

WESTBOROUGH COUNTRY CLUB OPERATING COMMITTEE
MEETING MINUTES

Date: November 19, 2014

Location: Meeting Room, WCC

Convened: 7:00 p.m.

Adjourned: 8:33 p.m.

Committee Members Present: Dexter Blois, Dave Hall, John Arnold.

Other Attendees: Vince Aquilino, Jack Negoshian, Mike Hightower, Jessica Thomas.

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

Minutes: Mr. Blois made a motion to approve the amended minutes of October 8, 2014 and Mr. Hall seconded. VOTED: 3-0-0.

Budget: Budget for FY2016 - Mr. Blois handed out the FY2016 budget for the Committee's review. He compared FY2015 to FY2016. There were a few slight increases under the following line items; Mr. Negoshian's contract, Sand/Loam/Gravel, and Parts & Supplies. Also fuel and indirect costs were up. Mr. Blois noted that since we are increasing greens fees next year, hopefully the additional income will offset these expenses. Mr. Blois mentioned that the FY2016 budget was turned in to Accounting as a draft until the Committee was able to vote on it. There was a motion by Mr. Hall to accept the FY2016 budget as presented by Mr. Blois. VOTED: 3-0-0.

Equipment Purchase/Capital Projects – Article Request for ATM 2015 – Mr. Blois discussed a new cart path between Holes 1 and 9. The cost for the new path would be approximately \$43,000, with an additional \$8,000 for removal of the old path and loaming. The cart path could be redesigned to accommodate two-way traffic and create more room outside of the Pro Shop for parking the carts. Mr. Blois noted that the total cost of \$51,000 would need to be requested and approved at Town Meeting before the project could start. Mr. Hightower also brought up the idea of purchasing two golf simulators for the Meeting Room area. He estimated the cost could come in around \$140,000 for two high end simulators, plus re-doing an area in the building to accommodate them. Mr. Hightower felt pro shop personnel would be available for staffing and golf lessons, and that the simulators would allow the facility to be open year round. He mentioned that the area needs to be dark for the projectors to function but guessed that it could be a 3-4 year return on the simulators. Mr. Arnold asked how fees would be collected and Mr. Hightower felt it would be similar to the way greens fees are collected. Mr. Hightower pointed out that Groton has golf simulators, and by having the simulators available over the winter, the Club could possibly sell memberships year round. Mr. Negoshian added that the simulators would allow golfers to play at night like they do in the summer. Committee members felt this needed some real thought in order to decide for the future - costs associated with the purchase and installation of the simulators needed to be weighed against potential revenue brought in. Mr. Negoshian mentioned that the elite simulators can cost \$40,000-\$50,000, but there are other options like lower end simulators that cost less, or renting or leasing simulators. Mr. Negoshian

pointed out that the high end simulators have cameras where as the lower models aren't as elaborate. Committee members wanted to finish addressing the cart paths between Holes 1 and 9. There was a discussion about money left in articles and what happens to it, since it was noted that there are funds available in articles from previous years. Mr. Hightower mentioned that the funds in those articles were meant to purchase new equipment such as a rough mower and spray tank and that most of his equipment is old and will need to be replaced as it breaks down. Mr. Hall made a motion to approve \$51,000 for re-doing the cart paths between Holes 1 and 9. VOTED: 3-0-0.

Membership: The Report of Membership was reviewed. The number of junior members was noted.

Greens Committee/Superintendent: Mr. Hightower wanted to request approval from the Committee to take down some pine trees near the path located next to the parking lot. He'd like to replace these pine trees with something else that won't shade, such as smaller flowering trees that would designate the path but allow sunlight in to that area. Mr. Hightower will speak with Tim Donovan about grinding and removing the stumps of the trees taken down, along with trimming any trees that need it. Mr. Hall made a motion to authorize Mr. Hightower to take down the pine trees near the parking lot. VOTED: 3-0-0. Mr. Hightower mentioned that the drainage work is done. He'd also like to take down some other pines and noted the pine tree near the 6th green. Mr. Blois suggested holding off on that one for now since that tree doesn't affect the green or play. Mr. Hightower asked if he could remove the Scotch pine located near the Ladies 9th tee that's dead. Mr. Blois made a motion to authorize Mr. Hightower to remove the Scotch pine located near the Ladies 9th tee. VOTED: 3-0-0. Mr. Hightower said his winter plan is to keep people off the frozen grass, but otherwise the course could stay open. He also noted that he drained the irrigation system.

Golf Professional: Mr. Negoshian reported that as of today he has collected \$150,000 in greens fee for the year. He mentioned that he has purchased a 10x10 net, which can also be used outside. He has set the net up in the pro shop for now and pointed out that it is a better netting system than he had before. Mr. Negoshian said he is also interested in purchasing a golf simulator, but he is looking at a lower model than what was discussed earlier. He would like to purchase a golf simulator in the \$10,000-\$12,000 range and was looking for the Committee's approval to set it up in the Meeting Room. He would be offering lessons, along with Assistant Pro, John Gremo, who will be around this winter. Mr. Negoshian said he has spoken with members who are interested in league play. He mentioned there are other options too like partnering with the Recreation Department and offering kids programs. There was discussion about overhead costs and Mr. Negoshian said he would cover the electric and heat. Mr. Blois made a motion to allow Mr. Negoshian to proceed with his plan of operating a golf simulator in the Meeting Room and paying for the utility bills over that time period. VOTED: 3-0-0. Mr. Negoshian said he hopes to have the golf simulator by January. Mr. Hall suggested keeping the simulator up year round to give lessons. It was noted that Mark Stockman, MIS/GIS Director, will be setting up Mr. Negoshian with a new computer, complete with an updated version of Windows.

Mr. Blois asked Ms. Thomas to suspend the cable service to the television in the Meeting Room for now, and then have it turned back on in April.

Old Business

Netting for practice area at Hole #8 – Mr. Blois requested that the Committee pass over this item for now.

New Business:

Management Services Contract – Mr. Blois had reviewed the details of the contract with the Committee at the last CCOC meeting. The next step is for Town Manager, Jim Malloy, to present to the Selectmen. Mr. Blois said that Mr. Negoshian's proposal met the requirements of the RFP and that the Committee voted unanimously to recommend Mr. Negoshian. Mr. Blois pointed out that Mr. Negoshian's salary of \$21,000 is for the 6 month period from January to June 2015, which is the same amount as July to December of 2014. His salary beginning July 1, 2015 for the new fiscal year is with the CPI (Consumer Price Index) increase. Mr. Blois noted that Mr. Negoshian already has the new contract in hand.

Adjournment: Having no further business Mr. Blois made a motion to adjourn the meeting at 8:33 p.m. VOTED: 3-0-0.

Respectfully submitted,

Approved:

Jessica Thomas, Administrative Assistant

John Arnold, Chairman