

GOLF MANAGEMENT and OPERATIONAL COMMITTEE  
ACUSHNET, MA.

G M O C  
# 380  
TOWN  
CLERK

Minutes of meeting held July 13, 2023 at Town Hall.

Attendees: Chairman David Flynn, Vice Chair Manny Goulart, Bob Ferreira, and Ed Isaac.

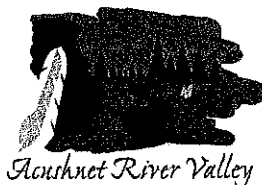
Guest: Steve Tibbels, Dana Przybyszewski

1. Motion was made at 4:30 PM by, Manny Goulart, seconded by Bob Ferreira, to open meeting.
2. Motion was made by Manny Goulart, seconded by Bob Ferreira, to accept meeting minutes of 6/15/23; motion passes.
3. Committee Organization: **Motion was made by Ed isaac, seconded by Manny Goulart, to table until NGF assessment is completed; motion passes.**
4. NGF Update: Chairman will confirm exact course visit date by NGF personnel.
5. July Revenue: Despite the crazy July weather, Dana reports rounds are running ahead of July 2022 by 5.1 %. We need to beat 2022 by %15 to be able to achieve July 2023 forecasted revenue plan (\$325K).
6. Operations Update: Written update attached. **Motion was made and seconded to have Dana get approval to pre-ordered 42 golf cart from Club Car for delivery next Spring; motion passes.**
7. Maintenance Update: Written update attached. **Motion was made and seconded to recommend to BOS that three pieces of equipment (John Deere 2500 Gas Triplex, John Deere 2500 Diesel Triplex, and Toro Sand Pro) be declared as surplus equipment; motion passes.**
8. Next meeting: August 17 at 4:30 PM in Town Hall.
9. Meeting adjourned at 5:45 PM.

E. isaac 7/19/23

RECEIVED  
2024 JAN 19 PM 1:36

ATT,  
7/13/23  
meeting



685 Main Street, Acushnet MA 02743  
Tel. 508-998-7777

Golf Course Operations Agenda  
Golf Management & Operations Committee Meeting  
Thursday 7/13/2023  
685 Main Street Acushnet MA

A/. Forecast-Sales

Forecasted sales for June were 225k we achieved sales of 306k compared with last years June sales of 312k. I stated we were on track to beat last year significantly if weather held up and it did not it rained for the last 3 Saturdays of June in addition to multiple other days but we still finished strong considering the weather. This is a great example of how quickly things can turn and change the revenue momentum. You cannot take any days off, you cannot take revenue for granted. I have us approximately 350k above plan, town hall is conducting the fiscal closing and will release our results upon completion. Our July forecast is set at 325k we are currently 3k (-2%) behind last years sales month to date. Last year we achieved 323k for the month of July 2022.

B/. Pro shop - Filling gaps in gloves/balls/shirts impulse sale items.

C/Repairs

I am still working with Coke for refrigeration repair replacement. Front door is under repair should be completed by next week.

E/ Mondays – Maintenance Monday July 24<sup>th</sup>.

G/ Golf Carts & repair - Club Car Maintenance has been called 5 carts in need of repair.

42 golf cart proposal \$42333.79 x 5yrs from 2024 through July 2028, totalling 198200


Cart maintenance agreement, \$3780- 2024,\$3990-2025,\$4200-2026,\$4410-2027,\$4620-2028.

H/National Golf Foundation – NGF is conducting a salary and compensation analysis of all Golf Courses. The survey was submitted to us and filled out which entitles us a copy of the study upon its completion, we should ask them to incorporate this into their market study so we can get a true picture on the current landscape of accurate salaries and staffing for municipal golf courses in our market. I have stated a few facts below when I reviewed their most recent publications. We are a top performing golf course that appears to be operating at maximum efficiency.

National Golf Foundation \_ Consulting report project – in progress. Most information has been submitted except 10 year town business plan? – I submitted town records of revenues/expenses for past history, POS comparison sales data for past 6 years including this year. (rounds played, league play, outing play), outings events & participation, Golf course staffing and responsibilities, Cart lease information, inclusive of the upcoming 42 carts, Marketing program – pricing along with competitive pricing, Player development programs forward tees, Adult Clinics, Junior PGA league spring and fall, ladies league, ladies wgam spring team supplemented with 6hole special player enhancement programs for juniors & beginners, Summary of technology utilization, data base emails, golf now internet booking engine, website enhancements, social media samples, brochures, scorecards. Golf course aerials most recently organized and produced last week uploaded to social media, course conditions are impeccable.

Please review the information submitted below and include on upcoming agenda for discussion.

2024 JAN 19  
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Acushnet River Valley  
685 Main Street, Acushnet MA 02743  
Tel. 508-985-0047

Golf Course Maintenance Status Report  
Golf Management & Operations Committee

Monday 10 July 2023

ATT.  
7/13/23  
Meeting  
2023 JAN 19 11:06  
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- Course Conditions
  - The course is in good condition through the green as we enter the hotter and more humid months of summer.
  - Conditions are ahead of last years as we have had intermittent rain and no significant period of dry weather or drought conditions.
  - A reminder that Greens deep tine aeration and dry ject sand injection as well as fairway solid tine aeration is scheduled for Tuesday 8 August. The course will be closed that day.
  - Work to be completed on Wednesday 9 August if not able to finish on Tuesday 8 August.
- Staffing Concerns
  - We have 2 summer staffing positions which remain open. William Gangi, a candidate who completed paperwork and was thought to be ready to work never returned/responded to any calls or other attempts at contacting him and thus has been dropped from consideration. There is another candidate available to take his place who I hope to have on board shortly. As for the other remaining position, I have decided to leave it vacant for the time being.
  - There is no defined package of benefits for our staff members and we lack an employee handbook. These are issues that need to be addressed as soon as possible.
- Maintenance Mondays
  - Monday 10 July – we were able to complete venting aeration and topdressing of greens #1 through #10 prior to the rains of the afternoon
  - Dates remaining: July 24<sup>th</sup>, August 7<sup>th</sup> and 21<sup>st</sup>, September 11<sup>th</sup> and 25<sup>th</sup>.
- Fall Projects
  - If we intend to do any course (cart path work, bunker rebuilding, etc.) work this fall or in the spring of 2024 we need to start planning now so as to have any chance of getting on the schedules of any contractors and/or the DPW.
- Maintenance Building Alarm System
  - The alarm system monitoring for the maintenance building was not included in the last renewal of the All Security contract. I became aware of this when we experienced issues with the alarm battery. Upon contacting All Security I was told that only the club house was under contract.
  - I have a quote to update our alarm system and to establish a contract for monitoring with Alarm New England which I would like to discuss at our next meeting.
- Equipment - The 2<sup>nd</sup> Toro 3400 Diesel Triplex is scheduled to be delivered on Wednesday 12 July.
- National Golf Foundation Data and Information request was completed and sent to Mr. Singer on Sunday 9 July.