

Director of Golf Report
Golf Commission Meeting
October 21, 2021

These are the items I am currently working on in the office:

- Working with the Town Manager and the Finance Director to develop and Request for Proposal (“RFP”) for the potential outsourcing of Timberlin maintenance. This is a very detailed document which has required many, many hours to develop. It is still a work in progress. We are, however close to finishing. Once the RFP is complete, I will email a copy.
- The budget for FY22. We are looking at all categories and re-evaluating. Due to the economy, I have found that chemicals are going up approximately 10%, seed is going up 75% (no typo). I hope to find ways to reduce other categories.
- Putting together Chemical Program for next season. Will be taking advantage of the Early Order Program and placing order by end of November.
- Met with Tind-All Marketing to develop a marketing plan for next season.

Golf Course maintenance:

- Finish irrigation repair in preparation for winterization.
- Scheduling irrigation winterization of course and Pump House.
- First application for treatment of snow mold.
- Leaf cleanup.

September play was off compared to September 2020, in part due to 5 additional days of rain including a weekend day with very limited play. Greens fees are down, but cart revenue is down significantly versus this time last year. We charged a higher rate last year because of individual drivers (DECD mandate to all golf courses), but the lower greens fees is indicative of a volume decline as well. The additional decline is most likely due to weather. Our local competitors experienced the same decline.

Faithfully submitted,
Jerry Salvio
Acting Director of Golf