

**Wicomico Shores Golf Course Advisory Board  
Meeting of  
Thursday, October 20, 2011**

**MEMBERS PRESENT:** Robert Richardson, Chairperson; Gloria Tippet, Secretary; Bob Collier, Wayne Pettit, Gerald Slagle and Don Nolan.

**R&P STAFF AND OTHERS PRESENT:** Phil Rollins, Director; and Pat Meyers, Golf Course Manager.

**CALL TO ORDER**

The meeting of the Wicomico Shores Golf Course (WSGC) Advisory Board was called to order at 6:00 p.m.

**APPROVAL OF MINUTES**

**Don Nolan, seconded by Gloria Tippet, to approve the minutes of the August 11, 2011. Motion carried 6-0.**

**OLD BUSINESS**

**FINANCIAL INFORMATION**

Mr. Rollins provided several financial reports for review. They included the year to date rounds of golf, revenue and expense comparisons, and information going back at least ten years.

He pointed out that from July 2010 and July 2011 there were 12,229 rounds of golf played, 10,532 eighteen-hole equivalent. Rounds were down by about 13%; most of the decrease can be attributed to the September weather events. Associated revenue was down by about 6.5%; the good news is that expenses were also down.

The other good news is financial data to date indicates that the Riverview restaurant and banquet facility essentially broke even in FY'11 after losing an average of \$67,600 the first two years of operation.

He discussed the golf season (April – October) report. The 2011 season saw a decline in golf play of about 2,300 rounds (8%) over the same time period in 2010. Again, a good reason for this was the inclement weather in September. The course was closed for a total of eight days in September due to weather (five days for Tropical Storm Lee). The course was closed from August 27-30 for Hurricane Irene. He stated that this year should be better than FY11; that loss was about \$138,000; the audit report will show the full picture.

Gloria Tippet suggested using the email notification system more often to notify golfers of tournaments, league play and other events. Ms. Meyers stated she could use that feature more often.

Mr. Rollins is currently working on the financial review report for the Golf Course to be presented to the BOCC sometime in December. This is a follow-up to the April 5, 2011 Financial Analysis and Privatization Options report presented to the BOCC. The BOCC will need to weigh all the information and consider options for the future. He will inform the WSGC Advisory Board when the date is set.

Mr. Slagle asked if the Clubhouse loan is paid from the restaurant or the golf operation; Mr. Rollins stated that the mortgage and the OPEB payment are paid from the overall golf Enterprise Fund.

## **STORMWATER ISSUE**

Mr. Rollins reported that the problem on the number two fairway is being corrected. A washout occurred from a heavy rain storm (probably a one hundred year storm) and the water went across the street and entered private properties and a homeowner's crawl space and garage. Staff is working with DPW&T and contractors to install a new pipe to try and correct the problem. The cost to fix the problem is estimated at about \$4,000.

## **NEW BUSINESS**

Mr. Richardson asked if a proper no smoking sign could be placed on the lower level restroom door. Ms. Meyers will check into that.

Mr. Rollins informed the Board that Patrick Dugan, the Recreation and Parks Board representative, has resigned from the Board due to other commitments.

## **RIVERVIEW WINTER HOURS**

Ms. Tippett stated that some folks have expressed interest in the Restaurant opening before the golf course on the weekdays so they can get coffee and breakfast before playing golf. Ms. Meyers stated that everything opens at 8:00 a.m. on weekdays and 7:00 a.m. on the weekends.

Ms. Meyers stated that hours have historically been reduced in the winter to save on expenses. The best winter revenue days are Thursday, Friday, Saturday and Sunday. One thought is to close the restaurant on Monday, Tuesday and Wednesday, but still provided drinks and snacks to golfers.

Mr. Slagle expressed concern that not giving restaurant employees raises for several years will cause them to look for other employment. Mr. Rollins agreed; however, most people are not getting raises in this economy.

Mr. Meyers noted that at least six parties are scheduled for November and December, with some other reservations pending.

## **MARKETING**

Ms. Meyers provided copies of a new rack card and business card that was professionally designed. The card has been distributed at the Route 301 Welcome Center, the St. Mary's County Welcome Center, local hotels, the Tourism office, at the Oyster Festival, and at the R&P main office.

Mr. Pettit informed the Board that this would be his last meeting as his term expires on December 31, 2011. He stated that he has enjoyed working with the Board over the years. Mr. Rollins thanked him for his dedicated service.

## **SCHEDULING THE NEXT MEETING**

The next meeting of the WSGC Advisory Board will be held on Thursday, January 19, 2012 at 6:00 p.m. at the Clubhouse.

The meeting adjourned at approximately 7:00 P.M.

---

Kathy Bailey, Recorder (from tape recording)