

**PARAMUS GOLF COMMISSION  
MINUTES**

**Tuesday January 12<sup>th</sup> 2020**

**Call to order 6:30 pm by Andy Schuckers, Manager/Superintendent**

**1. Notice of Meeting:**

- 2. Roll call:** Stuart Clark , Pete Caminiti Sr, Joe Cirillo, Timothy White, Rob Thompson, and Ralph Amato

**Also Present:** Andy Schuckers and Sabrina Helm

**3. Approval of minutes from December 1<sup>st</sup> meeting**

- a. Motion: Stuart Clark Seconded: Pete Caminiti Sr

**4. Election of Chairman and Vice Chairman**

- a. Motion by Pete Caminiti Sr to appoint Stuart Clark as Chairman Seconded: Ralph Amato

- b. Motion by Stuart Clark to appoint Pete Caminiti Sr as Vice Chairman Seconded: Ralph Amato

**5. Next meeting is scheduled for February 2<sup>nd</sup>**

- 6. Correspondence:** Andy was informed the borough is advertising the bid negotiation for the golf concession through the newspaper and website. Andy will be conducting site visits for those interested. Negotiations will take place on 2/25/2021. Ralph Amato requested Andy to ask the borough administrator if at least one of the golf commission members can be included during the negotiations and that he would be interested in sitting in.

**7. Finance:**

Golf Course: December report showed a 13% above last 5 years average. Andy commented that this is due to Covid bump and weather. This year was the highest income year in the last 5 years with a 7% increase over the last 5 years. Andy commented that we raised rates that year and that helped. He also commented though we were profitable it did not help being closed for part of March and all of April.

Highlights:

Mini Golf ended the year with 16,241 players including 890 players in November. This is the first year Mini Golf was open in November. Traditionally, we are closed for the winter on October 31<sup>st</sup>.

Vice Chairman questioned if the expense from outside assignments from the golf course is included in the golf expenses. He commented over all we had a relatively good year. Andy answered him yes and we did have an overall good year with the weather being kind in 2020. Ralph commented that the golf course was profitable due to the fact that Andy made budget cuts. Andy explained that due to COVID he made budget cuts per the CFO request. Though the 390k cut out of the budget was deep it was necessary and made the course profitable in 2020.

**8. General Manager/ Superintendent Report:**

Andy had a meeting to go over budgets this past Saturday. There are 6 full time positions that are budgeted for and currently open. Maintenance ran short this year

and because of this both golf and the fields did not execute as many projects as they normally do. The sports fields were maintained but not as often because no one could play on them this year.

There is a lot of play for the month of January. The ground has been frozen so maintenance has not moved cups but are moving tee markers and filling divots 2-3x for the grass seed to grow in spring. Next years recommended budget is \$2.9 M and as requested Andy presented the breakdown of labor and supply for the field division that is included in the budget.

Before budget cuts the 2020 budget was \$2.6 M and the 2021 budget is a 1.8% increase from that year.

Long term debt service to maturity: The golf course pays on average \$500k in debt service each year. Andy explained that the debt service is included in the expenses he referenced before. Vice Chairman questioned how far through we are in paying off the debt service. Andy explained the sheet has only 10 years on it but according to his math it will be longer than that.

Capital: Andy cancelled all capital in April. Leasing equipment was presented to the budget committee and it was decided that bonding for equipment would be a better decision at this time.

#### **9. Old Business:**

- a. Restaurant: Section 7.
- b. Land Purchase: Complete. Boswell is still conversing with the state and working with DEP.
- c. Pond Project: In progress.
- d. Water Permit: Application was sent to the state and the borough is waiting on their response.

#### **10. New Business:**

Golf course access:

Andy mentioned that before access to the golf course was always equal to all. With the trial program in place, the staff has found on nice weather days 87% of the tee times are booked by Paramus residences before noon.

Andy recommends allowing 20% of tee times for advanced bookings for Paramus residents starting at 6am and releasing the 80% of all remaining tee times to all registered members starting at 7am.

Chairman asked Andy how he came up with the recommendation of 20%. Andy explained the breakdown how much it cost per golfer. He then went on to explain it take five nonresidents greens fees to make up the difference of the average cost per golfers and a resident golfers greens fee.

Vice Chairman believes rates should increase for those who book ahead of the public and have a regular rate for those who book at the same time as the general public. He also asked about raising rates in the middle of the season.

Andy requested that first the commission establishes tee time access then discusses rates. He also requested that once the commission decides on policies that no change of rates should occur in the middle of the season.

Joe Cirillo stated the concerns he's received about the accessibility and when we can get into the online booking.

Andy addressed with everyone that he has a meeting with the POS Company to begin testing the online reservation system to be released by March 1<sup>st</sup>.

Vice Chairman makes a motion to continue the advance booking times a day in advance for residents. Seconded Chairman All in favor: Unanimous

Fee recommendations:

Vice Chairman recommended a continuation of this meeting if Andy can provide additional information to the commission to make so there's no reservation on how their fee recommendation will affect the budget. Andy said he would find out in the morning when we could schedule the continuation meeting to abide by the laws.

The Vice chairman requested information on the county fees, how many seniors play at the course and resident play verse nonresident play since the trial program has been in place before the continuation meeting.

There was discussion of raising residents \$5 or a \$10 on top of the greens fees rates if booked ahead of the public. Andy recommended keeping in mind the resident seniors and juniors rates when conducting the analysis. The continuation meeting will continue the new business section of today's agenda.

Ralph Amato inquired about what the golf course did with the red sand stone that was donated from the slave house in Paramus. Andy explained to him that some of the stone was used to construct the outdoor patio for the restaurant and informed the commission that there is more stone left over in a secure location. Ralph asked going forward to include the Commission on any future projects and Andy obliged.

#### **11. Meeting open to the public:**

John Carpentieri, resident, questioned if the lottery procedures will remain the same and if the course will remain cashless. Andy responded to both with a yes, the lottery again will be held outside with the same procedures. For the safety of the staff the golf course will only accept cards.

John questioned why the golf course now has golfers moving the flags. Andy explained that was a Governor executive order that was in place but it was relaxed in September or October leaving it to the golf course's discretion. John also commented he is in favor of raising rates for resident and nonresident.

Nancy Vasile, resident, agrees with John the resident rate should increase if residents have more access a \$5 or no more than \$10 increase is not unreasonable. She questioned how many residents are complaining. She believes most problems arose in April with the phone system but

she doubts residents are still complaining about tee time access. She also wanted to state a mask issues that some of the employees are not complying and wearing a face covering while in the Pro Shop. Andy stated that he has addressed this issue and will continue to address it with employees and they are expected to comply.

James Cullen, resident, agreed with Nancy in regards to tee times. He believes many know how to obtain a tee time. He also agrees with Andy that the course runs the risk of scaring away the registered non-residents and thinks most of the rounds are made up of registered non-resident golfers. He believes if one group of golfers are treated better or the current policy remains the same the course will most likely lose members over it. He feels if tee time access is reverted back and if there's an increase in rates that no one will be offended. He feels an online booking fee for making a tee time in advance is appropriate.

He questioned Andy if the course makes any other additional income beside rent from the restaurant and if the restaurateur will be awarded based on the lowest bidder like last time. Andy explained the course only receives rent from the restaurant and that the committee will be choosing the most qualified bidder now that it is in negotiation.

12. **Good of the Order:** Andy announced he is to be a grandfather in April. Vice Chairman Pete announced as the outgoing chairman I would like to thank and congratulate Sabrina, Andy and the board for doing an excellent job all year.

13. **Adjournment:** 8:02 pm Motion: Chairman Seconded: Ralph Amato