

## South Hadley Municipal Golf Commission Meeting Minutes 01/13/2015

Board Members present: Bruce Forcier, George Francis, Jim Brough, Len Finkowski, George Kansas, Dale Gurek, Bill Foley  
Board Members absent: Dan Whitford, Mark Dubois  
Staff Present: Doug Juhasz

Mr. Foley called the meeting to order at 7:00 pm

George Francis offered a motion to accept minutes of 12/08/2014 meeting as amended. The motion was seconded by George Kansas. The vote to accept was unanimous.

Bill Foley opened a discussion on ways to enhance the revenue at the Ledges. Items discussed included the price difference between a weekday and seven day membership, weekend morning pricing, rate increases, limiting membership weekend early tee times, and "no shows". Doug Juhasz said there are only a few seven day memberships, and they do not interfere with revenue generation. Dale Gurek brought up that in the past (pre 2012) "no shows" were billed for a round plus a cart if they did not give adequate notice. The practice was in place for two (+) years. Per Doug, most of the "no shows" are from "open" leagues, where one person reserves tee times for the group, but the number of people actually showing up to play is sometimes substantially less than booked. Jim Brough suggested we invite all the league leaders to the February 9th Golf Commission meeting, in an effort to work with them to better manage the number of tee times booked, and to look for a mutually beneficial solution. Doug said he'd pass on the invitations to the league leaders.

### Golf Course Managers Report:

The Financials through December were reviewed.

The money for the damaged carts from the two July outings is being pursued in Small Claims Court. The Valley View Grille is not allowed to advertise catering services.

The 2015 budget has been presented to the Town Administrator. Doug submitted the budget with about \$10K less expenses than 2014.

Someone broke into the starter shed, breaking the doors in the process, so they'll need to be replaced.

Someone drove through the split rail fence at hole #15, damaging two sections of fencing and some of the tees.

Someone dumped several bags of garbage at the gate. Christmas trees were also left there.

There were golfers playing on the closed course after Christmas when the weather was nicer.

Chef John is revising the menu at the Valley View Grille. The new menu will get rid of unpopular items, and add some new items.

There will be another Murder Mystery dinner February 13<sup>th</sup> (Friday). It will be a

Mardi Gras themed dinner with three entrée choices, with a Cajun touch.  
Cooking classes are to begin in February.  
Our assistant Pro, Kyle, is interviewing for jobs as a head pro, so the Golf Course Manager may need to look for a replacement in the spring.  
Doug is going to the PGA show in Orlando with some of his staff (at their own expense). Doug will be attending several educational seminars.  
In February, the Golf Course Manager will start looking for staff for the upcoming season. We have five people that may be returning, that are already TIPS certified.  
Doug stated the Town administrator and Selectboard have asked for a consolidated financial report that is very basic.  
Bruce Forcier asked to have a budget comparison added to the financial report.  
New Business:  
George Kansas asked about setting new rates for the upcoming season.  
Bill Foley stated our goal should be to keep the fees level if we can.  
Dale Gurek stated the need for a golf commissioners "handbook", with copies of contracts, RFP's, budgets, etc.

Jim Brough made a motion to adjourn. The motion was seconded by George Kansas. The vote to accept was unanimous.

Respectfully submitted,

George Francis, Secretary