

**South Hadley Golf Commission
Minutes - January 9, 2018**

Minutes presented by Andy Rogers

1. **Call to Order:** The meeting was called to order at 7:08 pm.
Attendance: Kyle Steinbock, Len Finkowski, Joan Hopkins, Jeff Millard, Mark Du Bois, Mike Wozniak. Other: Andy Rogers, Bruce Forcier, Mike Fontaine.
Excused: Chris Collins
2. **Approval of Minutes:** The minutes from our November 14, 2017 meeting were approved unanimously. LF/JM. 6-0.
3. **Old Business:**
 - a. Andy gave a quick recap of the closing of the golf course. The course closed on December 9 with the extreme cold weather, and snow/ice. AR was very happy with the extra play (based on previous closing date) as we had a few nice weather days and ended up about \$11,000 ahead for that period. We kept the pro shop open with posted hours until December 23 for gift certificates, annual passes, pro shop purchases, etc... Up to this point, we have had five or six passes sold which is good considering there is no pre-pay option. AR left for Florida on December 14 and James Hampton worked the shop, did cleaning, painting and other items to get ready for the 2018 season. He also said there was a 5K at the course on December 17 that had over 100 people involved. IGM had to plow the cart paths to get the course ready after some snow/ice. Mike added that he has some concerns about the snow/ice on the greens and the impact it will happen next spring.
 - b. Andy said that the 2018 rates have been approved by the Selectboard with the increases that were sent to them. Mark D asked if we will lose any of the leagues with the \$2 increase? Andy wasn't sure at this point as the league renewal will happen over the winter months. It was suggested by Mike W that with Southwick closing, perhaps there are some tournaments/leagues that could be gathered from there?
 - c. Regarding the RFQ for the writing of the RFP for management of the golf course, Andy deferred to Bruce F for an update. He noted that they are close to signing a contract with Colliers Golf and that had a \$19,000 cap for expenses. He then mentioned the plan is to get the RFP out hopefully in March, with meetings in April/May and hopefully an award in July. It was noted that the IG's office will review this once it is completed. Jeff M said it is critical that they look at how it is bid, all as one package or three separate parts with the management, maintenance and food/beverage looked at separately. It was also discussed that the Commission will want to meet with Colliers to give them they ideas moving forward.
 - d. Andy gave a brief update on the marketing plans from the last meeting and the email sent out by Jay Nomakeo. Andy said Jay was been very easy to work with to this point. He also added that he has been in touch with members of the NE PGA and the Ct Section PGA about ways the PGA can

help us in 2019. Many of the themes Jim Falco had brought such as beginners clinics, junior leagues and talking with the players.

- e. Valley View was discussed. AR said they are looking at doing the same thing they did after early August last year with Drew running the kitchen and that they are looking at appointing someone as front of the house to run the waitstaff on a day-to-day basis. Andy thanks Len for looking into the high school culinary program. He noted there are some challenges there as we can't hire those employees during the summer as they are paid out of a separate budget. Also, we got minimal response from students applying to work last season. Mark mentioned its critical to get on the hiring process early so that we can open the restaurant with the start of league play. It was also discussed to have Drew meet with the league heads and/or survey them to find out what they are looking for to entice them to stay after they play.

4. **New Business**

- a. Ideas to create new annual pass members were briefly discussed.
- b. It was suggested that we look at changing the meeting night as some members have had issues with certain Tuesday nights. After some discussion, it was agreed to leave it on that date and continue meeting in the Recreation Department as Andy has the Recreation Commission right before it.
- c. One of the passholders from 2017 asked if he could get a reduction to his 2018 dues as he had surgery in July and didn't play after that. Andy has declined this based on past precedence and discussion with administration. The member asked him if he could appeal so Andy brought forward. There was a lot of discussion about this and in the end, it was voted 4-1-1 (JH/KS) to deny the request although they were sympathetic to it.
- d. Andy also mentioned the company that produces the course guides contacted a local business soliciting sponsorship in the book. Andy tracked this down and found out what they do. There is no cost to the course and they provide books for the season to pass out to the golfers. Vote was 6-0 (LF/MW) to continue with this practice.

5. **Golf Course Superintendent Report:** Mike Fontaine added to his previous comments on worry about ice damage. He also said the irrigation system connection to the satellite on holes 12-16 appears to be out and he will continue to research it.

6. **Open Forum:**

- a. Mark Du Bois congratulated Andy on his wedding held in December!

7. **Next Meeting Date:** Tuesday, February 13, 2017 at 7:00 pm in the Recreation Department Office.

8. **Adjourn:** Mike W/Joan H. 6-0.