

# **GOLF COMMITTEE**

## **Frye Island Golf Course**

Minutes of Winter Meeting of January 30, 2016

**MEMBERS PRESENT:** Mike Hurley, John Kett, Vic Solimini, Bob Thurston, Ken Hanchette, Todd Keigwin and Mark Thomas (Bruce Hickie & Greg Tedford absent)

**Meeting Started at 9:00**

**LOCATION:** Todd Keigwin's house

Mike Hurley was elected as Secretary

**Review of the Golf Year 2015 is as follows:**

- Replaced Irrigation Pump
- Expanded Golf Cart Parking Area
- Purchased Green's Mower
- Purchased Fertilizer Sprayer
- Repaired Club House Deck
- Constructed Bar B Q Pit
- Re-instituted Dinners
- Instituted Changes in fee structure
  - All fee remained the same as 2014 except as detailed below.
  - The family and single memberships are increased by approximately 2%.
  - The \$25 discount for paying memberships by May 15 was eliminated.
  - 9-hole rates were added for weekdays throughout the year,
  - 9-hole rates were added for weekends and holidays before Memorial Day and after Labor Day,
  - The effective youth rate was raised.

1) **The un-audited 2015 Financials indicate the following:**

- Operations
  - Operating Revenue = \$ 268,905.33
  - Operating Expenses = \$ 250,068.46
  - Positive Cash Flow = \$ 18,836.57

- Reserves
  - Operations Reserve Account balance is \$71,347.12. At our request the reserve accounts were combined into one account.
  - The above reserve account balances are tentative, not audited.
  - The reserve balances don't include the Positive Cash Flow from 2015.
  
- Assets
  - The Pro shop inventory is \$ 4,889.40.
  
- Liabilities
  - There are currently no financial liabilities.
  
- Review Financial Analysis
  - Greg Tedford reviewed the analysis he developed providing data and graphics documenting and comparing the various revenues and expenses. It appears that the 9 hole rate had a negative impact on revenue.
  
- Review Play
  - During 2015 we maintained daily records of play. This included green fees for weekend and weekday play for both 9 and 18 holes, tournament play, twilight play, multi day play and free play given to town employees. The records were reviewed in detail which proved to be both informative and surprising. We will continue to maintain records next year.
  
- Electricity
  - The charges for electricity associated with Leisure Lounge were enormously above budget. One thought was that this was due to the new beer cooler, but this seems unlikely. The cooler was in operation last year and the costs were within budget. Additionally, if the cost for electricity were that high no bar/lounge would ever have a cooler and almost all do. Another potential reason was the fact that a Town employee stayed upstairs and, therefore, the air conditioning was operating for many more hours. While this certainly increased the cost for electricity, it does not seem reasonable that this would be the cause of such a significant increase. We need to get a tabulation detailing where each meter is located and what each powers.

- Tournament Revenues

- It appears that the tournament revenue is lower than expected. We suspect some of it may not have been charged correctly. We would like to be able to see profit/loss specifically from the tournaments.

## 2) RECOMMEND 2016 FEES TO THE EXECUTIVE COMMITTEE

| ITEM   | 2005                      | 2006 | 2007 | 2008/<br>2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016   |                       |
|--|---------------------------|------|------|---------------|------|------|------|------|------|------|--------|-----------------------|
|  |                           |      |      |               |      |      |      |      |      |      | 3%     | Actual                |
| Individual Membership*                               | 525                       | 540  | 555  | 575           | 590  | 605  | 625  | 660  | 675  | 690  | 710.7  | 710                   |
| Family Membership*                                   | 785                       | 810  | 835  | 860           | 875  | 900  | 925  | 975  | 1000 | 1020 | 1050.6 | 1050.00               |
| Annual Youth (18 or under)                           | NA                        | NA   | NA   | NA            | NA   | 350  | 350  | 350  | 350  | 350  | 362.6  | 365                   |
| Trail Fee  | 170                       | 175  | 180  | 200           | 205  | 210  | 215  | 220  | 220  | 220  | 226.6  | 225/ addl<br>cart 125 |
| Initiation Fee                                       | 500                       | 500  | 500  | 500           | 500  | 500  | 500  | 525  | 525  | 525  | 540.8  | 540                   |
| Week Day Youth (<=18)                                | 10                        | 10   | 10   | 10            | 10   | 10   | 10   | 10   | 10   | 10   | 10.3   | 12                    |
| Week End Youth (<=18)                                | NA                        | NA   | 20   | 20            | 20   | 20   | 20   | 20   | 20   | 20   | 20.6   | 22                    |
| Week Day Adult - 18                                  | 18                        | 18   | 18   | 20            | 20   | 22   | 24   | 25   | 27   | 27   | 27.8   | 28                    |
| Week Day Adult - 9                                   |                           |      |      |               |      |      |      |      |      | 20   | 20.6   | 21                    |
| Weekend Days/ Holidays - 18                          | 28                        | 30   | 30.  | 30            | 30   | 32   | 34   | 35   | 36   | 36   | 37.1   | 37                    |
| Weekend Days/ Holidays - 9                           |                           |      |      |               |      |      |      |      |      | 27   | 27.8   | 28                    |
| Weekday Twilight (after 5 PM)                        | 13                        | 13   | 13   | 13            | 13   | 15   | 17   | 18   | 20   | 20   | 20.6   | 21                    |
| Weekend Twilight (after 5 PM)                        |                           |      | 15   | 15.00         | 15   | 18   | 20   | 21   | 23   | 23   | 23.7   | 24                    |
| Sunday Scramble Fee (9 holes)                        | 15                        | 15   | 15   | 15            | 15   | 17   | 18   | 19   | 20   | 20   | 20.6   | 21                    |
| Pull cart - 9 or 18 holes                            | 4                         | 4    | 4    | 4             | 4    | 4    | 4    | 4    | 4    | 4    | 4.12   | 4                     |
| Rental clubs – 9 or 18 holes                         | 12                        | 12   | 12   | 12            | 12   | 12   | 12   | 12   | 12   | 12   | 12.36  | 12                    |
| Use of gasoline cart for 9 holes                     | 16                        | 16   | 16   | 16            | 16   | 16   | 16   | 16   | 16   | 16   | 16.48  | 16                    |
| *Use of Individual non-registered Carts for 9 holes  | NA                        | NA   | NA   | NA            | 10   | 10   | 10   | 10   | 10   | 10   | 10.3   | 10                    |
| Use of gasoline cart for 18 holes                    | 26                        | 26   | 26   | 26            | 26   | 26   | 256  | 26   | 26   | 26   | 26.78  | 26                    |
| *Use of Individual non-registered Carts for 18 holes | NA                        | NA   | NA   | NA            | 20   | 20   | 20   | 20   | 20   | 20   | 20.6   | 20                    |
| Three Day Pass                                       | 45                        | 45   | 45   | 45            | 45   | 50   | 50   | 55   | 60   | 60   | 61.8   | 65                    |
| Week-Long Unlimited Golf                             | 100                       | 100  | 100  | 110           | 115  | 120  | 135  | 140  | 150  | 150  | 154.5  | 160                   |
| Tee Sponsor  | \$150 plus cost of plaque |      |      | Same          | Same | Same | Same | Same | Same | Same |        | Same                  |

\*\*Weekends are defined as Saturdays, Sundays and holidays \*\*\* 9 Hole Rates are available M – Thur. High Season and 7 Days a week Pre Memorial Day and Post Labor Day \*\*\*\* Twilight Start Time moves to 4:00 before Memorial Day and after Labor Day

**3) Tentative Tournament Schedule for 2015 is as follows:**

| <b>Date</b>                 | <b>Tournament Name</b>   | <b>Organizer(s)</b>          |
|-----------------------------|--------------------------|------------------------------|
| May 28                      | Memorial Day Ryder Cup   | Mark Thomas                  |
| June 24                     | GE Tournament            | Tom Bishop                   |
| June 11                     | Superintendent's Revenge | Bob, Todd and Dana           |
| June 25 and 26              | June Invitational        | John Kett/Todd Keigwin       |
| TBD                         | TKE Summer Open          | Jim/John Hodge               |
| Vary                        | Club Championship        | Todd Keigwin                 |
| July 3                      | Steak and Hot Dog        | John Kett – Bob Thurston     |
| July 16 – Rain Date July/23 | Night Golf               | Mike Hurley – John Kett      |
| August 6 and 7              | Member-Guest             | Jim/John Hodge               |
| August 20 – 18 Holes        | President's Cup          | Vic Solimini & Greg Tedford  |
| September 10 and 11         | Sebago Lake Great Escape | Mark Thomas                  |
| September 24                | TKE Fall Classic         | Jim/John Hodge               |
| October 18                  | Captain's Choice         | Bob Thurston & Todd Keigwin  |
| October 22                  | Cross Country            | Ken Hanchette & Bob Thurston |

**4) Golf Committee Organizational Assignments for 2016 were agreed as follows:**

| <u>Person</u>    | <u>Assignment</u>                                 |
|------------------|---|
| Mark             | Clubhouse (Pro Shop and Lounge) Coordinator       |
| Bob/ John        | Course Coordinator with Dana                      |
| Bruce            | Coordinate with office financials                 |
| Todd             | Club Tournaments Coordinator (provides oversight) |
| Vic / John       | Sunday Scramble Coordinator                       |
| Ken              | Employee Appreciation Coordinator                 |
| Mark             | Ice Cream Social Coordinator                      |
| John Kett & Todd | Handicap Subcommittee                             |
| Jim              | Maine Golf association/USGA Liaison               |
| Marlene          | Dinner & Social Activity Coordinator              |

**5) Recommendations**

- A motion was made to cut down the dead tree that is adjacent to what's called "Gil's tree" at the corner of the Dog Leg on Hole 9. The motion failed.

- A motion was made by John K and seconded by Mike H to make the youth age on all membership pricing issues 18 yrs old. The motioned passed unanimously.
- A motion was made by Ken H and seconded by Mike H that the trail fee for a second golf cart \$125 or approximately half of the first cart fee. Passed unanimously.
- A motion was made by Ken H and seconded by Mike H to continue the current 9 hole rate policy for another year and reevaluate the impact in the 2017 winter meeting. Passed unanimously.
- Bruce Hickie suggested a new Tee system to incorporate an intermediate tee to accommodate higher handicap golfers and moving to a format replacing the silver & gold alternating front & back tees with a Back Tee, Men's Tee, Blue Tee & Women's Tee system. The committee will evaluate the situation but agrees that we need to have the Maine Golf Association come in and reevaluate or tees. This needs to be coordinated with Dana.
- Rental Clubs the committee would like "Rental Bag" purchase and marked with the course logo and "Rental Clubs" embroidered on them. Four right handed, one left handed, one ladies and one youth. Mike H to look into the cost of "rental" bags. John Kett to look into the condition of the bags and the clubs when the island opens.
- John Kett requested the club buy 2 – 3 Punch Boards.
- The committee would like to investigate Wi-Fi for the club house.
- Islanders
  - Better Wine – A recommendation was made to stock full bottles of specific wine as requested by individuals. They would purchase the entire bottle. We will evaluate with Laura if it would be better to keep wine that was not consumed with buyers name on it for next visit, or send it home with them.
  - Keep liquor well stocked - There were times when we ran out of certain alcohol. Additionally, there has been some requests for certain liquors. We will check with Laura to see if we need to provide more storage.
  - Expand Appetizers - We believe the appetizers went over very well. We would like to expand the menu and make sure we stay in sock.

- Blue Tees - Make blue tees for 70 and older with a combined age and handicap of 90. We opted to maintain the age at 65, but increase the combined value from 80 to 85. A Motion was made to change the Blue tee requirement by Vic, Seconded by Mark, Motion passed with 1 dissenting – John Kett.
- An e-mail was sent out to ask for volunteers. Kent Anson was the only individual who responded.
- Dana (Per Mark's discussion with him on 1/28)
  - We agreed that starting 8 in spring and loam in fall makes sense. We agreed that he needs a firm plan on the tee at 8 because different people told him different things.
  - We agreed that the tree removal process seemed to grow out of control and that he can get grass to grow without the extensive tree removal. He noted that this may be preferred by the general island resident (non-golfers)
  - He mentioned possibly putting a cart path on the left of 7 from the tee side of the pine to the green. I indicated a concern that it would not be used much because the approach shot to the green puts everyone in the fairway in front.
  - He indicated he would like a work cart for his crew this year. He thinks he can get a motor for \$2000.

#### 6) Tee Marker Sponsors:

- We received \$1505 last year. We have 12 tees. This means we should have received \$1800 plus the cost of any new plaques. Obviously not everyone paid. It is impossible to tell by financials. I have asked Calvin/Wayne for details.
- We continue to chase Tom Sibley for free plaque.
- Sponsors:
  - 1 – AC Docks, 2-Q Team, 3M- Mike H, 3W- Tom Sibley, 4 – Richardson's, 5 – Frye's Leap, 6 – Lois, 7 – Krainin, 8M – Vic, 8W – Grondin, 9M-Waste, 9W- Winter Watch. Bruce to coordinate with Calvin to track billings and payments this year.

#### 7) Staffing

- Laura needs to hire a couple people.
- Dana thinks he can take one of the part time positions and turn into a full time position by managing the part time employee time.

#### 8) WORK DAY(s)

- Looking for volunteers to coordinate.

## 9) Employee Appreciation

- Ken will attempt to make collections throughout the year. Mark will send Ken a list of who contributed last year.

## 10) Fund Raiser/Social Events

- The Committee discussed Ice Cream Socials, Dinners and the addition of brunches. The brunches will be held on Sunday mornings after the scramble. The schedule for these events is below.

| <b>Date</b>  | <b>Event</b>       |
|--------------|--------------------|
| May 28       | Ice Cream Social   |
| June 11      | Chicken Bar – B- Q |
| June 19      | Brunch             |
| July 2       | Ice Cream Social   |
| July 9       | Clam Bake          |
| July 31      | Brunch             |
| August 13    | Pork Tenderloin    |
| September 3  | Ice Cream Social   |
| September 17 | Italian Dinner     |
| October 22   | Chili              |
| October 30   | Last Supper        |

- We want to have some sort of limited dinner menu for weekend evenings – Burgers, Hot Dogs, Sandwiches on Friday and Saturday Nights from 5 – 7 PM
- We also discussed having theme nights like Specialty Drinks, Cinco De Mayo or similar ideas.

## 11) Long Range Plan

- Major Capital Cost

➤ 2016.

1. 8<sup>th</sup> Tee in the spring – Bob will work with Dana to come up with final plan. The plan will be reviewed before implementing.
2. Loam in fall – Will concentrate on the sides of 7 and in front of green on 1. Very little, if any, tree removal.
3. Leisure Lounge Roof (4500), Siding (7400) and Windows (2700)

#### 4. Work Cart (2000)

- 2017 and beyond long term plan being developed.
- Minor Capital Cost
  - 2016 - Bob T will work on a plan for a fire pit in front of the club house
  - 2017 – Work on the “Island”.

#### 12) Improve FINS and Web Page

- Request the golf page, and particularly Leisure Lounge, to be moved to the front of the FINS – In Front of the Café & Store.

#### 13) Lounge Operations and Procedures

- Hours of Operation – The Committee would like to see the hours extended to 7:00 PM on Sundays during the off season giving the employee the option of closing early if there is no business or extending hours if very busy.
- We (Town) has applied for liquor license.
- The Golf Committee recommends Employee Training Sessions to be held once or twice a year.

#### 14) Pro Shop Operations and Procedures

- Ken will get together with Laura early next year to develop a plan and then re-model the pro shop.
- The Golf Committee recommends Employee Training Sessions to be held once or twice a year.
- We will ask Laura for a list of members and a list of Charter Members.
- When people pay their dues next year we will ask Laura to have them update their e-mail addresses and indicate if they want a GHIN card and record their scores. Sign up only those who want it. Only paying members get a free GHIN. Non-paying members have to reimburse the club for the cost of GHIN.
- How many Score Cards do we have left?

**15) Maine Golf Association**

- We will inquire when the course is scheduled to be rated again. We want to ensure that everything gets rated. At a minimum – silver nine, gold 9, front 9, silver-gold 18, red, blue.

**16) Maine Golf Opportunities From Todd**

- For 2016, we have renewed our membership to the Maine Golf Trail.
- Additionally we are participating in the Passport program in which we provided 60 free passes for 18 holes. Those that purchase the Maine Passport get the opportunity to place various courses in Maine at significantly reduced fees. For us we are providing the 18 holes for free but the customer is required to rent a golf cart for the full rental fee.
- We are expecting usage to be far less than the 60 passes provided although all play under these passes should be incremental to the course so the cart rental fees become true incremental revenue.
- We will re-evaluate this at the end of the year to see if the promotion in the Maine Golf Trail Passport program was worthwhile.

**17) Recommended Policy Changes to Executive Committee**

- Mark will mark up the handbook to indicate recommended changes.

**18) Other Recommendations to Executive Committee**

- Recommended Fees
- Capital Improvements

**19) SET 2015 MEETING SCHEDULE**

- May 22
- June 12
- July 10
- Aug 14
- Sept 4
- Oct 9

**20) MEETING ADJOURNMENT**

- 1) Adjourned at 4:45 PM.

