

**MINUTES OF THE JUNE 18, 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, Susan Sullivan and William Friend.

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

The Chairman called the meeting to order at 8:10 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 May 21, 2019 CCMC meeting. After a short discussion, on motion duly made and seconded, the minutes of the May 21, 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 May, 2019 to the revenue for the same month in the prior year. He noted the \$188,093 in revenue received during the month, commented that some additional expected receipts for the month are still outstanding and that final results for the month May should to be in excess of \$200,000. He added that this would result in an \$18,000 increase over May of 2018. He followed with a comment on June revenue-stating that he has \$117,730 in receipts, to date, in June. Kevin Whalen concluded the SSCC revenue discussion with his assessment of where the SSCC is for the year, through mid-June, compared to the revenue for the same period year in the prior year is down approximately \$11,000.

He then reviewed the SSCC's expenses, during the month of May, and summarized where he thought the SSCC was in relation to his budget goals for the year. The expense report also included an update on the new golf course equipment which is to be delivered in early July and how the purchase of this equipment is being funded.

The timing and amounts of other pending capital expenditures were also reviewed at this time. This included a discussion of the costs to repair the tennis courts (\$3,500) and the cost to upgrade the golf course tee-time reservation system. Kevin Whalen noted that an RFP covering the new system was being worked on and that the new system

could incorporate bowling alley reservations and automatically adjust tee times, in the event of frost delays.

The status of the SSCC's existing swimming pool was the next matter presented and discussed, as part of Executive Director report. Kevin Whalen provided the Committee with a copy of the Apex Engineering Project Memo (dated 6-14-19), confirming that the firm found no evidence of increased leaking or movement in the crack monitors.

The pool discussion concluded with a reminder from Kevin Whalen that \$34,500. was spent to prepare the SSCC's pool for this year's swimming season-primarily to abate leaking into the maintenance facility below the pool. He then noted that the maintenance/repair area below the pool and the structural crack monitors will continue to be checked and if there is significant leaking or, if the cracks in the pool structure expand beyond levels acceptable to the engineering firm hired by the SSCC to periodically inspect the pool structure, the SSCC will be forced to consider closing the pool.

After the pool discussion, Kevin Whalen continued with his analysis of how the profitability of the SSCC's golf simulator business could be improved in coming years. He reminded the Committee of its prior discussions regarding the SSCC's proposed purchase of the equipment and technology to operate the simulators and how the purchase could be quickly recovered by increased operating revenue. 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. The Committee voted unanimously to authorize him to proceed with the simulator equipment acquisition process (RFP), with the understanding that any agreement would be submitted to the committee for approval before being executed.

Kevin Whalen followed with information up on his discussions concerning the "fairness" Women's Golf Association (WGA) fee and membership structure, advising that the special sub-committee of both the WGA and the Men's Golf (MGA), created to address the fee issues, would be meeting, on June 21<sup>st</sup> and assured the Committee he would report back with the recommendations of the special committee.

Kevin Whalen also provided the Committee with information on funds received from the Green Bush Trust (\$4,500), which will be used to restore and clean the bricks and tuck-pointing of the SSCC's restaurant and event facility building. He then discussed his conversations with Plymouth County Mosquito Control regarding work that may be done on or around the golf course and concluded with information on a new parking app ("Boxcar") that could allow us to collect fees from MBTA commuters who park at the SSCC.

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. pertaining to 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, and that the town attorney is preparing a draft of the agreement that should be available for review by the Committee at its July meeting.

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.

Also discussed at this time was the potential of a cellphone tower on SSCC property. Susan Sullivan and Kevin Whalen provided the information they had gathered pertaining to the installation of a tower, including the potential revenue and the permits and approvals that would be necessary. After a short discussion, primarily because of the Commonwealth's financial involvement in the original purchase of the property and the additional stipulations tied to the Commonwealth's involvement, it was concluded that it was not feasible, at this time, to move forward on the development of a cell phone tower on SSCC property.

Christine Smith and Kevin Whalen concluded with information on the Hingham Scramble Championship (Friends of the SSCC fundraiser) which is scheduled for September 30, 2019, requesting the assistance of the Committee members in signing up golfers and sponsors for this event.

Following discussion of the matters presented by 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



