

## TOWN OF BLOOMFIELD GOLF COMMITTEE

There was a regular meeting of the above-mentioned committee held **on Tuesday, September 30, 2025, at 6:00 p.m.**

### **Committee Members**

*Attendance:* Bradley Klein, Robert Berman, Jonathan Colman, Frank Merblum

*Absent:* Lynette Easmon

### **Golf Committee Vacancies**

The committee noted two vacancies on the committee, which need to be filled by Republican or Independent registered candidates who can submit an expression of interest through the Town Clerk's Office.

### **Financial Performance and Golf Updates**

Ciaran reported strong financial performance, which exceeded expectations with \$518,000 in revenue and 862 more rounds than the previous August, resulting in an EBITDA of \$235,000 and a cash balance of \$1.8 million with EBITDA \$87,000 above budget and \$67,000 above prior year, despite some significant capital expenses including a \$4,500 kegerator replacement. The golf course is performing well with over 4,500 rounds in September, slightly below last year's record but still strong, and they expect 27,000-30,000 rounds for the full year. The course maintenance plan includes routine mowing, divot filling, and irrigation system maintenance, while noting the departure of Steve Howard from the marketing team.

### **Staffing and Golf Event**

The meeting discussed staffing updates in the restaurant, including the hiring of two new servers and the decision to cut beverage cart service during weekdays. Upcoming events were reviewed, including a Black Friday Scramble golf tournament expected to sell out with 120 golfers.

### **Booking Engine**

The team discussed the embedded booking engine, which Chris explained is a new system that captures data directly without relying on third-party providers like GolfNow. While it is user-friendly and has received positive feedback, they decided not to conduct a demo at this time since the season is winding down, and this is an internal program.

### **Contract Updates**

For the management contract negotiations, Chris reported that the Troon team has agreed to all terms, and their team is working on an addendum to be sent to the town for approval. The contract is expected to be finalized by December, with potential council meetings in November or

December to approve the final execution. The committee discussed the need to expedite a legal process for a contract renewal, emphasizing the importance of pushing legal teams due to limited resources and their learning curve. It was suggested using an addendum instead of a new contract to speed up the process.

### **Golf Course, Staffing and Tree Removal**

The committee reviewed the USGA Green Section course evaluation report, noting that despite labor limitations, the golf course performed well. Highlighted suggestions to convert unused teeing grounds into turf farms for greens expansion and discussed the timing of aeration schedules to minimize impact on business. The group discussed staffing challenges, with Ciaran noting that finding qualified assistants with four-year degrees is difficult due to competition from other golf courses. They reviewed a tree removal quote from Grimshaw for \$85,000, covering work on holes 14, 15, 16, and 17, which includes cutting, loading, and cleaning. The group also discussed the need to address the 14 trees on hole 14, which were not included in the original quote but require immediate attention due to their condition. David agreed to follow up in the morning about including this work in the existing contract with Grimshaw.

### **Bunker Performance and Infrastructure Updates**

The committee discussed the performance of bunkers and drainage systems, noting they are functioning well, and no immediate emergency exists. However, the committee is recommending moving forward with renovation plans, with Dennis leading the effort to measure square footage and Jim Rottella working with the Troon team on project management. They estimated the project could start as early as October 1st, 2027, with construction likely taking place in late fall, and continuing during the off-season to minimize disruption. Ciaran also addressed issues with the roof of a building, expressing difficulty in scheduling an appointment with a contractor.

### **Other Updates**

The meeting covered several topics, including a discussion about raising passholder rates to align with resident rates. The resident rates increase by 4%, and the passholder rate will increase by the same percentage. The group also reviewed and approved minutes from the previous meeting, noting some corrections needed. Brad shared that he had two articles published in the Wall Street Journal, one about golf books and another about superintendents.

**Approval of Minutes** – Motion to approve the August 27, 2025 minutes with the discussed change was made by Jon Colman, seconded by Bob with all in favor.

**Adjournment** – Meeting was adjourned at 7:10pm