

Minutes Harwich Golf Committee

August 15, 2017 Griffin Room Harwich Town Hall

Meeting Called To Order At 4:00PM

Present: Clem Smith, John Crook, Martha Duffy, Tom Johnson, Bob Kingsbury, John Wheeler, and Jeff Williams

Invited Guest: Roman Greer

Public Present: Jack Connolly

Consent Agenda:

- Minutes from July Golf Committee and final Land Use revision approved.
- Director's Report given by Mr. Greer
- Course conditions been a challenge due to lack of rain and high humidity
- Tee boxes aerated and slice seeded. Fairways to be done after Club Championship
- Cart Barn site clearing to begin in mid-October, but hopeful to start in mid-September

- Golf Operations report:
- 70 players in Club Championship
- 25 players scheduled to participate in PAT (Player Ability Test) to begin PGA career
- Les, one of the owners of the Chelsea Tee Time System visited Cranberry Valley
- New method of placing single players for tee times came out of the meeting
- Chelsea working on new user-friendly interfaces to make the tee time booking process easier and faster for both members and guests
- Roman met with a representative from GolfNow
- GolfNow has one of the best booking engines for tee times and a national presence, however they deep discount one of your tee times daily and creates a feeling for most that you overcharge if they don't get the discounted rate
- Roman doesn't recommend going with GolfNow, but will continue to monitor what local courses sign up with them
- Roman scheduled a demo with TagMarshall for a pace of play monitoring

- Revenues from July and August look to be similar to 2016
- Member Satisfaction Survey Results were read:
 - Course conditions, tee time availability, clubhouse amenities, customer service and overall value/enjoyment all up from previous year
 - Condition of golf carts, golf instruction offerings and conditions of bunkers the highest areas of need/concern
 - Satisfaction with the Hot Stove up across the board
- Membership Numbers:
 - 1076 members in fiscal year 16-17
 - 82 new members since July 1st
 - 26 memberships sold in the new “young adult” category

Old Business:

- Mr. Crook gave update on project priorities and strategic plan update
- Mr. Crook wants the Town to give committee the details of money allocated for projects (on warrant articles) vs. money spent and what vendors were used. If under budget, where did the rest of the money go?
- Mr. Greer mentioned the need this Fall to expand office/pro shop space
- FY19 needs are cart path on 10 and 12th green
- Mr. Smith gives building update
- Meeting with Mr. Smith, Bob Caffarelli, Shawn Fernandes, Chris Clark
- The project manager will be Mr. Greer
- Coastal Engineering will do all the design work for the foundation

New Business:

- Restaurant operations report given by Mr. Williams
- Profit and loss statement given for April 2016 – December 2016
- Mr. Leidner endured significant losses without including any management figures
- Restaurant is up approximately 19% this year
- Mr. Leidner, Mr. Williams and Mr. Greer will collaborate and come up with ideas regarding the 3rd year lease and two option years. Information will be brought to the committee in October

Motion to adjourn at 5:54pm – Mr. Smith, seconded by Mr. Johnson. In favor (7-0)

Adjournment: 5:54pm

Respectfully submitted,

Mike Serijan

