

MINUTES OF THE MAY 21, 2019 MEETING,  
OF THE COUNTRY CLUB MANAGEMENT COMMITTEE (CCMC),  
HELD IN THE "CLUB ROOM",  
OF THE SOUTH SHORE COUNTRY CLUB (SSCC).

Members Present: Christine Smith, Chairman, Jack Bailey, and William Friend.

Others Attending: Kevin Whalen, Executive Director of the CCMC.

The Chairman called the meeting to order at 8:15 AM. The members in attendance constituted a quorum. This quorum remained present throughout the meeting.

The first order of business was the Committee's review of the minutes of the April 2, 2019 CCMC meeting. After a short discussion, on motion duly made and seconded, the minutes of the April 2, 2019 meeting were approved and accepted. William Friend, secretary of the meeting, was then authorized by the CCMC to make further corrections to the minutes he deems necessary and appropriate and to forward the final minutes to the Town Clerk for posting.

Approval of the minutes was followed by the Executive Director Report presented by Kevin Whalen, the Executive Director of the SSCC.

Kevin Whalen opened with the current financial report, which included a comparison of the SSCC's revenue for the month of April compared to the revenue for the same month in the prior year. He noted the difficult weather in April of this year and discussed the impact of this weather on the financial results for the month. He also noted that the weather and financial results have been much better in the first few weeks of May. He followed with a review of the SSCC's expenses during the month of April and then summarized where he thought the SSCC was in relation to his budget goals for the year.

Kevin Whalen then provided an update on the SSCC's golf simulator business for the year. In the course of this report, the revenue and expenses of the simulator business were examined-showing a small profit. Kevin Whalen continued with his analysis of how the profitability of this business segment could be improved in coming years by purchasing the equipment and technology that runs the simulator business. He feels this process would provide a much better return than the SSCC's current revenue sharing arrangement with Evergreen. He added that he has spoken to Evergreen and they along with other providers would be willing to sell the equipment and technology to the SSCC at a price that would allow the SSCC to quickly recover its capital investment. After a review of the information and analysis provided by Kevin Whalen, the Committee voted unanimously to authorize him to proceed with the simulator acquisition process, with the understanding that any agreement would be submitted to the committee for approval before being executed.

Kevin Whalen continued his report with information on the Selectman's Cup Championship (Fourth of July Parade fundraiser) which took place the day before this meeting and the Hingham Scramble Championship (Friends of the SSCC fundraiser) which is scheduled for September 30, 2019.

After thanking his staff and the committee members for their assistance in the successful town parade fundraiser and requesting a similar effort in the September SSCC

fundraiser, Kevin Whalen opened a discussion of the bowling alley segment of the SSCC's business operations. He explained that league participation and walk-in business is shrinking and that equipment maintenance and payroll costs are the two major expense components. Accordingly, while looking for methods to improve the bowling alley revenue he is managing the payroll costs by limiting the hours of open bowling in the summer.

A report on the driving range followed the bowling alley discussion. After reviewing the annual revenue generated by the driving range, Kevin Whalen advised the CCMC of the ongoing problems with the range operation and his plans to address them. He further advised the CCMC that he would report back to them with more information at the next meeting.

The status of the SSCC's existing swimming pool was also presented and discussed, as part of Executive Director report. Kevin Whalen advised that Guarinos Swimming Pool Service would be completing the agreed upon seasonal maintenance/repair work, before the scheduled date to fill the pool with water (May 28<sup>th</sup>).

The pool discussion was concluded with a reminder from Kevin Whalen that the maintenance/repair work to be done by Guarinos is expected to reduce the leaking from the pool facility into the SSCC maintenance area underneath the pool and that, if the leaking is not significantly reduced or, if after adding the weight of the water, the cracks in the pool structure expand beyond levels acceptable to the engineering firm hired by the SSCC to inspect the pool structure, the SSCC will not be able to open the pool.

Kevin Whalen also followed up on the Women's Golf Association (WGA) fee and membership structure discussion, started in the April CCMC meeting, advising that a special committee of the WGA and the Men's Golf (MGA) has been created to address the fee issues and that this group would be meeting on June 21<sup>st</sup>. He assured the CCMC he would report back with the recommendations of the special committee.

Upon conclusion of the Executive Director report, Christine Smith provided the CCMC with information on the status of the pending extension of the SSCC's lease with Vista Verde Corp which covers the food and beverage facilities at the SSCC. She advised the CCMC that there is an understanding between the parties with regard to the lease extension, that the town attorney has been working on a draft of a document to record the agreement between the parties and she expects to soon present the written agreement to the CCMC for approval.

Christine Smith, followed with a report to the CCMC on recent developments relating to the fundraising activities of the Friends of the SSCC and the status of the still pending appointment of a new CCMC committee member, by the town's Board of Selectmen.

Following discussion of the matters presented by the Christine Smith, on motion duly made and seconded, the next CCMC meeting date was set for June 18, 2019 and the current meeting was then adjourned.

Respectfully submitted,  
William K. Friend  
Secretary/Clerk