

Harwich Golf Committee Meeting

October 6, 2015

Meeting called to order at 4:00 PM

Present - Clem Smith, Tom Johnson, Bob Kingsbury, John Crook, Martha Duffy, John Moretti Guest: Roman Greer

Absent - Jeff Williams

**Public Hearing:**

**Rates & Fees: Roman Greer**

Cranberry Valley

Proposed Rate Changes for 2016

Adult Harwich or Chatham Resident	\$770
Adult Eastham or Orleans Resident	\$870
Adult Other Non-Resident	\$1070
Junior Harwich and Chatham Resident 1 (7-17 yrs. as of May 1st)	\$125
Junior Harwich and Chatham Resident 2 (18-21 yrs. as of May 1st)	\$150
Junior Non Resident	\$350

Memberships include ½ price for range balls \*discounted range balls

Golf Improvement Fund Fee of \$75 is included in adult resident and non-resident membership fees.

Golf Improvement Fund Fee of \$125 is included in the adult Eastham and Orleans fee.

**GREENS FEES:**

**Monday – Thursday**

March 16th – June 2nd \$40

June 6th - Sept 2nd	\$67
Sept 6th - Dec 10 <sup>th</sup>	\$40

\*\$42

\*\$69

\*\$42

### Friday, Saturday, Sunday, & Holidays

March 12th - April 24th	\$56	*\$58
April 29th - Oct 10th	\$70	*\$72
October 14th – October 23 <sup>rd</sup>	\$56	*\$58
October 28th - December 11 <sup>th</sup>	\$40	*\$42

### MISCELLANEOUS FEES:

MID-DAY RATE (Mon-Thu, 1:00PM - 3:00PM)	\$50	*\$52
MID-DAY RATE (Fri-Sun, 1:00PM - 3:00PM)	\$60	*\$62
TWILIGHT RATE (AFTER 3:30PM)	\$30	*\$32
		*4pm in June, July & August
BACK NINE WITH MEMBER (First hour of play only)	\$34	*\$36
TEMPORARY GREENS FEE	\$22	
MEMBER GOLF CART 18 HOLE	\$18	*\$19
MEMBER GOLF CART 9 HOLE	\$9	*\$10
GOLF CART 18 HOLE (PER PERSON)	\$20	*\$21
GOLF CART 9 HOLE (PER PERSON)	\$10	*\$11
WALKING CART 18 HOLES	\$8	
WALKING CART 9 HOLES	\$4	
RANGE BALLS LARGE BUCKET	\$8	
RANGE BALLS SMALL BUCKET	\$5	

RANGE PASS \$300 \*\$250

Member Small Range Bucket \$2.50 \*\$3

Member Large Range Bucket \$4 \*\$5

9 hole Rate - Sunday & Thursday after 1pm

\*based on availability \$36

The increase in fees will go into the Infrastructure Revitalization Fund so this would raise \$30,000 and to raise cart fees \$1 across the board which would raise \$17,000. Offer a 9 hole rate on Thursday and Sunday afternoons after 1:00 based on availability for \$36 a round. Also offer 9 hole rounds in the morning to non-members based on availability. Would like to activate a 10% discount to active military members. Move twilight time from 3:30 to 4:00 in June, July and August and we would gain about \$6500 in that area, the other change would be to lower the driving range fee from \$300 down to \$250 but raise member buckets from \$2.50 to \$3.00 and \$4.00 to \$5.00 for a lg. Also to add a Jr. Twilight rate of \$20.

The total impact of these changes would gain \$47, 000

Public Comments:

Jack Connolly asks what the 9 hole rate would be, Mr. Greer answers it would be \$36.

Linda Sweeney asks when the Jr. Twilight rate would start, Mr. Greer answers it would be 3:30 except for June, July and August it would be 4:00.

Joe Sweeney asks how many Jr. may be doing this when they can pay \$125 for the year. Mr. Greer realizes that but for the vacationer that is only here for a few days we do get asked this a lot.

Bev McCullough asks if how many active service people ask about a discount and wonders if we could do better than 10%. Mr. Greer answers we do see a good amount and he will look into a better discount.

Joe Sweeney says that generally any increase in a fee goes to the Revolving fund, how will some of these fee increases go to a new fund? Mr. Smith answers they will submit it to the selectman and have talked to a few people and feel this new fund could pass.

Mike Gardner says in past experience if you raise a rate you generally will lower participants. If you say you are going to raise a certain amount and you don't raise

that are you going to be held to that increase? Mr. Greer said when he did the numbers he did take a certain percentage off due to this.

Connie Mahady would like to go on record saying that the range pass is still too high at \$250. A property owner pass at a lower rate would be much better.

Linda Sweeney asks who will have access to take money out of this fund? Mr. Smith answers the procedure would be exactly the same as the improvement fund. A joint recommendation between the superintendent and the director and then the tax payer.

Joe Sweeney asks if Chatham is going to get the same rate as Harwich again? Mr. Smith answers that discussion has not come up but it will. Mr. Sweeney also asks why they don't just take the increase in fees and add it to the regular fund? Mr. Smith answers it doesn't go to the same fund so we can show we can come up with the money for the cart barn that we would need to. This fund is more for the infrastructure of the course.

Mike Gardner says he has no issue playing with non-Harwich residents but he feels they should pay a little more since they don't pay taxes. There are people who chose to live in Harwich so they could be a member at Cranberry.

Jack Connolly says earlier in the year Roman mentioned we lost 23 Chatham members is there any idea as to why they left? Mr. Greer answers he did reach out to all of them and got 6 responses, 4 said they had moved, 1 said it was better for them to pay as they go and the last had nothing good to say about the course at all.

Joe Sweeney asks if there was a discussion about a Sr. cart rate? Mr. Greer says not that he is aware of on the cart side.

Bill Given asks what the position is on a Sr. punch card? Mr. Greer answers he feels the pay as you go rate would cover that. The lowest cost rate would be \$30 and any punch card rate wouldn't be below that.

Joe Sweeney asks what the new membership year will be. Mr. Greer answers the same as this year, May 1-April 30

Mr. Sweeney also asks what fee's will be charged for the GHIN next year since the pro shop will be taking that over? Mr. Greer answers that has not been set as of right now but after some research he is thinking possibly \$40.

John Moretti motion to adjourn the public hearing, second by Tom Johnson. Vote 6-0

### Regular Meeting called to order at 4:30 pm

John Crook question on the 9 hole rate. Does it make sense to limit that to Sunday and Thursday or should we make that available other days/times of the week? Mr. Greer reminds him that once the twilight hits the rate is \$30 anyway.

Tom Johnson says that every year the committee asks the selectman to charge Chatham residents a little more and every year they deny it. Bob Kingsbury agrees with Mr. Johnson and would second a motion to do so.

John Moretti was at the Board of Governors meeting this morning. There is a particular concern that the clubhouse will be taking over the GHIN system. This is CVMGA's main revenue generator. They charge \$40 and that provides them with a good amount of money to provide scholarships and such. By taking that from them they will no longer have the ability to give to the scholarships and it seems the fee would go up another \$20 a person and it doesn't seem fair. John wonders why this is something the clubhouse wants to do? Mr. Greer states that when he came on the job last year this was something the TA wanted to be done. It is a revenue source on town property that was never put out to bid. With everything that was going on at the time last year we requested to not take it over until next year. John doesn't understand why the TA feels the clubhouse has to do it since the revenue generated doesn't result in a profit. Bob Kingsbury states that is does for a non-town entity as in the CVMGA that is profiting from a town generated source. Mr. Moretti asks what benefit does the town get from running the GHIN? Mr. Greer says most course do run the GHIN and at CV it does seem to be a problem at times and it actually is a revenue source for the town. Mr. Moretti feels there should be a cap of \$25 on the fee for the GHIN. Mr. Greer agrees there is a lot to look at and to take into consideration and nothing has been decided on as of right now. But looking around at other course the fee seems to be comparable at \$40. Mr. Moretti would like Mr. Greer to get the site, verse, MGL from the TA that reflects this information.

Mr. Moretti was asked if the committee would consider to reduce member cart fee from \$19 to \$15 for members over \$70. Mr. Smith feels they should stick with the recommendations from Mr. Greer for a year and see how it goes. Mr. Johnson feels before an age is added into the equation that we should ask an attorney for advice.

Mr. Crook makes a motion to proceed with the recommendations of rates and fees from Mr. Greer. If we feel age should be added to something then we should look at that for next year. Bob Kingsbury seconds this.

Mr. Moretti make an amendment that Chatham resident's rates should be equal to Eastham/Orleans. Seconded by John Crook. Mr. Smith states we have brought this to the selectman for the last 3 years and it doesn't pass. He would not vote for this amendment. He feels the relationship Harwich has with Chatham is important to Harwich, and there is a degree of separation with Eastham and Orleans in regards to

membership. Mr. Kingsbury feels the relationship with the three town are equal with the exception of the Chatham treatment plant and with the school district, and he feels that is why the selectman have denied this the past 3 years. He agrees with Mr. Johnson that this is something that is a revenue source for the town and he would support the increase. Vote 5-1

Motion on the floor by Mr. Crook is voted on, Vote 6-0

### **New Business:**

CVGC & Monomoy initiative

Mr. Smith, Mr. Greer and Mr. Fernandez met with Mr. Clark in regards to Mr. Fernandez being asked to take care of the school field for this month. The quote for the month is \$1500 and that money will go into the maintenance fund. He asked Mr. Fernandez to put together a quote on what would need to be done, wear and tear on machines, and wages and such for him to take care of the field for the school. Mr. Clark is just asking for information since the school is in need at the moment. This is strictly discussion at this point and if anything more comes of this Mr. Clark will contact the committee for a meeting. (Mr. Kingsbury leaves the meeting).

Winter Plan: Mr. Greer -

Pro Shop -

- New Chelsea update & retraining staff
- GHIN take over
- Buying plan is being put in place
- Staffing plan for next year
- Policy updates

Mr. Moretti suggest that Cape Cod Tech may be a good source to look into for the cart barn project. This is something they may not even be able to do but it could be a good source and a good learning experience for the kids. Mr. Johnson also thinks this may be something the culinary department may be interested in with the restaurant.

Public Comment:

Rich Larios informs the committee they are on Capital Outlays meeting schedule for November 3<sup>rd</sup>. at 4:00.

Mr. Johnson commented about the possibility of an Intern program that is for kids that do extra projects and write a paper and get a great experience and is used for their college applications. He would also like to suggest a thank you breakfast for the staff before everyone starts to leave for the season.

Mr. Crook would like to suggest the next meeting be move back to Oct 27<sup>th</sup> for a little more time between meetings to have more time to get things together. Mr. Smith agrees Oct 27<sup>th</sup> would work better.

Meeting to Adjourn by John Moretti at 5:55 PM, Second John Crook. Vote 5-0

Respectfully submitted,

Jenn Heath, Sec. HGC