.32 am (1 minute delay on tee)	9.42 am
9.16 am	9.28 am	9.40 am (2 minute delay on tee)	9.51 am

With all aspects in the example the same, but with 10 minute starting intervals, there is no delay on the 3rd tee (see table below).

Starting Time	1 st Hole Completed (12 minute allotted time)	2 nd Hole Completed (12 minute allotted time)	3 rd Hole Completed (9 minute allotted time)
9.00 am	9.12 am	9.24 am	9.33 am
9.10 am	9.22 am	9.34 am (no delay on tee)	9.43 am
9.20 am	9.32 am	9.44 am (no delay on tee)	9.53 am

- ▶ As outlined in the Introduction to the Manual, even if an alteration to the starting intervals does reduce the number of players that play the course on any one day, if the experience of those who do play is positive the likelihood is that, over an extended period of time, more golfers will wish to play the course. In addition, those people may be prepared to pay slightly more knowing that they are guaranteed a pleasurable experience.

Tee Time Model Comparison		
	8 minute	10 minute
Tee times every 2 hours	15	12
18 hole tee times	75	60
Starter times required	3	N/A
Available Tee Times	72	60

Distribution % Weekend	50/50	60/40
Weekend Member Tee Times	36	36
Weekend Guest Tee Times	36	24
Weekend Member Rounds	144	144
Weekend Guest Rounds	144	96
Potential Weekend GF Revenue	\$10,040	\$7,104

Distribution % Weekday	60/40	70/30
Weekday Member Tee Times	42	42
Weekday Guest Tee Times	28	18
Weekday Member Rounds	168	168
Weekday Guest Rounds	112	72
Potential Weekday GF Revenue	\$8,088	\$5,328

Greens Fees Collected					
	2020	2019			
19-Jul	\$ 8,633	\$ 6,858			
18-Jul	\$ 7,082	\$ 4,997			
17-Jul	\$ 6,454	\$ 3,905			
16-Jul	\$ 4,730	\$ 3,622			
15-Jul	\$ 3,580	\$ 4,625			
14-Jul	\$ 5,311	\$ 5,069			
13-Jul	\$ 5,148	\$ 6,557			
12-Jul	\$ 5,875	\$ 2,296			
11-Jul	\$ 5,061	\$ 5,564			
10-Jul	\$ 5,576	\$ 5,576			
9-Jul	\$ 5,104	\$ 4,552			
8-Jul	\$ 5,614	\$ 4,394			
7-Jul	\$ 5,487	\$ 6,230			
6-Jul	\$ 5,279	\$ 8,697	Start of Phase 3 and current distribution		
Total	\$ 78,935	\$ 71,777	weekend		
per day	\$ 5,638	5,126			

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Budget Goals and Covid Implications

Budget is currently restricted by :

- Essential spending guidelines

- Hiring Freeze

- 1/12 Budget per month - until 9/28 Town Meeting

 - Expecting budget review and possible reduction before ATM

FY 20 Revenue

Revenue	FY15	FY16	FY17	FY18	FY19	FY20		
Greens Fee	\$ 773,381	\$ 799,923	\$ 710,614	\$ 787,621	\$ 754,762	\$ 500,160		
Cart Fee	\$ 229,696	\$ 253,352	\$ 239,069	\$ 246,823	\$ 265,010	\$ 210,449		
Membership	\$ 632,340	\$ 668,720	\$ 715,574	\$ 690,839	\$ 718,012	\$ 670,864		
Non-Res Member	\$ 17,024	\$ 21,870	\$ 21,535	\$ 32,375	\$ 16,765	\$ 20,250		
Range	\$ 60,417	\$ 66,240	\$ 64,571	\$ 71,522	\$ 72,858	\$ 55,929		
Range Member	\$ 4,765	\$ 9,500	\$ 10,750	\$ 14,500	\$ 18,255	\$ 12,255		
Misc	\$ 19,371	\$ 22,054	\$ 12,735	\$ 12,538	\$ 28,806	\$ 49,859		
Total	\$ 1,736,994	\$ 1,841,659	\$ 1,774,848	\$ 1,856,220	\$ 1,874,468	\$ 1,519,766		
notes			Change to adv booking policy					
					Cart Rev - new lease percentage and +\$1 for 2019			
						Tornado & Pandemic Closures		

Expense & Revenue

Golf Expense/Revenue Fy16-20					
	Salary & Wages	Golf Expense	Capital Outlay	Total	Revenue
FY16	\$ 771,390	\$ 603,915	\$ 43,832	\$ 1,419,137	\$ 1,841,660
FY17	\$ 768,211	\$ 578,067	\$ 69,547	\$ 1,415,825	\$ 1,774,823
FY18	\$ 799,833	\$ 621,380	\$ 66,276	\$ 1,487,489	\$ 1,856,220
FY19	\$ 865,827	\$ 595,825	\$ 66,199	\$ 1,527,851	\$ 1,895,898
FY20	\$ 795,295	\$ 496,905	\$ 13,829	\$ 1,306,029	\$ 1,519,766
				*FY20 final warrant and adjustment	
				not represented	

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2020 JUNIOR AMATEUR CHAMPIONSHIP

Cranberry Valley Golf Course
Harwich | August 3 - 6

Per the State's (EEA) Guidelines for Outdoor Competitions & Tournaments, NO SPECTATORS WILL BE PERMITTED.

ENTRY FEE: \$100

ENTRY CLOSE: Thursday, June 4, 2020 at 5:00 p.m.

REGISTRATION CLOSED

[COVID-19 Championship Guidelines, Policies & Procedures | Local Rules](#)

2020 Championship Update!

- Sectional qualifiers have been **CANCELED**.
- All currently registered players, both exempt & non-exempt will compete in the championship proper at Cranberry Valley GC.
- The schedule of events for the championship proper have been adjusted to the following:
 - Monday, Aug 3rd - 18-holes of stroke play for 84 competitors.
 - Tuesday, Aug 4th - 18-holes of stroke play for an additional 84 competitors.
 - Wednesday, Aug 5th - The low 16 overall will advance to match play and the Round of 16 and Quarterfinals will be played on Wednesday.
 - If a playoff is needed for the final match play qualifying spot(s), it will be scheduled for Wednesday morning.

MASS GOLF NOTEWORTHY

SOCIAL MEDIA ALERT

Keep track of the event online and via social media (#MassJunior).

CHAMPIONSHIP LINKS

PLAYER INFORMATION

- [Stroke Play Starting Times](#)
- [Player Information Sheet](#)
- [Pace of Play Policy](#)
- [Local Rules \(Hard Card\)](#)
- [2020 Exemptions](#)

CHAMPIONSHIP INFORMATION

- [Conditions & Regulations](#)
- [Junior Spectator Policy](#)



102nd Massachusetts Junior Amateur Championship - Cranberry Valley Golf Course

We are happy to announce that Starting Times are now available for the 102nd Massachusetts Junior Amateur Championship. See links below:

[Event Home](#)

The player information sheet can be found on the [event home page](#).

[Starting Times](#)

Please use the drop down menu in the upper left corner of the page. This will allow for you to toggle between the Monday (8/3) and Tuesday (8/4) stroke play qualifying round starting times.

Please note that due to Massachusetts State EEA Policy - NO SPECTATORS will be permitted at the Championship.

Please be aware of ALL COVID-19 Championship Guidelines, Policies & Procedures and Local Rules - [click HERE](#) to read more.

Should you have any questions, please contact me directly at keldridge@massgolf.org or 774-430-9103.

Kevin Eldridge
Director of Rules & Competitions



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Review of Covid Implications of the Golf Department and the **Town's Capital Plan**

Projects that do not meet the criteria “essential” are to be postponed pending Capital Plan Review.

I suggest a offseason review of golf capital plan, with updated fund balances that reflect unanticipated revenue shortfalls.

This Fall we will be completing the Bunker Project, that was held last year due to procurement delays.

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USGA Turf Consultation Services

Course Consulting Service

All you need to know about one of the USGA's most important and valuable programs



First started in 1953, the Course Consulting Service (CCS) permits individual facilities to reap the benefits of on-site visits by highly skilled USGA agronomists located in Green Section offices throughout the country. Their experience helps golf course staff and officials produce the best possible golf turf for the dollars that can be spent. The CCS's purpose is not to tell anyone how to run a golf course or what products to buy. Rather, it seeks to bring a wealth of information and an impartial yet concerned perspective regarding turfgrass growth requirements, how these requirements might best be managed for golf, and ideas that other golf courses have found to be beneficial.

Clarification on Roll of HGC & Committee Input and Guidance for Town Administrator

