

To the Members of the Seaford Head Golf Course Committee

A meeting of the Seaford Head Golf Course Committee will be held in the Council Chamber, 37 Church Street, Seaford, on Tuesday, 3 September 2013, at 7.00 pm which you are summoned to attend.

S J Shippen Town Clerk 28 August 2013

Agenda

- 1. Apologies for absence Declaration of Substitute Members.
- 2. Minutes

To approve the minutes of the meeting held on 4 June 2013.

- 3. Disclosure by members of any pecuniary interests and interests other than pecuniary interests, as defined under the Seaford Town Council Code of Conduct and the Localism Act 2011, in relation to matters on the agenda.
- 4. Public Participation

To deal with any questions, or brief representations, from members of the public in accordance with Standing Order 1 and Seaford Town Council Policy.

5. Finance Report

To consider report 70/13 regarding the financial position for the period 1 April to 31 July 2013 (pages 3 to 6).

6. Golf Course Income Report

To consider report 71/13 showing the ticket sales and income for the period 1 April to 31 July 2013 (pages 7 to 10).

7. Golf Professional's Report

To consider report 74/13 giving an update on Golf Course related matters (pages 11 to 13).

8. Head Greenkeeper's Report

To consider report 68/13 informing of the maintenance undertaken over the last 3 months (pages 15 to 17).



9. BIGGA Membership

To consider report 73/13 regarding payment of membership subscriptions.(page19).

10. New Golf Clubhouse Update

To consider report advising on the current position with the new golf clubhouse construction (page 21).

11. Exclusion of Press and Public

The Chairman will move that in accordance with the Public Bodies (Admission to Meetings) Act 1960, the press and public be excluded from the meeting during the discussion on item 6 on the agenda as the matters concern personnel matters.

12. Golf Professional - Finance Report

To consider report72/13 regarding Golf Professional financial update (pages E23 to E24).

For further information about items appearing on this Agenda please contact:-Mrs S. J. Shippen, Town Clerk, 37 Church Street, Seaford, East Sussex, BN25 1HG. Telephone 01323 894870.

Circulation

Committee:

Councillor I J White (Chairman), Councillor T Goodman (Vice Chairman) Councillors R E Allen, M Brown, B Burfield, P L Franklin, S J Gauntlett, B Groves, R Needham and A White.

Richard Andrews & Gary Richardson, Seaford Head Golf Club, Fraser Morley, Professional and Nick Stephens Head Greekeeper.

For information:

Councillors S Adeniji, A Campbell, S Dunn, A Hayder, P Heseltine, A Latham, S E McStravick, R Scarfe, L Wallraven and B M Warren.



Report 70/13

Agenda Item No:

5

Committee:

Golf Course

Date:

3 September 2013

Title:

Golf Course Finance Report

By:

Sam Shippen, Town Clerk

Wards Affected:

All Seaford Wards

Purpose of Report:

To inform on the financial position to 31 July 2013

Recommendations

You are recommended:

1. To approve the financial position to 31 July 2013.

1. Information

- 1.1 The statement detailing income & expenditure for the period 1 April 2013 to 31 July 2013 compared to the budget for the year, is attached at Appendix A.
- **1.2** The main variances are explained as follows:
 - (a) Salaries and related costs are less than projected as we have not had a trainee Greenkeeper for the early part of the year.
 - (b) Rates costs are over budget by £462, this is due to the later start on the club house than anticipated.
 - (c) Water & Sewage Quarterly costs –paid in August.
 - (d) Vehicle & Equipment Maintenance are high due to the timing of the maintenance carried out extensive maintenance carried out early on in the year.
 - (e) Golf Course Income is slightly lower than expected in all areas other than specials which are above expectations. Much is due to weather in the earlier part of the year, season ticket income is unlikely to reach budget



2. Financial Appraisal

There are no direct financial implications as a result of this report.

3. Contact Officer

The Contact Officer for this report is Sam Shippen, Town Clerk.

Town Clerk

4

28/08/2013

Seaford Town Council 2013/14

14:17

Detailed Income & Expenditure by Budget Heading 31/07/2013

Page No 1

Month No: 4

Committee Report

		Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% of Budget
Golf C	Course						
<u>101</u>	Golf Course						
4000	Salaries & Wages	20,903	80,128	59,225		59,225	26.1 %
4001	Employers NI	1,369	5,818	4,449		4,449	
4002	Employers Superannuation	4,179	13,223	9,044		9,044	
4010	Staff Training	0	800	800		800	
4011	Staff Protective Clothing	40	720	680		680	
4041	Golf Professional Retainer	13,333	35,700	22,367		22,367	37.3 %
4045	Golf Course Player Costs	1,553	2,350	798		798	66.1 %
4051	Rates	738	462	-276		-276	
4052	Water & Sewerage	2,439	13,195	10,756		10,756	18.5 %
4055	Electricity	673	5,695	5,022		5,022	11.8 %
4056	Gas	242	3,530	3,288		3,288	6.9 %
4060	Refuse	50	310	260		260	16.1 %
4100	Telecommunications	96	328	232		232	29.4 %
4105	Postage	0	320	320		320	0.0 %
4106	Stationery	0	50	50		50	0.0 %
4110	Advertising & Publicity	600	3,000	2,400		2,400	20.0 %
4113	Software Support	0	295	295		295	0.0 %
4114	Licence Fee	75	75	0		0	100.0 %
4115	Insurance	10,045	9,491	-554		-554	105.8 %
4156	Bank Charges	653	2,157	1,504		1,504	30.3 %
4199	Other Expenditure	0	250	250		250	0.0 %
4201	Cleaning	1,102	3,250	2,148		2,148	33.9 %
4251	Dog Bin Emptying	0	915	915		915	0.0 %
4261	Grounds Maint non contract	9,288	25,078	15,790		15,790	37.0 %
4270	Vehicles & Equipment Maint	6,442	13,981	7,539		7,539	46.1 %
4271	Vehicle & Equipment Lease`	20,996	20,996	0		0	100.0 %
4272	Equipment Purchase	5,390	15,000	9,610		9,610	35.9 %
4275	Building Maintenance	291	. 0	-291		-291	0.0 %
4301	Public Works Loan Payment	0	50,532	50,532		50,532	0.0 %
	Golf Course :- Expenditure	100,498	307,649	207,151	0	207,151	32.7 %
1000	Golf Course Season Ticket	145,037	162,876	-17,839		•	89.0 %
1001	Golf Course Green Fees M-F	22,580	62,515	-39,935			36.1 %
1002	Golf Course Green Fees w/eb/h	18,302	60,515	-42,213			30.2 %
1003	Golf Course Specials	16,018	37,300	-21,282			42.9 %
1005	Golf Course Credit Card Charge	96	160	-64			60.0 %
1007	Golf Course Air Traffic	1,250	5,130	-3,880			24.4 %
1050	Income Rent	0	250	-250			0.0 %

28/08/2013

Seaford Town Council 2013/14

14:17

Detailed Income & Expenditure by Budget Heading 31/07/2013

Page No 2

Month No: 4

Committee Report

		Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% of Budget
1054	Income Other	1,329	1,300	29			102.2 %
1100	Income Advertising	431	1,550	-1,119			27.8 %
	Golf Course :- Income	205,044	331,596	-126,552			61.8 %
	Net Expenditure over Income	-104,546	-23,947	80,599			
	Golf Course :- Expenditure	100,498	307,649	207,151	0	207,151	32.7 %
	Income	205,044	331,596	-126,552			61.8 %
	Net Expenditure over Income	-104,546	-23,947	80,599			



Report 71/13

Agenda Item No:

6

Committee:

Golf Course

Date:

3 September 2013

Title:

Golf Course Income Report

By:

Lucy Clark, Administration Assistant (Finance &

Administration)

Wards Affected:

All Seaford Wards

Purpose of Report:

To inform members of the Golf Course income.

Recommendations

You are recommended:

1. To approve the contents of this report.

1. Information

- 1.1 The summary, attached at Appendix A, shows the number of ticket sales and income for each category for the period 1 April 2013 to 31 July 2013.
- 1.2 The summary attached as Appendix B, shows the tickets sales comparison for the periods 1 April to 31 July for 2013/14, 2012/13, 2011/12 and 2010/11.

2. Financial Appraisal

There are no direct financial implications arising out of this report.

3. Contact Officer

The Contact Officer for this report is Lucy Clark, Administration Assistant (Finance & Administration).

Administration Assistant

Town Clerk

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M/Week Con	118	100	11	117			129	102	185	134	108	185	119	158	169	251	180	167	522	1296	1536	158
M/Week Adult	62	96	131	170	73	162	134	169	101	117	147	194	131	151	178	242		374	367	1088	1415	17071
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Season Tix 2014-15



Report 74/13

Agenda Item No:

7

Committee:

Golf Course

Date:

3 Sept 2013

Title:

Golf Professional's Report

By:

Fraser Morley, Golf Professional

Wards Affected:

All Seaford wards

Purpose of Report:

To provide update on Golf Course related matters.

Recommendations

You are recommended:

1. To note the information.

1. Information

- 1.1 In true British weather style we went from one extreme to another. From the cold and wet came a heatwave which on the one hand was a welcome relief but on the other hand became too much for most golfers. The temperatures have calmed down a bit now and we have seen increases in June and July on last years income.
- 1.2 We gained another 15 season ticket holders from the July 1st price reduction, 7 of these being 7 day ones. 4 were senior which actually takes us 4 beyond last years numbers. Although a disappointing year season ticket wise, the new build starting shortly will, I'm sure, start to see more people returning and an influx of new members to the course.
- 1.3 We have extended our £10 twilight offer and it seems to be a success, not only increasing afternoon golf revenue but also the amount of players to the course. This will be of paramount importance as we look forward to increasing revenue from not only the course but also the clubhouse.
- 1.4 Taking June alone we saw an 85% increase in twilight revenue which equated to a 165% increase in actually people playing on last year. July we saw a 37% and 94% respectively. August figures are not completed as yet but looks steady on last year. This has also not had a detrimental effect on standard green fee income over June and July, both being roughly on par on last year. This will be something I keep an eye on and make sure its not hitting other areas of our income.

1.5 Society income has seen an increase on last year in June and July also. With a 15% increase in June and a 20% in July. The summer sizzler package has been very popular and this is someone we can use moving forward to maximise income from visiting societies.

2. New Business/Marketing 2013

- 2.1 The Summer Sizzler deal advert was in Golf News for the July edition. Coffee and bacon sandwich, 18 Holes and Pie and Chips for lunch £24 weekdays and £28 weekends. This will see us through until the end of September. As demolition and winter approaches, a winter deal will be put together to make the most of our temporary accommodation.
- 2.2 As mentioned before, the £10/£12 twilight deal will continue. It's been a great success so far and we will monitor it closely so it does not affect other areas of income.
- 2.3 Social media has been very useful in promoting the twilight deals and letting people know the condition of the course. We've added another 75 followers on Twitter and are over the 200 mark on Facebook.
- 2.4 We are still looking into the app possibilities and how to develop them to best suit the new clubhouse and course combined. As we move into the winter and have more time to study how they work, we will develop a great tool for the course.
- 2.6 We have had nothing but praise for the golf course and its conditions. My congratulations to Nick and his team for making the course a pleasure for our golfers in difficult weather conditions. We have also received praise for the clubhouse staff and proshop staff for making visitors feel welcome and helping them enjoy their day.
- 2.7 Chris and I attended the Family Fun day at Wave Leisure on 21st July to help promote the course and mainly Junior golf. We think this was a success as far as promoting the course and also encouraging juniors and their parents to have a look at golf. We obtained a large number of contact details and I know Chris has been following these up and putting together the coaching day. We will continue to keep in touch with these juniors and help them get started into golf and hopefully on to be members in the future.
- 2.8 With the new clubhouse soon to be underway. We will also look at running some indoor classes for golfers in the bad weather. Even in a classroom style environment with subject like, Rules and Etiquette to help beginners before they go out onto the course. This can be run for adults and juniors alike.
- 2.9 Although it's been a pretty tough time for golf over the last 18 months. A bit of sunshine and there is a more positive outlook for the future. Let's hope we can have a mild winter and the build is finished on time and we can really show what this golf course can achieve.

3. Other information

3.1 I am delighted to announce the Chris and his wife Caroline had a baby boy on 10th July. Alfie weighed in at a steady 9lbs 5ozs. Both baby and mum are fit and well.

4. Financial Appraisal

There are no financial implications as a result of this report.

5. Contact Officer

The Contact Officer for this report is Fraser Morley, Golf Professional.

Town Clerk

Sold Professional

Franker



Report 68/13

Agenda Item No:

8

Committee:

Golf Course

Date:

3 September 2013

Title:

Head Greenkeeper's Report

By:

Nick Stephens, Head Greenkeeper

Wards Affected:

All Seaford wards

Purpose of Report:

To provide a progress update on work undertaken between

June and August.

Recommendations

You are recommended:

- 1. To approve the Head Greenkeeper's update.
- 2. To agree that the cost of alternative water sources be investigated and quotations sought.
- 3. To agree that a full review of machinery be undertaken by the Head Greenkeeper and a schedule of replacement be reported to the next meeting of this Committee for budget approval.

1. Information

- 1.1 After the initial late spring, summer finally arrived with a prolonged spell of very warm dry weather from the middle of June and throughout July. August so far has been quite a dry month on the course but with temperatures slightly lower thankfully. We seemed to have mostly missed the occasional localised heavy showers in the area.
- 1.2 The Greens have responded well to a change in management techniques with fertiliser input significantly down on previous years. To date only 30 units of nitrogen (Kg per Hectare) along with micronutrients have been applied in liquid form with an additional 5 units of granular applied in late February before my appointment. The aim is to keep total yearly inputs around the 50 to 60 unit mark as this will encourage, along with timely overseeding, the more desirable perennial fine grass species and discourage the poorly performing annual meadow grasses. Top dressing has been changed from an 80/20 sand soil mix to a 100% sand analysis. This has been integrated into the soil profile with tining and deep verticutting to avoid layering. The benefits are threefold with a significant cost saving, improvements in surface drainage and increased thatch/organic matter dilution, again conducive to fine



- grass dominance. Growth regulators have been applied at a very low rate and have resulted in an attractive, dense sward and improving root mass. Frequent aeration and brushing/verticutting have continued to be a routine operation.
- 1.3 Feedback from the membership and visitors regarding the greens has been very positive. Fairy rings have been particularly prominent on half a dozen greens, so have been spot treated with wetting agents and are receiving a fungicide treatment programme that should see a reduction in their severity.
- 1.4 The Tees have held up well to the weather with priority for irrigation going to the greens. A slow release granular fertiliser has been applied with very good results. In general the tees are mown when dry with grass clippings allowed to 'fly'. Presentation does not suffer and the nutrients are recycled back into the soil instead of removing them by boxing off and having to replace with additional, costly fertiliser. The tees have been tined once and will be tined again, hopefully with a deep aerator later in the season along with deep scarification. Divotting has been carried out twice weekly and more frequently if needed on the par 3 tees with good results.
- 1.5 With low rainfall levels most of the fairways have now taken on the traditional links golf appearance of very pale green/light brown. Cutting frequency has been reduced but the occasional tidy up is still required to keep the ball running and maintain definition. Grass cover in the main has remained very good, growth regulator and controlled release fertiliser applied earlier in the season will have contributed to this along with frequent cutting to encourage sward density. The 3rd fairway and a small area to the left of the fifth may need more intensive management over the next few years to improve turf quality and drought resistance. If budgets allow then all fairways will be verti-drained to a depth of appx. 12 inches late in the season to improve drainage and root health.
- 1.6 Bunkers have been topped up where necessary with sand but in such an exposed location the wind has a tendency to move it around at will. Raking takes place daily even at weekends and the purchase of a stone sieve has improved quality and presentation. Once soil moisture levels have increased, work will begin on renovation and re-turfing of poor areas and rabbit damage.
- 1.7 Irrigation Water use over the very warm, windy June/July period has been particularly high, but I can assure you that the greens and tees have received no more or less than they have needed to maintain quality and health. Water usage so far is on a par with previous warm years such as 2006. There is a significant cost a present with every cubic metre we use so it would be prudent financially to explore other means of water supply. The costs involved with mains supply will only increase in the future. I have spoken with two borehole contractors very recently, about the costs and viability of sourcing our own water supply for the course. To drill and install a borehole to a depth of 60 to 70 metres with pump and wellhead with additional pipework and electrics carried out by our irrigation contractor. The site suggested would be the 'crater' front left of the 1st green. Being 10m below the surrounding area and creating minimal disturbance to play, subject to geological survey this would be an ideal location as is it relatively close to the greenkeepers yard and storage tank.
- 1.8 Machinery The newer of the two Toro greens mowers has been overhauled with a full service, new pins, bushes and cylinder regrind. This is our primary greens

machine, it is however approaching 6 years old and overdue for replacement. The older of the two needs a significant overhaul also but at nearly 12 years old I cannot justify the outlay on such a tired machine. This mainly acts as a maintenance machine with verti cutter units or sarel rollers attached, but is there as a back-up greens mower in case of emergency. The newer of the two therefore needs to become a good back up machine and setting of budgets need to allow for the purchase of a new Greens Mower in the spring. A full review of machinery will be carried out prior to the budgeting process.

- 1.9 Winter projects -Bunkers will be high on the priority list with edging, turfing and revetting worn faces. Possible relocation of one fairway bunker on the seventh hole has been discussed with the Professional and club officials to make the approach shot more challenging, visually enhance the hole and make maintenance easier. There is a very uneven area of apron on the right of the 9th green that needs to be lifted and levelled as it can be very unfair to a good shot. Also if time and weather allow the 16th tee will be levelled and returfed as it presently offers very limited tee positions.
- 1.10 All work has been carried out in accordance with the EMAS policy and following Health and Safety requirements.

2. Financial Appraisal

- 2.1 There are no immediate financial implications as a result of this report.
- 2.2 The water source project could be quite a large outlay initially of around £17,000 but the cost could be recovered in 3-4 years with reduced water charges.
- 2.3 The cost of replacement machinery will be investigated and included in the draft budget for consideration of the Committee in December.

3. Contact Officer

The Contact Officer for this report is Nick Stephens, Head Greenkeeper.



Report 73/13

Agenda Item No:

9

Committee:

Golf Course

Date:

3 September 2013

Title:

BIGGA Membership

Bv:

Sam Shippen, Town Clerk

Wards Affected:

All Seaford wards

Purpose of Report:

To request approval of payment of membership of BIGGA

for Greenkeeping staff.

Recommendations

You are recommended:

1. To approve the payment of membership of BIGGA for greenkeeping staff.

1. Information

- 1.1 The British International Golf Greenkeepers Association is the appropriate professional membership body for greenkeeping staff.
- 1.2 BIGGA is dedicated to the continuing professional development of its members and in serving their needs will strive through education and training for standards of excellence in golf course management throughout the greenkeeping profession.
- 1.3 The new Head Greenkeeper is a member, his membership having been paid by his previous employer. He has recommended that membership be taken out for other greenkeeping staff.

2. Financial Appraisal

The cost for a full year would be £140 Head Greenkeeper, £82 each for Deputy Head Greenkeeper and Assistant Greenkeeper and £30 for Apprentice Greenkeeper; Total £334 per annum.

3. Contact Officer

The Contact Officer for this report is Sam Shippen, Town Clerk

Town Clerk





Report 75/13

Agenda Item No:

10

Committee:

Golf Course

Date:

3 September 2013

Title:

Golf Clubhouse Update

By:

Sam Shippen, Town Clerk

Wards Affected:

All Seaford wards

Purpose of Report:

To advise on current position with Golf Clubhouse.

Recommendations

You are recommended:

1. To approve the update on progress with the Golf Clubhouse.

1. Information

- 1.1 The approval of pre-commencement planning conditions was finally received on Friday 2 August 2013 which meant that construction could be commenced.
- 1.2 Since that date an announcement has been made to the press and updates placed in the clubhouse for members.
- 1.3 Work will commence on Monday 2 September to lay the services for the temporary accommodation.
- 1.4 Week commencing Monday 9 September temporary accommodation will be put in place with occupational transfer week commencing 16 September.
- 1.5 Demolition and construction will commence on site on Monday 23 September 2013.

2. Financial Appraisal

There are no immediate financial implications as a result of this report.

3. Contact Officer

The Contact Officer for this report is Sam Shippen, Town Clerk.

Town Clerk



