

**MINUTES OF THE APRIL 27, 2021 MEETING,
OF THE COUNTRY CLUB MANAGEMENT COMMITTEE (“CCMC”),
Remote meeting via telephone conference call
Dial in number: (929) 205-6099
Meeting ID: 87018405815
Passcode: 758253
Website: <https://zoom.us/join>**

Members Present: Christine Smith, Jack Bailey, Susan Sullivan, Steve White and William Friend.

Others Attending: Kevin Whalen, Executive Director of the South Shore Country Club (SSCC). Christopher Riley, SSCC’s golf pro, was also present for a portion of the meeting.

The meeting was called to order at 5:32 PM. The CCMC members present constituted a quorum. This quorum remained present throughout the meeting.

Before commencing with the meeting agenda, Christine Smith, Chairman of the Committee, informed everyone in attendance that the meeting was being held remotely, by telephone, as an alternative means of public access - pursuant to an Order issued by the Governor of Massachusetts (dated March 12, 2020), suspending certain provisions of the Commonwealth’s Open Meeting Law. And, that the meeting and all telephone communications during the meeting, may be recorded, by the Town of Hingham, in accordance with the Open Meeting Law.

The first order of business was a review of the minutes of the March 23, 2021 CCMC meeting. After a short discussion, on motion duly made and seconded, the March 23, 2021 CCMC minutes were unanimously approved. The Committee then authorized William

Friend, secretary/clerk of the meeting, to make any minor or grammatical corrections to the minutes, he subsequently deems necessary and appropriate, and to then forward the final minutes to the Town Clerk for posting.

The discussion and approval of the minutes by the Committee was followed by the Executive Director's Report ("EDR"), which was presented by Kevin Whalen, Executive Director of the SSCC.

Kevin Whalen opened his presentation, with information on TrackMan equipment he is considering for the golf course/pro shop. Materials containing the sales quote and summarizing the features of the TrackMan equipment were provided to the Committee with the meeting documents. Christopher Riley joined the meeting to participate in this presentation.

Kevin and Chris explained that they would like to purchase a TrackMan (portable radar and launch monitor). They advised the Committee that Trackman can be set up inside or outside, can be easily moved to where ever it is needed and that it provides real-time and more comprehensive golf-swing data than the SSCC's simulator equipment. They noted that the TrackMan can be used to upgrade the driving range and for golf lessons, golf outings, and long drive contests on the course on weekends-all of which should increase golf revenue. Jack Bailey added that he is familiar with the TrackMan, has seen it used for lessons and believes that it is a very good teaching device.

Kevin Whalen and Chris Riley then reviewed the cost of the equipment (approx. \$25k), the expected return on investment and the estimated "pay-back". Following this discussion, the Committee voted unanimously to support the Trackman purchase.

Kevin Whalen followed with information concerning a Special Olympics event, to be held at the SSCC, in the Fall. He added, that Dan Klune, the Hingham High School golf coach, has indicated that the Hingham golf team will serve as mentors for participants in the event. Kevin will provide more information on this event at subsequent meetings.

Following this discussion, Christopher Riley departed from the meeting.

Kevin Whalen continued his EDR, with SSCC's financial results (Year-to-date and monthly financial materials were provided to the Committee members, prior to the meeting). In the course of his presentation, Kevin Whalen noted that revenue continues to be strong and much better than normal for this time of year. Revenue, for the month of March was \$88k and revenue, for the year, through April 26, 2021, was \$1, 548K. With expenses of \$1,084K, for this same period, the SSCC has a current surplus of approx. \$464K. Kevin reminded the Committee that the scheduled annual financing payments for carts and equipment, (approx. \$150k), are not yet due and, when paid, will reduce this surplus .

Kevin Whalen followed with adjustments he will be making to the golf rates starting June 1st.

1. Single golf cart riders will pay \$30 per round.
2. A small bucket of golf range balls will be free, on Friday, Saturday and Sunday, when the full rate is paid for a round of golf.
3. The nine-hole rate for golf after 3PM on weekends will be \$35 for residents and \$40 for non-residents.
4. A small bucket of range ball for junior golfers will be reduced from \$6. To \$4.

There were no objections, from the Committee with regard to these rate changes.

Kevin Whalen concluded his EDR with an update on golf outings, advising the Committee that the first outing of the season is scheduled for the following week and that the SSCC has almost a full outing schedule for May and June.

The next matter addressed by the Committee was an update on the status of the planned construction of the new maintenance buildings project. Discussed as part of this update were: the latest revisions to the design of the buildings; the phasing of the project; the adjustments being considered to reduce the cost of the project; a review of the presentations and meetings that have occurred and/or are scheduled with the Town's Historical Commission, Conservation Commission and Select Board; and a current report on the funds spent on the project.

Upon conclusion of the Committee's discussion of SSCC's maintenance buildings project, Christine Smith presented her CCMC Report. She opened with an update pertaining to her recent communications with Vista Verde Corp, the current and long-term lessee and proprietor of SSCC's food, beverage and event facilities. Christine informed the Committee that she had exchanged several emails with Elio and Frank Ricci, the principals of Vista Verde Corp., regarding their request for an extension of the temporary adjustments to the rental provisions of their ongoing lease with the Town. The initial rental adjustments, which were approved by both the Town and the CCMC, to accommodate for lost revenue attributable to the Covid19 pandemic governmental operating restrictions, are set to expire the end of June. After considerable discussion, the Committee unanimously agreed that, because the

food and beverage and event operations at the SSCC continue to be impacted by the pandemic and are not yet back to normal, an additional three-month extension of the rental adjustment provisions of Vista Verde's with the Town, would be appropriate.

It was then agreed that Christine Smith, Kevin Whalen, and Susan Sullivan would discuss the Committee's proposal with Vista Verde Corp. and the Town.

Following these actions, Christine Smith reminded the Committee of the CCMC's maintenance buildings project presentation to Hingham's Select Board Immediately following this meeting.

Thereafter, the Committee unanimously agreed on the date for the next CCMC meeting (May 18, 2021 at 5:30PM) and then, motion duly made and seconded this meeting was then adjourned.

Respectfully submitted
By William Friend
Secretary/Clerk

