



Seaford Town Council

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, 4 June 2013, at 7.00 pm which you are summoned to attend.

S J Shippen
Town Clerk
29 May 2013

Agenda

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

To approve the minutes of the meeting held on 5 March 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 22/13 regarding the financial position for the period 1 April 2012 to 31 March 2013 (pages 3 to 5).
6. **Golf Course Income Report**

To consider report 23/13 showing the ticket sales and income for the period 1 April 2012 to 31 March 2013, (pages 7 to 13).
7. **Golf Professional's Report**

To consider report 24/13 giving an update on Golf Course related matters (pages 15 to 17).
8. **Golf Course Maintenance**

To consider report 25/13 informing of the maintenance undertaken over the last 3 months (pages 19 to 21).

9. New Golf Clubhouse Update

To consider report 27/13 advising on the current position with the new golf clubhouse construction (page 23).

10. Golf Course Clubhouse Future Operation

To consider report 26/13 concerning a review of policy in respect of the future operation of the Golf Course Clubhouse (pages 25 to 26)

**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.



Seaford Town Council

Report 22/13

Agenda Item No: 5
Committee: Golf Course
Date: 4 June 2013
Title: Golf Course Finance Report 1 April 2012 to 31 March 2013
By: Simon Cooper, Corporate Services Manager
Wards Affected: All Seaford Wards
Purpose of Report: To inform on the financial position to 31 March 2013

Recommendations

You are recommended:

1. To request F&GP committee approve that £56,351 be taken to Golf Course Project earmarked reserve.
 2. To approve the financial position be accepted.
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1. Information

1.1 The statement detailing income & expenditure for the period 1 April 2012 to 31 March 2013 compared to the projected outturn for the year, approved by Council on 17 January 2013 is attached at Appendix A. The original budget for the year is also included for reference.

1.2 The main variances are explained as follows:

- (a) Golfing income for the year is £17,918 less than the projected outturn for the year. This is a result of the continuing bad weather.
- (b) Salaries and related costs are £2,658 less than projected as we were without a Head Greenkeeper for a short period.
- (c) Golf Course player costs (a/c 4045) are £1,477 less than projected as scorecards did not have to be reprinted in the year, this also means that advertising income associated with score cards was not received.
- (d) Professional fees relating to the negotiation of the s106 agreement in respect of the new Golf Clubhouse are included in the Administration professional fees as is the usual practise. The outturn reflected these being

reflected within the Golf Course. F&GP committee will be asked to approve a virement of £1,696 to cover the amount in excess of budget in Administration.

- (e) Cleaning (a/c 4201) has only been invoiced to end of September.
- (f) It is recommended that F&GP Committee be asked to approve the amounts budgeted for Public Works Loan Payment, £41,351 and equipment Purchase, £15,000 be taken to the Golf Course Project Earmarked Reserves to fund the fitting out of the new Clubhouse.
- (g) The planning expenditure on the New Clubhouse is funded from the General Reserve, which will be reimbursed from loan proceeds once the project commences in 2013-14.

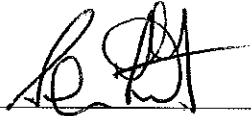
2. Financial Appraisal

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

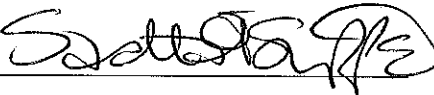
3. Contact Officer

The Contact Officer for this report is Simon Cooper, Corporate Services Manager. As it is not intended that I attend this meeting please call me if you have any questions.

Corporate Services Manager



Town Clerk



Account Number		2012-13 Original Budget	2012-13 Actual to 31/03/2013	2012-13 Projected Outturn	2012-13 Remaining Balance
Cost Centre 101					
4000	Salaries & Wages	78,004	75,969	77,569	1,600
4001	Employers NI	5,661	4,451	5,142	691
4002	Employers Superannuation	12,964	12,597	12,964	367
4010	Staff Training	800	0	0	0
4011	Staff Protective Clothing	700	678	700	22
4041	Golf Professional Retainer	35,000	35,000	35,000	0
4045	Golf Course Player Costs	2,290	813	2,290	1,477
4051	Rates	1,825	1,790	1,790	0
4052	Water & Sewerage	8,976	22,884	22,992	108
4055	Electricity	6,250	5,695	5,695	0
4056	Gas	4,088	2,747	3,531	784
4060	Refuse	320	301	301	0
4100	Telecommunications	320	302	320	18
4015	Postage	320	192	320	128
4106	Stationery	50	0	50	50
4110	Advertising & Publicity	3,000	2,701	3,000	299
4113	Computer Support	285	265	285	20
4114	Licence Fee	75	75	75	0
4115	Insurance	9,850	10,009	10,009	0
4155	Professional Fees	0	0	2,500	2,500
4156	Bank Charges	1,975	1,988	2,103	115
4199	Other Expenditure	250	124	250	126
4201	Cleaning	6,250	4,316	6,250	1,934
4251	Dog Bin Emptying	1,050	890	890	0
4261	Grounds Maintenance Non Contract	26,890	26,353	26,890	537
4270	Vehicle & Equipment Maintenance	13,700	12,569	13,700	1,131
4271	Vehicle & Equipment Lease	20,996	20,996	20,996	0
4272	Equipment Purchase	15,000	0	15,000	15,000
4275	Building Maintenance	1,500	413	250	-163
4301	Public Works Loan Payment	41,351	0	0	0
4277	New Clubhouse	0	58,875	59,755	880
Golf Course Expenditure		299,740	302,993	330,617	27,624
1000	Golf Course Season Ticket	155,120	151,788	152,887	1,099
1001	Golf Course Green Fees Mid week	62,510	46,130	58,541	12,411
1002	Golf Course Green Fees w/end b/holiday	63,700	46,879	56,251	9,372
1003	Golf Course Specials	37,300	39,110	34,261	-4,849
1004	Golf Course Locker	2,125	2,059	2,039	-20
1005	Golf Course Credit Card Charge	160	241	146	-95
1007	Golf Course Air Traffic Control	5,000	5,000	5,000	0
1050	Income Rent	6,250	4,688	4,688	0
1051	Income Insurance Recharge	735	393	551	158
1054	Income Other	100	1,377	1,307	-70
1057	Income Electricity Recharge	1,250	1,139	1,139	0
1063	Income Gas Recharge	2,044	1,373	1,765	392
1100	Income Advertising	1,550	0	1,550	1,550
Golf Course Income		337,844	300,177	320,125	19,948
Net Income		-38,104	2,816	10,492	7,676

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Seaford Town Council

Report 23/13

Agenda Item No: 6
Committee: Golf Course
Date: 4 June 2013
Title: Golf Course Income Report
By: Simon Cooper, Corporate Services Manager
Wards Affected: All Seaford Wards
Purpose of Report: To inform members of the Golf Course income.

Recommendations

You are recommended:

1. To note 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 2012 to 31 March 2013.
- 1.2 The summary attached as Appendix B, shows the tickets sales comparison for the periods 1 April to 31 March for 2012/13, 2011/12, 2010/11 and 2009/10.

2. Financial Appraisal

There are no direct financial implications arising out of this report

3. Contact Officer

The Contact Officer for this report is Simon Cooper, Corporate Services Manager.

Corporate Services Manager

Town Clerk

	January			February			March			Total YTD		
	Gross	Net	Nos.	Gross	Net	Nos.	Gross	Net	Nos.	Gross	Net	Nos.
	£	£		£	£		£	£		£	£	
Locker		0.00			0.00			0.00		2427.52	2022.93	49
M/Week T/Light	28.00	23.33	2	518.00	431.67	37	392.00	326.67	28	11393.00	9494.17	829
M/Week Con Day		0.00			0.00			0.00		1025.00	854.17	41
M/Week Adult Day		0.00			0.00			50.00	2	1820.00	1516.67	61
M/Week Junior	10.00	8.33	1	20.00	16.67	2	0.00	0.00		662.00	551.67	66
M/Week Con	448.00	373.33	28	536.00	446.67	33	1712.48	1427.07	107	20741.48	17284.57	1296
M/Week Adult	560.00	466.67	28	360.00	300.00	18	560.00	466.67	28	21365.00	17804.17	1068
Locker (Small)		0.00			0.00		25.00	20.83	1	43.75	36.46	2
Week End T/Light	170.00	141.67	10	510.00	425.00	30	459.00	382.50	27	10500.00	8750.00	618
Week End Con	323.00	269.17	17	209.00	174.17	11	228.00	190.00	12	5466.00	4555.00	288
W/End Adt Day		0.00			0.00			0.00		380.00	316.67	11
W/End Day Con		0.00			0.00			0.00		778.00	648.33	28
Week End Adult	600.00	500.00	24	1200.00	1000.00	48	2825.00	2354.17	113	36748.00	30623.33	1369
Week End Junior	168.00	140.00	14	96.00	80.00	8	192.00	160.00	16	1092.00	910.00	91
Credit Card Charge	20.00	16.67	4	5.00	4.17	1	90.00	75.00	18	289.24	241.04	53
Junior Membership		0.00			0.00			0.00		0.00	0.00	0
Winter Only		0.00			0.00			0.00		2196.00	1830.00	12
Junior		0.00			0.00		180.00	150.00	3	1095.00	912.50	19
Youth 18 to 20		0.00			0.00		100.00	83.33	1	550.00	458.34	6
Intermediate 21-25		0.00			0.00		210.00	175.00	1	4864.21	4053.51	17
Intermediate 26-29	315.00	262.50	1	56.70	47.25	1	945.00	787.50	3	5597.70	4664.75	22
Over 60 + Unemployed	328.00	273.33	1	2084.00	1736.67	4	30512.00	25426.67	93	88731.33	73942.78	278
Winter Warmers	741.00	617.50	53	918.00	765.00	66	1337.00	1114.17	96	8957.00	7464.17	639
M/Week Society		0.00			146.67	11		0.00		14924.01	12436.66	739
W/End Society		0.00			0.00		240.00	200.00	10	10085.98	8404.99	420
Reciprocal Charge	220.00	183.33	22	80.00	66.67	8	160.00	133.33	16	3355.00	2795.83	335
5 Day Adult	1125.00	937.50	3	750.00	625.00	2	5317.00	4430.83	14	23141.31	19284.43	51
7 Day Adult	890.00	825.00	2	87.50	72.92	1	25762.50	21468.75	52	127323.47	106102.89	247
Society Deposit	690.00	575.00	30	330.00	275.00	15	409.00	340.83	19	7553.98	6294.98	337
Living Social Deal M/W		0.00			0.00			0.00		0.00	0.00	0
Living Social Deal W/E		0.00			0.00			0.00		0.00	0.00	0
Total	6,736.00	5,613.33	240	7,936.20	6,613.50	296	71,715.98	59,763.32	660	413,106.00	344,255.00	8,992
Season Tix 2013-14	-2,758.00	-2,298.33	-7	-2,978.20	-2,481.84	-8	-63,026.50	-52,522.08	-167	-69,657.70	-58,048.08	-185
	3,978.00	3,315.00	233	4,958.00	4,131.66	288	8,689.48	7,241.24	493	343,448.30	286,206.92	8,807

	August		September		October		November		December					
	Gross £	Net £	Gross £	Net £	Gross £	Net £	Gross £	Net £	Gross £	Net £				
Locker	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
M/Week T/Light	2548.00	2123.33	1481.00	1234.17	106	186.67	16	196.00	163.33	14	42.00	35.00	3	
M/Week Con Day	300.00	250.00	100.00	83.33	4	0.00	0	0.00	0.00	0	0.00	0.00	0	
M/Week Adult Day	690.00	575.00	300.00	250.00	10	0.00	0	0.00	0.00	0	0.00	0.00	0	
M/Week Junior	290.00	241.67	40.00	33.33	4	70.00	7	50.00	41.67	5	20.00	16.67	2	
M/Week Con	3248.00	2706.67	2785.00	2320.83	174	1904.00	119	1360.00	1133.33	85	416.00	346.67	26	
M/Week Adult	3580.00	2983.33	2805.00	2337.50	140	1660.00	1383.33	83	900.00	750.00	45	420.00	350.00	21
Locker (Small)	18.75	15.63	0.00	0.00	0	0.00	0	0.00	0.00	0	0.00	0.00	0	
Week End T/Light	1309.00	1090.83	918.00	765.00	54	884.00	736.67	52	614.00	511.67	36	442.00	368.33	26
Week End Con	627.00	522.50	1229.00	1024.17	65	741.00	617.50	39	152.00	126.67	8	418.00	348.33	22
W/End Adt Day	0.00	0.00	0.00	0.00	0	0.00	0	0.00	0.00	0	0.00	0.00	0	
W/End Day Con	0.00	0.00	0.00	0.00	0	56.00	46.67	2	0.00	0.00	0	0.00	0.00	0
Week End Adult	5975.00	4979.17	3825.00	3187.50	153	2800.00	2333.33	112	1375.00	1145.83	55	518.00	431.67	21
Week End Junior	120.00	100.00	36.00	30.00	3	108.00	90.00	9	36.00	30.00	3	36.00	30.00	3
Credit Card Charge	0.00	0.00	5.00	4.17	1	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Junior Membership	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Winter Only	0.00	0.00	0.00	0.00	0	1696.00	1413.33	9	400.00	333.33	2	100.00	83.33	1
Junior	0.00	0.00	0.00	0.00	0	60.00	50.00	1	0.00	0.00	0	0.00	0.00	0
Youth 18 to 20	0.00	0.00	75.00	62.50	1	0.00	0.00	0	0.00	0.00	0	100.00	83.33	1
Intermediate 21-25	150.00	125.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Intermediate 26-29	0.00	0.00	225.00	187.50	1	0.00	0.00	0	0.00	0.00	0	300.00	250.00	1
Over 60 + Unemployed	234.00	195.00	312.00	260.00	1	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Winter Warmers	0.00	0.00	0.00	0.00	0	2253.00	1877.50	160	2287.00	1905.83	163	1421.00	1184.17	101
M/Week Society	4352.00	3626.67	2563.00	2135.83	126	172.00	143.33	9	220.00	183.33	11	0.00	0.00	0
W/End Society	1830.00	1525.00	1789.00	1490.83	74	427.00	355.83	17	0.00	0.00	0	0.00	0.00	0
Reciprocal Charge	480.00	400.00	260.00	216.67	26	200.00	166.67	20	170.00	141.67	17	290.00	241.67	29
5 Day Adult	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
7 Day Adult	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	495.00	412.50	1
Society Deposit	550.00	458.33	520.00	433.33	23	770.00	641.67	34	530.00	441.67	23	260.00	216.67	11
Living Social Deal M/W	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Living Social Deal W/E	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Total	26,301.75	21,918.13	19,268.00	16,056.67	966	14,025.00	11,687.50	689	8,290.00	6,908.33	467	5,278.00	4,398.33	269

Season Tix 2013-14

-895.00 -745.83 -3

4,383.00 3,652.50 266

Charge	April			May			June			July				
	Gross £	Net £	Nos.	Total Net £	Direct Debit & Prepaid	Gross £	Net £	Nos.	Gross £	Net £	Nos.	Gross £	Net £	Nos.
Locker	50.00	41.67	36	1481.27	939.60	600.00	500.00	12	50.00	41.67	1	0.00	0.00	0
MM/Week T/Light	14.00	11.67	52	606.67	0.00	1428.00	1190.00	102	1162.00	968.33	98	2646.00	2205.00	189
MM/Week Con Day	25.00	20.83	0	0.00	0.00	250.00	208.33	10	0.00	0.00	0	375.00	312.50	15
MM/Week Adult Day	30.00	25.00	0	0.00	0.00	30.00	25.00	1	350.00	291.67	12	390.00	325.00	13
MM/Week Junior	10.00	8.33	5	41.67	0.00	20.00	16.67	2	22.00	18.33	2	70.00	58.33	7
MM/Week Con	16.00	13.33	100	1330.00	0.00	2060.00	1716.67	129	2148.00	1790.00	134	2528.00	2106.67	158
MM/Week Adult	20.00	16.67	96	1600.00	0.00	3240.00	2700.00	162	2340.00	1950.00	117	3020.00	2516.67	151
Locker (Small)	25.00	20.83	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Week End T/Light	17.00	14.17	57	807.50	0.00	1649.00	1374.17	97	1067.00	889.17	63	1509.00	1257.50	89
Week End Con	19.00	15.83	40	633.33	0.00	19.00	15.83	1	456.00	380.00	24	304.00	253.33	16
W/End Adt Day	35.00	29.17	0	0.00	0.00	345.00	287.50	10	0.00	0.00	0	35.00	29.17	1
W/End Day Con	28.00	23.33	0	0.00	0.00	722.00	601.67	26	0.00	0.00	0	0.00	0.00	0
Week End Adult	25.00	20.83	213	4437.50	0.00	4805.00	4004.17	137	3475.00	2895.83	139	4025.00	3354.17	115
Week End Junior	12.00	10.00	6	60.00	0.00	24.00	20.00	2	96.00	80.00	8	108.00	90.00	9
Credit Card Charge	5.00	4.17	17	91.03	0.01	5.00	4.17	1	50.00	41.67	10	5.00	4.17	1
Junior Membership	10.00	8.33	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Winter Only	200.00	166.67	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Junior	60.00	50.00	10	500.00	250.00	300.00	250.00	10	120.00	100.00	2	135.00	112.50	3
Youth 18 to 20	100.00	83.33	2	166.67	166.67	2	0.00	0	0.00	0.00	0	75.00	62.50	1
Intermediate 21-25	200.00	166.67	14	3586.84	2128.51	1750.00	1458.33	14	0.00	0.00	0	200.00	166.67	1
Intermediate 26-29	300.00	250.00	13	3039.66	1320.83	2,062.60	1718.83	13	108.40	90.33	2	0.00	0.00	0
Over 60 + Unemployed	312.00	260.00	168	43871.11	26446.11	20,910.00	17425.00	4	1248.00	1040.00	4	432.00	360.00	2
Winter Warmers	14.00	11.67	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
MM/Week Society	20.00	16.67	18	300.00	0.00	360.00	300.00	18	2653.00	2210.83	133	2369.00	1974.17	118
W/End Society	25.00	20.83	14	287.50	0.00	345.00	287.50	14	635.00	492.49	27	2288.00	1906.67	91
Reciprocal Charge	10.00	8.33	30	250.00	0.00	390.00	325.00	39	255.00	212.50	25	550.00	458.33	55
5 Day Adult	358.00	298.33	27	12119.14	8518.22	4,321.10	3600.92	27	421.85	351.54	2	358.00	298.33	1
7 Day Adult	470.00	391.67	177	79217.06	46754.56	38,955.00	32462.50	177	3925.00	3270.83	10	63.00	52.50	1
Society Deposit	0.00	0.00	40	841.67	41.67	960.00	800.00	40	1150.00	958.33	51	350.00	291.67	21
Living Social Deal M/W	0.00	0.00	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Living Social Deal W/E	0.00	0.00	0	0.00	0.00	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0
Total			1,135	155,268.62	86,566.18	25,848.25	21,503.53	962	17,531.00	14,609.17	868	23,897.50	19,914.59	1084

Season Tx 2013-14

	Feb-13	Feb-12	Feb-11	Feb-10	Mar-13	Mar-12	Mar-11	Mar-10	Total 12/13	Total 11/12	Total 10/11	Total 09/10
Locker						21			49	63	52	44
M/WWeek T/Light	37	50	28	25	28	208	84	40	829	1482	1036	979
M/WWeek Con Day				226				63	41	12	19	652
M/WWeek Adult Day					2	5		2	61	62	71	165
M/WWeek Junior	2	4	4			2	1		66	96	75	
M/WWeek Con	33	41	188		107	271	115		1296	1536	1587	1002
M/WWeek Adult	18	41	81	37	28	128	117	98	1088	1415	1707	1657
Locker (Small)					1	6			2	14	17	10
Week End T/Light	30	39	30	4	27	92	27	102	618	967	536	690
Week End Con	11	4	13	37	12	19	28	16	314	390	401	387
W/End Adt Day								2	11	8	8	449
Week End Adult	48	51	129	103	113	195	135	93	1371	2039	2139	1691
Week End Junior	8		3		16	3	3		91	56	69	
Credit Card Charge	1	1			18	11			53	50	35	35
Junior Membership									0	6	9	13
Winter Only									12	16	9	15
Junior					3	5			19	18	13	19
Youth 18 to 21					1	2			6	10	9	12
Intermediate 21-25		1			1	5			17	24		
Intermediate 26 - 29	1				3	6			22	23		
Over 60 + unemployed	4				93	93			278	262	198	176
Winter Warmers	66		162	54	96		208	122	639	0	631	301
Weekend Society Adult					10			10	309	481	424	149
Weekend Soc.Con									8	0	117	171
Weekend Soc.Day									0	38	112	
Mid Week Soc.Adult	11								624	605	343	375
Midweek Soc.Con								17	179	0	346	306
Midweek Soc. Adult Day									32	0	27	
Midweek Soc.Day									7	0	123	195
Reciprocal Charge	8	38	24		16	22	40	14	335	312	216	123
5 Day Adult	2				14	18			51	68	45	39
7 Day Adult	1	4			52	66			247	275	232	252
Society Deposit	15	45			19	25			337	460		
Living Social Deal M/W									0	0	67	
Living Social Deal W/E									0	17		
Total	296	319	672	486	660	1203	758	579	8,992	10,872	10,606	9,907

Less 2013-14 Season Tix -8 -167 -185
286 493 8,807

	Sep-12	Sep-11	Sep-10	Sep-09	Oct-12	Oct-11	Oct-10	Oct-09	Nov-12	Nov-11	Nov-10	Nov-09	Dec-12	Dec-11	Dec-10	Dec-09	Jan-13	Jan-12	Jan-11	Jan-10
Locker			1				2	1							5					
MMWeek T/Light	106	124	74	76	16	75	25	58	14	47	11	28	3	80	52	20	2	18	10	11
MMWeek Con Day	4											1			5					
MMWeek Adult Day	10	9		8		3	5	2												
MMWeek Junior	4	8	1		7	12	9		5	4			2	4	4		1			
MMWeek Con	174	171	178	178	119	110	116	126	85	91	44	62	26	63	45	70	28	53	25	20
MMWeek Adult	140	154	143	250	83	109	118	158	45	84	62	65	21	85	117	86	28	36	24	10
Locker (Small)	0																			
Week End T/Light	54	81	54	34	52	110	36	34	36	58	17	29	26	31	43	10	10	38	18	73
Week End Con	65	34	33	30	39	55	30	34	8	15	16	12	22	38	19	25	17	21	20	9
W/and Adt Day	0			48					2			44				79				2
Week End Adult	153	159	206	232	114	191	208	170	55	114	81		21	97	69		24	115	102	23
Week End Junior	3	1	4		9	14	9		3		7		3	2	5		14	3	7	
Credit Card Charge	1	1				1		1		1	1						4	3		
Junior Membership	0			1											1					
Winter Only	0	1		1	9	12	7	13	2	3	2		1							1
Junior	0	1		1	1	1	1	1			2					5		3		
Youth 18 to 21	1						2						1							
Intermediate 21-25	0													1						
Intermediate 26 - 29	1	1											1					1		
Over 60 + unemployed	1								1					4	25		1	4		
Winter Warmers	0				160		57		163		51		101		85	63	53		68	62
Weekend Society Adult	66	63			17	19	64													
Weekend Soc.Con	8		43	39																
Weekend Soc.Day	0		15	46																
Mid Week Soc.Adult	11	79	53	117	9	21		28	11					20						
Midweek Soc.Con	76		36	67			44													
Midweek Soc. Adult Day	32		6																	
Midweek Soc.Day	7		14	52																
Reciprocal Charge	26	27	57	6	20	26	22	12	17	61	8	3	29	19	5		22	8	14	
5 Day Adult																				
7 Day Adult						2														
Society Deposit	23	11			34	26			23	17			11	36						
Living Social Deal M/W						67														
Living Social Deal W/E						17														
Total	966	925	918	1186	689	871	755	650	487	495	302	245	269	482	491	358	240	369	295	209

Less 2013-14 Season Tax

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266

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233

	Apr-12	Apr-11	Apr-10	Apr-09	May-12	May-11	May-10	May-09	Jun-12	Jun-11	Jun-10	Jun-09	Jul-12	Jul-11	Jul-10	Jul-09	Aug-12	Aug-11	Aug-10	Aug-09	
Locker	36	29	40	34	12	12	4	5	1			2		1		2					
MWWeek T/Light	52	108	136	73	102	127	114	104	98	148	158	167	183	251	211	202	182	246	133	175	
MWWeek Con Day				9	10		4	141				199	15	11	10	12	1			13	
MWWeek Adult Day			5	5	1		8	102	12	18	20	9	13	19	19	32	23	8	14	4	
MWWeek Junior	5	11	24		2	3			2	9	7		7	15	9	29	24	17			
MWWeek Con	100	111	117	137	123	123	102		134	108	165	158	158	169	251	191	203	219	211	218	
MWWeek Adult	96	131	170	184	162	134	169		117	147	194	206	151	178	242	232	179	188	270	331	
Locker (Small)		5	9	7		3	3	2	0			1				1					
Week End T/Light	57	146	65	60	97	77	57	98	63	79	57	79	89	102	62	76	77	114	70	91	
Week End Con	40	55	19	37	27	42	71	66	24	37	42	47	16	28	38	19	33	42	72	55	
W/End Adt Day		3	1	259	10		2	7		3	2	3		1	2	1	5				
Week End Adult	213	304	201		137	246	243	334	139	176	227	203	115	201	218	187	239	190	320	346	
Week End Junior	6	15	4		2	6	10		8	3	5		9		5	10		9	7		
Credit Card Charge	17	26	32	30	1	2	1	1	10	1	1		1	3		3				2	
Junior Membership	0	6	7	9				1			1										
Winter Only																					
Junior	10		7	9	2			1		2	1		3						6	2	
Youth 18 to 21	2	5	3	12		2	1			1	2		1	0	1				0	2	
Intermediate 21-25	14	13							1					3					1		
Intermediate 26 - 29	13	13			2					1				1							
Over 60 + unemployed	168	155	159	168	4	2	8	4	2	1	3	2	4	3	2	1			1	1	
Winter Warmers																					
Weekend Society Adult	14	93	85	25	27	64	70	18	91	37	69	11		105	53	85	84	100	83	26	
Weekend Soc.Con			14	57			45	24			7	17			7	8					
Weekend Soc.Day		38	36								61									15	
Mid Week Soc.Adult	18		38		133	133	16	44	118	185	26	86	103	54	126	68	210	113	84	32	
Midweek Soc.Con			28	21			3	51			32	58	103		90	50			113	33	
Midweek Soc. Adult Day							7				3								11		
Midweek Soc.Day				24			46	30				50			13				50	39	
Reciprocal Charge	30	1			39	2			25	11	18	27	55	59	16	39	48	38	12	22	
5 Day Adult	27	38	37	35	2	4	2	2	1	1	2	1	2	2	2	2			2	1	
7 Day Adult	177	184	207	236	10	5	7	6	1	2		1	3	2	2	7			4	2	
Society Deposit	40	131			51	19			21	63			46	18					24	16	
Living Social Deal MW																					
Living Social Deal W/E																					
Total	1,135	1621	1444	1431	982	1012	995	1041	868	1033	1123	1169	1084	1225	1378	1206	1356	1317	1475	1408	

Less 2013-14 Season Tax

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Seaford Town Council

Report 24/13

Agenda Item No:	7
Committee:	Golf Course
Date:	4 June 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 The weather continues to hamper us; no prolonged period of good weather has resulted in some disappointing figures over the first quarter. Seven Day Season tickets are down mainly with people choosing to downgrade or just pay as they play. I think we'll see some people waiting until July 1st when the fees go down pro rata as they really have not been playing with the bad weather.
- 1.2 With the slow uptake in seven day tickets, I have spoken to a lot of people that have not renewed. Some seem to want to pay as they go as they didn't play much last year and struggled to get their monies worth. We also have some medical reasons for delayed renewal. At the time of the meeting, a mail shot to those who have not renewed would have gone out to remind them of the value of holding a season ticket.
- 1.3 I believe the delay in the clubhouse has not helped us either. People have seemed uncertain as to what the future held. I believe some people are holding off until the construction actually starts. I am however extremely confident that once the new build is complete then we will surpass previous years in terms of season tickets, green fees and societies.

2. New Business/Marketing 2013

- 2.1 The Summer Sizzler deal is in place and our advert is in Golf News for the May. 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 and keep things ticking over while we are in the temporary accommodation.
- 2.2 We ran a May Madness twilight deal for £10 weekdays and £14 weekends after 2pm. This seems to have brought some more players at that time of day but again we have been hampered by the weather. We are going to continue to run this for the following months to try and encourage more afternoon golf and increase.
- 2.3 The new website is now linked to the Twitter feed, any post we put through Facebook will automatically post on Twitter and also the main website. We are now up to 441 followers (up 107 on the last quarter) on Twitter and are receiving more and more feedback from the social networking sites. Also we are being more active on social network with posting and adding pictures regularly.
- 2.4 It has been suggested we look into having a Seaford Head Golf Course app for smart phones. We are looking into this with that plan to use it for marketing purposes. Download the app and we will be able to send the latest offers and information through the app. Even on the same day, if we have a quiet period, we could put in a one off daily special. This is something that will become more popular in time as smart phone ownership grows.
- 2.5 Following on from the app from the golf course, we have also found an app building firm that will put our course planner on an app for golfers to download. They would be charged at least £2.99 and we would receive 35% of the income. There is however no set up fee for this app build so this would be all profit. I feel there would still be a call for the traditional course planner with advertising etc once we have the new clubhouse in place.
- 2.6 The course is coming on brilliantly and we have had very positive feedback from members and the public alike. Not only with the condition of the course, in such a poor spell of weather, but also the ideas to help with wear around the course.
- 2.7 With the course coming on so well, I'll be trying to do it justice with a series of photographs for the website and other publications. Again I have been delayed in this by the weather, hoping for a 'perfect day' weather wise to really show the course at its best with views of the surrounding area included.
- 2.8 Chris and I will be attending the Family Fun day at The Downs Leisure Centre on 21 July to help promote the course and emphasising junior golf, encouraging youngsters to come along to the summer holiday coaching sessions and start to build our junior section. Junior lessons will continue through the summer with the Junior Passport programme being used.
- 2.9 Chris is also running an adult beginner course. Participants have shown interest in becoming members once they have learned to play. It is good to convert our coaching clients into new business for the golf course. The new indoor area once completed will help promote this even more.

2.10 With the very difficult times we remain committed to improving Seaford Head Golf Course and increasing revenue where ever we can. With an exciting future ahead, we can see only positives as we move forward and this really will be the jewel in the town's crown. We just need a little help from the weather!

3. Other information

3.1 We found a new supplier for our season ticket cards this year. We simplified the colour range with 7 day tickets being Gold and 5 Day cards being Silver, making it easier to identifying people using the course on the wrong days. Also we saved over £300 on the production cost for the year.

3.2 I have investigated how other golf courses deal with dog walking and fouling problems. The course which most closely reflects our situation was Hill Barn. When it was privatised they said that they had the same issues with dog walkers as we do. They found the best approach was softly softly to try and educate the walkers by getting to know them and politely ask them to avoid certain areas. The warden would approach the dog walkers and show them the paths and where the safest places to walk were. The approach was helpful rather than confrontational and had greatly reduced the number of dog walkers and incidents occurring on the course between golfers and walkers. Although not perfect it has made a big difference.

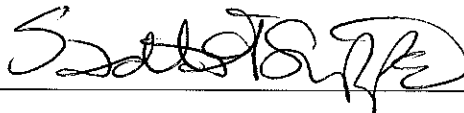
4. Financial Appraisal

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



Golf Professional



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Seaford Town Council

Report 25/13

Agenda Item No:	8
Committee:	Golf Course
Date:	4 June 2013
Title:	Head Greenkeeper's Report
By:	Nick Stephens, Head Greenkeeper
Wards Affected:	All Seaford wards
Purpose of Report:	Progress Update

Recommendations

You are recommended:

- 1. To note the contents of this report.**
-

1. Information

- 1.1** The weather provided a difficult start to my tenure at Seaford Head, with a prolonged spell of very cold easterly winds keeping air and soil temperatures very low and subsequent growth to almost zero. I feel the onset of spring is a month late, which seems to be an emerging pattern over the last few years with cold dry periods from March pegging back growth, to an extended summer, sometimes lasting through to mid-October providing some of the best golfing and greenkeeping weather. Gone are the days of a predictable competitive golfing season from April to September and the setting of future fixture lists may have to reflect this.
- 1.2** There were a number of key areas highlighted for improvement and will be covered below, but overall presentation, definition and visual enhancement were top of my priority list. Hopefully myself and the team have so far exceeded expectations.
- 1.3** Traffic management was an urgent problem to be addressed as there were a number of high wear areas in close proximity to the greens, between bunkers and around tees that had previously been unprotected, were devoid of grass and very muddy. A simple but unobtrusive, low level post and rope system was adopted to guide golfers around these problem areas and has enabled us to carry out repairs ready for the season ahead. These were met with very positive comments from the golfers. Going forward these need to be implemented much earlier in the winter period and their numbers increased.

- 1.4** Greens - There are a number of issues with the greens – nothing too serious and none that cannot be overcome with sound greenkeeping techniques and correct application of nutrients and water. Percolation rates were below ideal for a putting surface and sometimes meant a few greens were out of play two or even three days after rain had ceased. Last year was an exceptional one with regards rainfall, water was lying in areas where it had never done so before and greens at the bottom of slopes generally suffered the most. A distinct lack of root mass was identified and some greens had an excess of thatch material in the upper profile. Work has been carried out over the last few years to combat the thatch and I am assured that by the other members of the team that significant improvements have been made. We will continue with a non-disruptive, regular light scarification, tining and topdressing programme throughout the year whilst reducing fertiliser and water input to sustainable levels. This will reduce thatch to an acceptable amount. To improve root mass and percolation rate I hired in a Verti-Drain deep aeration machine. This tines to a depth of approximately 10” with a heaving action, much as you would put a fork into the ground and lever back. This process loosens the rootzone, allowing water to move through the soil profile and opening up air pockets for roots to develop into, evidence of which is clearly visible when changing holes as fresh white roots are following the tine holes down. Deep rooting fine grasses are essential in the production of a year round quality putting surface that has the ability to withstand dry periods and transpire excess moisture away from the root zone. Verti-draining should be carried out at least twice yearly but preferably more.
- 1.5** Tees - The grass tees were back in play much later than hoped again due to the very slow start to the growing season. They have been fed along with the fairways with a fertiliser package that I have used with great success at previous clubs. This comprises a slow release soluble 46-0-0 nitrogen, a soluble iron and a growth regulator. Growth regulators are becoming increasingly more popular with course managers as they divert the plants growing energy from upward to lateral with the added benefit of significant root development. Giving a much denser sward with long lasting colour and less clippings. Regular tining will again be carried out this season along with over seeding, divotting, application of wetting agents and if need be a top up with a small amount of granular fertiliser on high wear tees.
- 1.6** Fairways – These have been fed with a “liquid” feed applied with the utility vehicle mounted sprayer. This gives a very even application and doesn’t rely on rainfall for uptake as the somewhat old fashioned granular fertilisers do. This gives much more flexibility and a significant cost saving. I have reshaped all of the fairways to enhance natural topography and now cut in a diamond pattern to give them a more aesthetic appearance, as well as widening landing areas for the average golfer.
- 1.7** Bunkers – Initially we were making great inroads into bunker improvements with edging, drainage work and general tidying – even managing to completely reconstruct the left hand greenside bunker on the 1st hole using the revetting method, as seen on many open championship courses. But unfortunately this has had to take a back seat for the moment due to staffing levels and the fact the grass is making up for lost time. We will definitely be reconstructing and possibly moving some bunkers over the next few winters to really make the course stand out.
- 1.8** Irrigation – The irrigation system has now been commissioned and has already been used on the greens and tees. There were one or two minor issues to begin with as can be expected after a long downtime. Allowance in the budget was made for

the replacement of two "hydrovar" pump interfaces at a cost of £5000 but the quotation I have been given to supply and install is significantly more. I understand there is also the need to replace some more valves as part of an ongoing upgrade this will need to be managed through the budget process.

- 1.9** Machinery – We are in the process of trying to obtain two replacement buggies. One second hand with a utility box for use by the greenkeepers and a new golf buggy for the Pro Shop and Course Marshalls. I have purchased a drag brush to attach to the rear of the tractor as another way of improving the putting surface on the greens. This helps stand the grass up before mowing and controls excess unsightly lateral growth. Having worked at a number of courses now, I have seen the benefits of using a Turf Iron on the greens. This machine greatly improves the trueness of the green and also the green speed without the need to lower cutting heights, and is particularly effective in the cooler months. I have seen demonstrated two machines, a Toro and a Smithco; the best of the two was the Toro. I would make this a priority when reviewing future machinery requirements.
- 1.10** Staff and Training – Unfortunately the Trainee Greenkeeper has resigned so we have been a man short for nearly two months. Simon and Chris have been particularly helpful during my first two months and have accepted a slightly different approach to some tasks, raising issues openly if need be and offering advice if required. We are reviewing suitable training for staff.
- 1.11** All work has been carried out in accordance with the EMAS policy and following Health and Safety requirements.

2. Financial Appraisal

The cost of acquiring the two replacement buggies will be met from the equipment purchase budget. The replacement of hydrovar pump interfaces will be managed to remain within the budget with replacement only taking place when necessary.

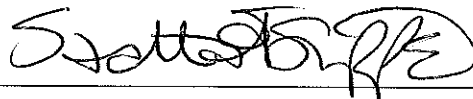
3. Contact Officer

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

Head Greenkeeper

Nick Stephens

Town Clerk



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Seaford Town Council

Report 27/13

Agenda Item No: 9
Committee: Golf Course
Date: 4 June 2013
Title: Golf Course New Clubhouse update
By: Sam Shippen, Town Clerk
Wards Affected: All Seaford Wards
Purpose of Report: To update on progress with new clubhouse.

Recommendations

You are recommended:

1. To receive a further verbal update from the Town Clerk.
 2. To note the update.
-

1. Information

- 1.1 All documentation for discharge of planning conditions has now been submitted by Cheesmurs to the South Downs National Park Authority for approval. We await the approval prior to commencement on site.
- 1.2 Building Control approval as required pre commencement is in place as are quotations for all pre-construction requirements including temporary accommodation.
- 1.3 It is proposed that the Town Clerk will provide a further verbal update at the meeting.

2. Financial Appraisal

There are no direct financial implications arising out of this report

3. Contact Officer

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

Town Clerk

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Seaford Town Council

Report 26/13

Agenda Item No:	10
Committee:	Golf Course
Date:	4 June 2013
Title:	Golf Course Clubhouse Future Operation
By:	Sam Shippen, Town Clerk
Wards Affected:	All Seaford Wards
Purpose of Report:	To seek approval for review of policy.

Recommendations

You are recommended:

- 1. To agree delegation to the Town Clerk in consultation with the Golf Course Working Party to review the options for future operation of the Golf Clubhouse.**
-

1. Information

- 1.1** At its meeting held on 17 March 2010 Council resolved that the preferred option for the operation of the new golf clubhouse was to offer a franchise for the operation of the Golf Clubhouse facility.
- 1.2** In discussion with the Leader & Deputy Leader of the Council, Officers are concerned that the franchise option may not provide the greatest income to the Council as the franchisee will need to make a reasonable profit, and we potentially lose flexibility in the operation.
- 1.3** This Committee is requested to reconsider this policy and allow other options for the operation of the new Golf Clubhouse be examined alongside the full franchise option.
- 1.4** As there is an established Golf Clubhouse Working Group Working Group consisting of the Leader of the Council, the Deputy Leader of the Council, the Leader of the Minority Group, the Vice Chairman of the Golf Course Committee, the Golf Professional and two representatives of Seaford Head Golf Club, it is suggested that the Town Clerk consults with this group in order to review the options.
- 1.5** This will allow the Committee the opportunity to review the recommendations of the Town Clerk prior to making a final decision.

2. Financial Appraisal

There are no direct financial implications arising out of this report

3. Contact Officer

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

Town Clerk

A handwritten signature in black ink, appearing to read "S. Shippen", is written over a horizontal line.