

WESTBOROUGH COUNTRY CLUB OPERATING COMMITTEE
MEETING MINUTES

Date: October 8, 2014

Location: Meeting Room, WCC

Convened: 7:00 p.m.

Adjourned: 8:15 p.m.

Committee Members Present: Dexter Blois, Earl Storey, Jim Willwerth, Dave Hall.

Other Attendees: Jim Arena, Jack Negoshian, Jessica Thomas.

Open Forum: There were no requests to address the Committee.

Minutes: Mr. Blois made a motion to approve the minutes of September 3, 2014 and Mr. Willwerth seconded. VOTED: 4-0-0.

Budget/Membership: Mr. Negoshian reported that greens fees for September were similar to what was collected for the month of September last year. It was noted that we need another \$14,000 in greens fees between now and the end of the year in order to come in at the same amount as what was collected last year. One couple joined under the promotion where they get the rest of this year and next year. Mr. Negoshian mentioned that a former member, Richard Bliss, was inquiring about the special promotion and whether he was eligible. Mr. Bliss didn't join this year due to a medical condition. He has played a bit recently and thought he may now be able to join. The Committee pointed out that the purpose of the promotion - where the rest of this year and next year were offered - was to attract new members, not former members, so Mr. Bliss didn't qualify for the special promotion.

Golf Professional: Mr. Negoshian reported that there are three tournaments left for the year. The 9 Hole Couples tournament is this Sunday, ABCD is October 18th, and then November 1st is the Gerry Carey 18 Hole scramble where WASA is donating the chowder. Right now Mr. Negoshian has 18 couples signed up for this weekend's tournament. Mr. Negoshian said that he is working on the tournament schedule for next year. He will give the Worcester County Women's Golf Association two Thursdays in 2015 - one in June and one in July - and they'll choose which date and get back to him. Mr. Negoshian pointed out that there has been some discussion over the last few years as to whether WCC will continue to host this tournament since it is free. He said that there are about 10 Westborough members and he usually gets about 40-50 women total for that day. The tournament has a shotgun start and the ladies pay for carts and lunch that is offered off of a special menu. Mr. Storey felt it was good exposure for the course. The Nine and Wine program that was currently being offered through the Westborough Recreation Department was discussed. Mr. Negoshian and Mr. Hightower spoke with Recreation Director, Alan Grady, about coordinating this program. Mr. Negoshian decided to go with a class size of between 8 to 12 women. Assistant Golf Pro, John Gremo, has been teaching the class, with help from Brian Willar. Mr. Negoshian felt that Mr. Gremo did a great job teaching, but communication needed to be a little better to insure a smoother transition from the course to the restaurant. There was discussion about running some sort of children's golf clinic once a week on a Monday morning and using driving nets. The Committee felt that a practice area could be put in near Hole 8 if some of the brush was mowed back and netting installed. The practice area could be used for lessons, clinics, and for golfers to warm up by taking practice swings before going out on the

course. Mr. Negoshian is also considering the purchase of a 10x10 net that can be used either indoors or out. It was suggested that the Committee consider purchasing the netting for next year and add it to the agenda for next month. Mr. Hall pointed out that they should take a look at Hole 8 to see how much room is actually there.

Old Business: Regarding the Request for Proposal (RFP) for the Management Service Contract, Mr. Blois explained that Mr. Negoshian's contract is up on 12/31/14. Per the State of Massachusetts procurement process, procedures need to be followed when obtaining and awarding bids. Mr. Blois mentioned that three people were appointed from the Country Club Operating Committee to an RFP Committee for the purpose of analyzing the contract. The RFP Committee made some changes and presented to the CCOC. The next step is to make a recommendation to the Procurement Officer (Town Manager) and then it will go to the Selectmen for a vote to award the contract. Mr. Blois reported that the RFP Committee reviewed the proposal they received from Jack Negoshian to see if it satisfied the bid requirements. Mr. Blois said that the RFP Committee had asked for a six month amount as a base amount for the contract – then they will double that figure for the annual salary and any yearly increases will be made according to the Consumer Price Index (CPI). Mr. Blois said that the new contract is for a three year period so it expires at the same time as the Superintendent's contract. The RFP Committee will monitor the changes to the wording in the contract for the Golf Pro. Mr. Blois will recommend to Town Manager, Jim Malloy, the six month contract cost of \$21,000. Mr. Blois pointed out that the contract should not exceed an amount of \$43,260 for FY'16. Mr. Arena asked if it was a one year contract or three and Mr. Blois said it would be a three year contract but there is an early cancellation policy that can be initiated by the Town at any time without penalty. There was discussion about the strategic direction of the course and Mr. Hall mentioned that is the reason why the RFP Committee will stay together, so they can continue to analyze where the course will go in the future. Mr. Arena pointed out the challenges in increasing membership and revenue and the need of figuring out the long term sustainability of the course. Mr. Hall said that the RFP Committee has had these discussions within their group. Mr. Willwerth made a motion to go back to the Town Manager and recommend that he accept the bid from Jack Negoshian. Voted: 4-0-0.

New Business: Mr. Storey met with Mike Johnson and he quoted a price of \$5,400 to replace the cart path at 5 and then another \$1,600 near the 6th tee. They didn't look at the 4th green cart path. Mr. Blois thought it might be another \$1,000 to fix the cart path at the 4th green. Mr. Blois made a motion to authorize spending as a not to exceed amount of \$8,000 for the cart path repair on 4, 5, and part of 6 and Mr. Hall seconded. Voted: 4-0-0. Mr. Blois said he would get together with Mr. Hightower so he can start working on the FY'16 budget.

There was discussion about the possible purchase of a One Ton Dump Truck that the DPW was getting rid of and using it to transfer loam on the course. Mr. Arnold spoke with DPW Manager, John Walden, and the truck needs a lot of work. Mr. Blois made a motion to pass on purchasing the One Ton Dump Truck from the DPW and Mr. Storey seconded. Voted: 4-0-0.

The Committee agreed that the next CCOC meeting will be held on November 19th. At that time Mr. Blois will present the FY'16 budget for discussion.

Mr. Willwerth wanted to verify that the proper paperwork was completed and filed for Mr. Negoshian's new contract, and that this subject is placed on an upcoming Selectmen's agenda for approval.

The Committee approved Mr. Negoshian's request for advertising in the New England Golf Guide. Mr. Blois asked how many coupons would be in the guide this year and Mr. Negoshian thought there would be 10.

Adjournment: Having no further business Mr. Willwerth made a motion to adjourn the meeting at 8:15 p.m. VOTED: 4-0-0.

Respectfully submitted,

Approved:

Jessica Thomas, Administrative Assistant

John Arnold, Chairman