

December 12, 2013
Approved Meeting Minutes
Beaver Meadow Golf Advisory Committee

Members Present:

Chris Mulleavey, Chair
Jim Marshall
Jennifer Kretovic
Dick Holden
Bob Vachon
Mark Coen
Bob Norton
Bernard "Sid" Chase
David Gill
Vera Buck

Fran Hunt

Members Absent:

David Croft
Roger Jobin
Bill Veroneau
Charles Vanasdalan

Others Attending:

A call to Order

5 Minutes of Public Input

None

Sid takes a moment to thank Jennifer for time on the Committee
Jennifer says it is not her last meeting, that the Mayor will be reappointing her

Chris asks if there is a motion to approve the Draft minutes from the November 14, 2013 meeting or any questions about the minutes

Bob moves approval of the minutes from the November 14, 2013 Meeting.
Mark seconds the motion.
Motion Carries 8-0

Course Update

We have about 106 members committed for the 2014 Season between New Fall Members, Renewals and ACH signees

We have 3 RFP's currently out or in the works for public proposals

The RFP for Food and beverage closes soon

The RFP the Range Ball dispenser is going out in the near future

The RFP for a golf simulator is in its final stages of preparation

Revenue

Revenues for Year to Date FY14 are up over same period FY13.

+23% Green Fees

+17% Cart

+10% Range

Jim asks that Brian give the Committee a season long overview of revenue versus 2012

David says he will bring information to the January meeting

Chris asks how the Pro Shop did

Margins better than expected

Will make our budgeted gross revenue amount

It was a challenge to stock and start

We have some internal criticisms, we were slow to hire Julie and stock, staff and set up the shop. The POS was not ready. This prevented Julie from being in the public eye more.

We have much of the inventory pre-ordered for 2014.

Chris asks what Julie status is, how long is her contract

Both Julie and Ed were on one year deals

Chris asks we consider a two year agreement. It would provide more stability and consistency. If she does not return we could be right back where we were this spring. He recommends a two year term

Bob feels there should be some vote of confidence.

Bob moves, we offer a contract in excess of one year as a sign of confidence

Jennifer seconds

Motion carries 9-0

Jim hopes this vote demonstrates our happiness with her performance.

Fran asks if the assistant is also one a one year deal

Brent was a temporary employee also. He was in the PGA Program and plans to re-enter the program

Staff is looking at bringing in college interns interested in getting into the golf business.

Jim asks how Ed did with the kids programs
David says we did not get the growth we had hoped. He will bring numbers for January

As part of year end numbers Chris would like to see Pro Shop numbers
David says he will bring for January

Mark asks for clarification of organizational chart at Golf Course
Davis will review and bring for January
Bob notes that Ed consistently deferred to Julie
David feels it was not an easy situation for either

Course Update, cont

Looking at cutting trees on #8 to improve fairway
Started range expansion
Sid has met with cart vendor regarding getting more cars for 2014
Jennifer suggests adding it to RFP
Winter activities starting
Jill to open 10 to 4 weekends as business and weather dictates
Current contract expires February 27th

Bob asks if the Simulator still in the plans
Yes, but there may be a no compete for the brand at Pembroke Pines

There are plans to update décor in the function room in March
Clubhouse paid off in FY17
Major renovation would be part of 10 year CIP
Starting to turn the corner financially, it allows us to have discussion.

Fewer to no complaints this fall
Mark observes that people who have not played at the course in a while, notice the improvements we have made.
Bob N reiterates our need to invest in the course.

RFP for range dispenser going out soon, machine to take cash,, credit cards, tokens.
Building to be secure, locked at night.

Symetra Tour update

Tour Committee looking for \$60,000 title sponsor
Have leads in Manchester Nashua area
Preference to have event at Stonebridge, closer to Manchester
Course cost \$27,000, \$200,000 total to put on event.
Beaver Meadow will not host
Decision driven by sponsorship money

Handicap Committee

Fran asks for status
Chuck to Chair Committee
Will meet in January
Vera is also on Committee
Linda Mattledge is interested in helping

5 Year Needs and Improvement Plan

Sid reminds Committee it needs to update for FY15 budget

Chris asks if there is a motion to adjourn.

Jennifer so Moves.

Vera Seconds,

Motion Carries. 8-0

Meeting is set for January 9, 2013

7:30 AM

Beaver Meadow Clubhouse

Agenda:

Public Input
Approval of Minutes
Course Update
Old Business

Meeting Adjourned.