

Township of Lower Makefield
Golf Advisory Committee
Meeting Minutes, December 12, 2018

Golf Committee:

Richard Eisner, Chairman – present
Helen Bosley, Vice Chairman – present
Jim Richardson, Recording Secretary – present
Adam Reiss – absent
Mark Ellison – present
Grace Godshalk – absent
Rodger Owen – present
Colin Marsh – present
Pat Frain – absent
John Lewis, LMT Board Liaison – absent

Others:

Mike Attara, President, Spirit Golf Management
Ed Gibson, General Manager

Attachments – LMT Board Copy only

Spirit Golf Management Makefield GC Report thru November, 2018

Food & Beverage financials YTD 8/31

Golf Greens Fee comparisons – Makefield Highlands vs. five local competitive courses

Meeting Notes:

Rich Eisner called the meeting to order at 7:00.

Ed Gibson reviewed the golf course financial performance YTD as of 11/31/2017 vs. the same period, 2018. In all measurable categories except banquets and events, 2018 ran behind 2017. The weather, Ed stated, was entirely the cause for these shortfalls, with 2018 experiencing 39 days of golf course closure,

versus only 12 days the previous year. And everything suffers, he said, not just greens fees and cart rental, but range fees, shop merchandise sales and food and beverage.

Ed explained that the golf course has been prepared for winter, with two cups being cut on each green, so that the flagstick can be moved alternatively fore and back, thereby reducing the foot traffic around a single cup. Additionally, several bunkers have been renewed with new bases and new sand. Additionally, several sand bunkers will be filled in and turned to grass bunkers.

He was proud to announce that Jennifer Torres, Course Superintendent, has been awarded the Rutgers Professional Turf Management Schools 2018 Award for Professional Excellence.

There followed a lengthy discussion of golfing fees, and the viability of raising our rates in most categories, thereby enhancing revenue while being careful to not discourage participation – certainly a balancing act.

Mike Attara announced that Makefield Highlands has been chosen as the site for the 2019 USGA Open Sectional Qualifying matches, to be held on Monday, May 13 – a great honor!

Adam Reiss moved to approve October's minutes, Colin Marsh seconded, and all agreed.

Colin Marsh moved to approve last month's minutes, Rodger Owen seconded, and all agreed.

Colin Marsh moved to adjourn, Mark Ellison seconded, and all agreed.

Next meeting to be held on January 14, 2019 at the Township Building

Respectfully submitted, Jim Richardson, Recording Secretary

Golf Course	Weekday Resident Senior	Weekend Resident Senior	Weekday Non Res Sr	Weekend Non Res Sr.
MHGC (age 60+)	\$43 w/cart	\$53 w/cart	\$48 w/cart	\$57 w/cart
Heron Glen(age 55+)	\$34 w/cart	\$42 w/cart	\$45 w/cart	\$54 w/cart
Middletown (60+)	\$33 w/ cart	\$36 w/cart	same	same
Mercer Oaks(62+)	\$34 w/cart	\$46 w/cart	\$48 w/cart	\$61 w/cart
Mountainview (62+)	\$34 w/cart	\$46 w/cart	\$48 w/cart	\$61 w/cart
Five Ponds (60+)	\$42 w/cart	\$45 w/cart	\$47 w/cart	\$50 w/cart

MHGC	Weekday Resident	Weekend Resident	Weekday Non Res	Weekend Non Res
18 Holes	\$39 Green fee + \$20 cart	\$65 includes cart	\$53 Green Fee + \$20	\$80 includes cart
9 Holes	\$25 Green Fee + \$12 cart	\$29 Green Fee + \$12 cart	\$29 Green Fee + \$12 cart	\$36 Green Fee + cart