

Golf Advisory Committee

Minutes of Meeting

June 26, 2018

Attendees: Bob Kessler, Chairman, Gerri Fasulo, Frank Biancaniello, Joe Lynch, Frank Daly, and Board Liaison Tom Herrick

Director of Golf Report

No report

Financial Data:

The financial report for the 1 May 2017 through 30 April 2018 golf year shows a net operating loss \$31,191 for the combined golf and Tern Grille operations. Golf was a positive \$5,313 and the Tern Grille was a negative \$36,504. The Tern Grille was managed by the Yacht Club for the 2017-2018 year but will be managed by the Director of Golf for 2018-2019 as was the case in prior years.

The **excellent net operating results** are primarily from savings realized when golf management was returned to OPA thus saving a management fee of approximately \$80,000. Reduced operating and maintenance expenses provided other savings.

Membership/Members :

The May 2018-2019 membership numbers are consistent with prior year numbers (121 versus 122). There were 139 memberships and 178 members in 2016-2017 and 141 memberships and 178 members in 2017-2018.

Old Business:

The committee would still like to start looking at the tee time utilization report to better understand the opportunities to increase non-member golf revenue. We are hoping the necessary reports will be available next month.

The scoreboard you see and the AC drainage you walk through to reach the pro shop need attention. This is not the picture we want our guests to remember when they think of returning to play golf at Ocean Pines.

New Business:

Discussion items for the Director of Golf at the next meeting:

Do we have access to an AED and is any of the staff trained in CPR? (pro staff, restaurant personnel)

Should divot mix be placed on the range so players can fill their divots after they practice?

What is the status of the work order for the on course bathroom facilities? (Power washed, painted, fixtures, toilets, etc, replaced).

Meeting adjourned at 4 pm.

Respectfully submitted,

Bob Kessler