



# Town of Barnstable Barnstable Golf

Hyannis Golf Course, 1840 Route 132, Hyannis, Ma 02601 (508) 362-2606  
 Olde Barnstable Fairgrounds Golf Course, 1460 Route 149, Marstons Mills, Ma 02648 (508) 420-1141  
 Director of Golf: Jesse Schechtman

## Golf Committee April 8, 2025 Meeting Called to order; 5:30pm Minutes

Chair Hochstein reads statement in accordance with MGL Ch. 30.A.S.20 regarding public taping at meetings. No one responds as taping the meeting. Chair Hochstein also reads the executive order on remote participation via zoom and that the meeting is being recorded and will air on channel 18 after the meeting concludes.

Roll Call:	GEOFFREY CONVERSE	Present
	JOHN COOKSON	Absent
	KEITH HOCHSTEIN	Present
	SUSANNE CONLEY	Present
	MARK BUSHWAY	Present
	BILL SYLVA	Present
	JASON AUBEE	Present

ALSO PRESENT: JESSE SCHECHTMAN & JAMES BENTLEY

### Public Comments; NONE

### Act on Minutes of the March 11, 2025 meeting

A motion is made to accept the minutes by Susanne Conley, seconded by Geoff Converse.  
 Roll Call Vote: All in favor.

### Director of Golf Maintenance Report – James Bentley, Director of Golf Maintenance

We are getting some much needed rain. Drought conditions are being re-assessed by the EPA. We were hoping to aerate some of the fairways but it's been too wet. Overseeding of select areas will be taking place soon. We will be expanding the forward tee on number seventeen at Hyannis in the near future. Spring cleanups are ongoing at both courses. Loaming of the stump holes, notably on the fifth hole at OBF, has taken place. The OBF irrigation pumps will be re-installed in the next day or so. The greens at Hyannis have come back nicely from the winter damage. Overseeding of the greens will take place during aerification. This is part of our sustainability plan. It is an expensive endeavor – around \$10,000 to do both courses as the cost of seed is way up. Maintenance days will begin in May (late starts and no back-nine play on Tuesdays @ Hyannis and Wednesdays @ OBF). A discussion about fertilizing practices takes place. James explains that since the organic fertilizer doesn't last anywhere near as long as traditional/synthetic, we must wait until later into the season so that we don't have to re-apply before the end of the fiscal year. Synthetic fertilizer lasts all year, whereas organic only feeds for 6-8 weeks. We will re-fertilize the fairways after August, but to do the entire golf course again would be cost prohibitive.

### **Director of Golf Report – Jesse Schechtman, Director of Golf**

Revenue is fairly strong. Annual pass sales are slightly up over last year, including non-residents. We are currently \$240,000 over forecast, which just happens to be right around the same amount we are borrowing from reserves to balance, meaning if the year were to end right now it would be a net zero. We are still confident we can make a contribution to reserves come the end of fiscal year 2025. We have been dealing with many unanticipated expenses this fiscal year. These expenses have re-directed funds away from other areas that we would have liked to address. Hopefully in FY26 we can revisit those areas. The work in the Hyannis clubhouse is ongoing. Things are going accordingly to plan for the most part. The parking lot has been trenched for the new water line and will be re-paved during the days the course is closed for aeration. The golf staff has been incredibly resourceful during these past two years, and it's very nice to see some progress being made. We are all very much looking forward to getting back into the building. Keith asks about the insurance reimbursement. We still do not know how much we will be receiving. Jason asks about group play at Hyannis. Jesse says while group play is definitely down, overall revenue remains fairly solid as golf as a whole is healthy right now. Jesse also discusses the current marketing efforts that are underway, including radio ads and geo-fencing / digital targeting. Hyannis is also on the GolfNow platform which does a lot of marketing on our behalf.

### **Early Signup Raffle Winners**

Guest Pass – Jason Rossi  
Guest Pass – Bob Marc-Aurele  
Guest Pass – Chris Shakalis  
Guest Pass – Danny Jones  
\$100 Gift Card – Dick Vecchione  
Range Pass – Kevin O'Brien  
Annual Pass – Kyle Shephard

### **MOTION TO ADJOURN duly made BY Susanne Conley SECONDED by Geoff Converse.**

Roll Call Vote: All in favor

Adjourn; 6:09 pm

Respectfully submitted

Susan Shanley

Public files are available for viewing during normal business hours

\*\* Further detail may be obtained by viewing the video via Channel 18 on demand or at <http://www.townofbarnstable.us/GolfCommittee> \*\*