

REVISED DRAFT - Golf Advisory Committee

August 28, 2018

Present: B. Kessler, Chair, G. Fasulo, F. Biancaniello, L. Davies, J. Lynch, O. Novy, L. Perrone,

President of the OP Members Golf Council, F. Daly, Liaison to the Board and J. Bailey, General Manager

Absent: John Malinowski, Director of Golf

Director of Golf Report:

There was no report from the Director of Golf. The GAC is still waiting answers to the following from previous Committee meetings: status of the Time Utilization Reports; status of the handicap terminal installations in the ladies and men's locker rooms; status of the cart signs being placed in the carts; request for divot mix to be placed on the driving range; and access to AED's. It was also suggested at the last meeting Tern Grill employees wear logo shirts, either OPGCC or with a Tern Grill logo, which would look more professional. It appears the drainage issue outside the pro shop has finally been resolved.

J. Bailey, our General Manager, gave us an update on the course bathroom renovations. The left over tile from the renovations done to the inside bathrooms are not available. JB showed us a photo of what is being considered for the walls of the bathrooms. The floors will resemble what has been used for the pool bathrooms, which is very sanitary and safe. The renovation project will include painting of ceilings, new wall covering, new floors, fixtures (toilets, sinks) and stalls. The outside of the facilities will be cleaned. The outside walls should be power-washed, the doors cleaned and painted, the roof cleaned and also the gutters. The steps leading up to the facility should also be cleaned. The gutters are a mess and should have been scheduled to be cleaned on a yearly basis. RFP's have been sent out to qualified vendors. JB will inform the GAC on the time-line for the completion of the project as soon as they settle on a contactor. The GAC wanted to know who is in charge of overseeing the project. Maintenance on the inside and outside of the facilities has been an ongoing problem for years and needs to be addressed so the new renovations to the facilities do not fall into disrepair again.

Tee Time Utilization Report was not available which could be a software issue.

There were several suggestions from the GAC. The Golf Members Council, plus the MGA and LGA run several events through the season which attracts players and also raises funds to support our Scholarship program and also our Junior Golf program plus donations to other charities. The LGA and the MGA have increased their membership by reaching out to residents of OP. Marketing and advertising of the course, in our local newspapers, would be a benefit since many vacationers search out the local papers for things to do. OPGCC is never in the papers advertising their specials. Last month the Tern Grill offered 9 holes of golf and a free hot dog and beer beginning at 3:00 pm. We would like to know how many specials were sold as there was no advertising in the local newspapers. The OP web site sends out email blasts on 'happenings' in Ocean Pines but renters and others in the area do not receive the information.

People usually make early decisions on membership to clubs. It was suggested at last month's meeting OP needs to get their rates out to the public and current members much earlier than in past years. We are competing with advertising from Ocean City which is offering a \$98.00, 2 year membership, with restrictions. The actual impact this may have on our membership is not known at this time.

Members of the MGA, LGA and the Council reported they were having issues getting invoices from the Tern Grill and the pro shop for their events. The Tern Grill has also failed to deliver items requested for tournaments. Breakfast items, which were supposed to be put out by 8:00 am, were not put out because Tern Grill staff did not show up until 8:30. Members of the MGA, LGA and Council Members have had to assist the pro shop staff on duty to set up the breakfasts. One example is when the LGA was having a statewide tournament, with players coming from all over Maryland and Delaware and breakfast was contracted with the Tern Grill. The LGA Committee showed up and found the "fruit" we ordered consisted of 5 bananas for 36 players. Plates, napkins, water, juices, coffee, pastries, had to set out by an employee of the pro shop and the LGA committee because Tern Grill staff was not available. The MGA and the Council have also had problems with contracted services. It was suggested that management of the Tern Grill look into courses at Wor-Wic or some other area facility that offers classes in Restaurant Management.

With the bad weather in July, golf rounds (4,193) were down 190 rounds from the previous year. Golf net operating results were a positive \$14,158 and the Tern's Grill was a positive \$1,913. The YTD combined net operating results for golf and the Tern Grill is a positive \$110,625.

Jim Beisler coordinated the committee's annual report to the Board last year. We need a volunteer to coordinate the report for 2018. Members of the GAC are asked to submit suggestions they feel need attention from the Board concerning golf and golf operations at OP.

Larry Davies has volunteered to Chair the GAC for the upcoming year. His name will be submitted to the Board for approval. Perhaps Larry should be the point person for the annual report to the Board.

JB also updated the GAC on the clubhouse renovation project. RFP's are going out shortly. The roof is still an issue because it was never properly repaired by the first contractors. The roof still has some serious leakage problems. F. Brown has worked on new roof lines to alleviate future problems with leakage and water runoff. He is working closely with the Architects on the project. Ted Moroney and members of the golf community are also working to make sure the project is done correctly. Other items which need to be addressed in the renovation project, besides the roof, are an elevator, windows, staging kitchen, etc. JB and the Board will be vetting licensed contractors to do the work on the project this time.

Once the project is completed we will have conference and meeting rooms, a bar used for functions only, and a staging kitchen. There will also be sliders to an outdoor deck with tables and seating. Service to this area will only be available when there is a function going on. Members can bring their purchased food and beverages up to this area if they wish to.

A discussion was held on how OP is going to market the new area. Who do we want to market the space to: one-day seminars, business retreats, golf outings with lunch and/or dinner, OP meetings and other venues (dances, entertainment, etc.). Another question raised was who would operate and manage the facility? Will we see if Matt Ortt Companies are interested? We need qualified managers and adequately trained staff to operate the facility if it is to be successful.

Other items to add to any future LRP at the Country Club would be a new cart barn and lighting (regular or solar) for the parking lot. If we are planning to hold events in the evening then the need for lighting in the parking area becomes not only a security issue but a safety issue to.

JB reiterated and other Board members reminded the GAC there are other issues facing the community, i.e. budget deficits, bulk heads, roads, police station, drainage, piers, infrastructure issues, software integration for departments, outcome of the Reserve Study and the Forensic Audit.

Maintenance issues in other areas also need to be addressed as they have fallen into disrepair because maintenance on same has been ignored for years costing OP residents more money over the long run instead of addressing maintenance issues at the appropriate time. We have a great Public Works department but they are not qualified to do many of the projects they were told to work on.

Golf Course Conditions

August is usually a tough month for courses and OPGCC is no exception. Excessive rain and heat cause problems for the course. Most of the fairways are in good shape except for #8 which is a constant problem with crab grass and bare spots. J. Lynch spoke with Andre about the rough, greens and collars. The rough is a mixture of grasses and is tough to manage. Our rough need to be cut down as it affects Pace of Play when players cannot find their balls. Greens are getting stressed and the surround/collars are in bad shape with crab grass and other weeds beginning to infringe on the greens. Some suggest going from hand mowing the greens to machine mowing might have had an effect on the collars. Machine mowing saves time and money but may have contributed to the problems with our greens and especially the collars. Andre and his crew are doing their best to take control of the issue. JB asked if the GAC ever received a "Green Report" from Andre. We have never received one.

There is definitely a communication gap between the GAC, the Golf Members Council, the Board and General Manager. Also included would be communication by and between the Director of Golf and our Greens Superintendent with the GAC. F. Daly is our new Board Liaison and is the link to the Board for communicating what transpires at our meetings. Just having the Board members read minutes from Committee's is not the solution. Mr. Daly is committed to identifying who is responsible for operations, maintenance, financials and personnel for all of OP's amenities. JB said that in the future Department Heads/Director's need to attend meetings to give their reports and answer questions. The Director of Golf and our Greens Superintendent along with our General Manager, when he is available, need to be present to give their respective reports and answer questions presented by GAC members. The GAC meets every 4th Tuesday of the month at 3:00 pm. This should be noted by our Director of Golf and our Greens Superintendent so they can plan on attending the GAC meetings.

What is the procedure when a Director or Department Head does not attend meetings and there are questions that need to be answered? Does the Chair meet with the Department Head and then the Chair conveys the answers to the Committee? The Communication gap needs to be addressed sooner rather than later.

We all are trying to work together to make Ocean Pines the best place to live and play.

The next meeting will be held on September 25, 2018, at 3:00 pm in the Administration building Conference Room.

Respectfully submitted,

G. Fasulo, GAC Member