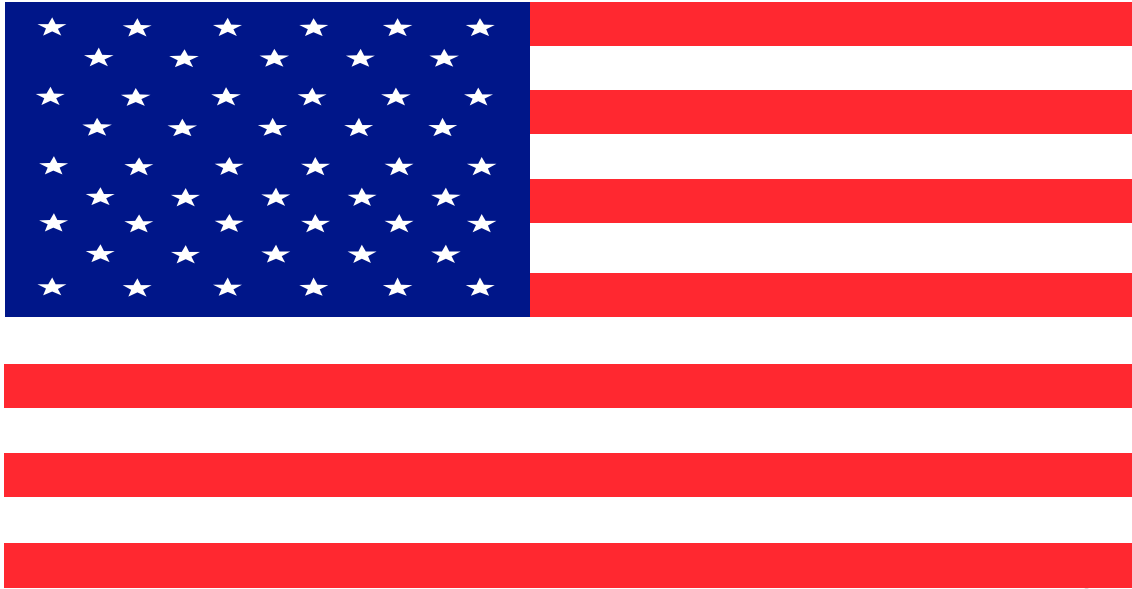


Greenbriar Oceanaire Golf Advisory Committee Fall Presentation



September 26, 2018

Pledge of Allegiance



2018 GAC Membership

Name		Golf Membership	Term Ends	Committee
Rick Sommers	Chairperson	Full	Jan 2019	Membership & Men's Day
Ned McDowell	Vice-Chairperson	Full	Jan 2019	Capital Projects & Treasury
Doug Kaputa	Secretary	Full	Jan 2019	
Brooke Manino	Treasurer	Full	Jan 2020	Treasury & Capital Projects
Tony Barone		Full	Jan 2020	Membership & Men's Day
Betty Fedyna		Full	Jan 2020	Communications
Ron Givens		Full	Jan 2019	Food & Handicaps
Carmine Guiga		Associate	Jan 2020	Tournaments & Men's Day
Sheryl Turitz		Full	Jan 2019	Tournaments & Women's Day
Kevin Floyd	Ad-hoc	Associate	Jan 2019	Tournaments
Tom Lewis	Ad-hoc	Full	Jan 2019	BCG Liaison & Report Card
Tom McCann	Ad-hoc	Full	Jan 2019	
Jerry Vincelli	Ad-hoc	Full	Jan 2019	Food & Handicaps
Anthony Manino	Finance Committee Liaison	Full	Jan 2020	



Golf Course Updates

Jeff Bebbino

Director of Golf

- ▶ **Steve Juhring, Golf Course Superintendent**
- ▶ **Jeff Rowe, Assistant Golf Professional**
- ▶ **Jeff Klint, Assistant Golf Course Superintendent**
- ▶ **Eric Hoffman, Mechanic**



Golf Course Updates

Jeff Bebbino

Director of Golf

2018 Projects

- ▶ Irrigation system grounding
- ▶ Drainage- Hole #1 & Hole #15
- ▶ Hole #1 green
- ▶ Hole #8 fairway
- ▶ Hole #2 tee sod
- ▶ Blog
- ▶ Equipment sales

2019 Projects

- ▶ Deep tining greens
- ▶ Sodding exits
- ▶ Bunker evaluation
- ▶ Drainage

Tournament Participation

Event	2017	2018 YTD
Opening Day	rain	62
Memorial Day	110	92
Presidents Cup (individual match play)	48	72
Member / Member	75	66
Member / Guest	69	88
Team Match Play	66	60
July 4 th	140	111
9 & Dine	53	118
Ryder Cup	32	24
Mixed Member / Member	30	28
Labor Day	104	96
Club Championship	35	39
Columbus Day	56	
Breast Cancer Charity Fund Raiser	n/a	
TOTAL	818	856

Upcoming Events

Monday, October 8th, Columbus Day Tournament

Tuesday, October 16th, Breast Cancer Charity Golf Event

Proceeds to benefit

*Breast*intentions Inc



Membership Update

Type of Membership	2018 (YTD)	2017	2016	2015	2014
Full	237	246	258	278	306
Associate	205	228	247	239	191
Total	442	474	505	517	497
Rounds Played					
Member	15,112	21,224	16,986	18,783	18,414
Guest/Tournament	3,315	2,551	6,245	5,153	5,138
Total	18,427	23,775	23,213	23,936	23,552

2018 Golf Survey Objectives

The survey was sent to *All* Greenbriar Oceanaire residents to seek feedback on the following areas:

- ▶ Opportunities to improve the golf experience
- ▶ Membership structure and fees
- ▶ Tournaments and Events

2018 Golf Survey Results

We had 769 responses! Thank You!

64% Non-Members
36% Members

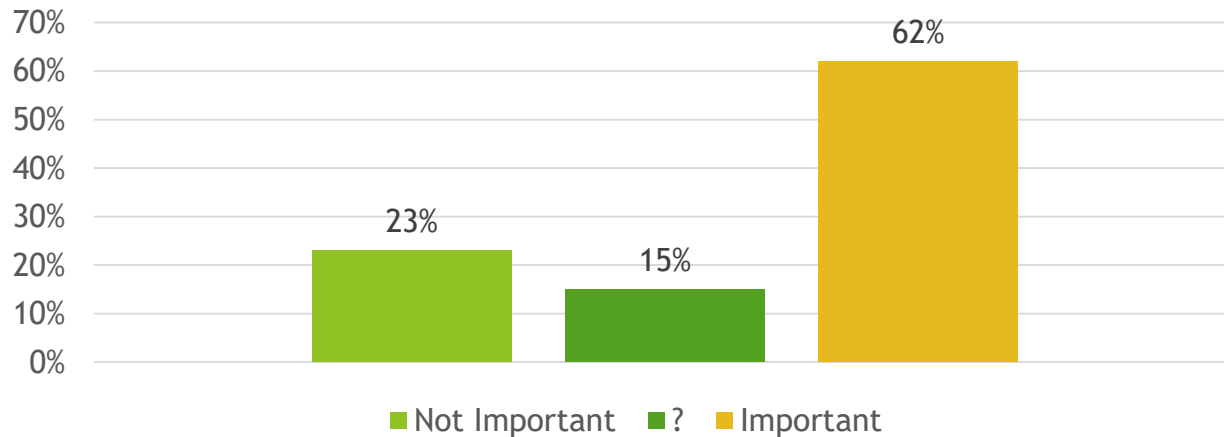
67% Male
33% Female

276 of our 442 Golf Members responded and reflect the following demographics

Membership Level	Preferred Tees	Average Handicap	Average Score 9 Holes
58% Full Members	Red = 24%	26	49
42% Associate Members	Silver = 6%		
	Green = 24%		
	Green/White = 28%		
	White = 16%		
	Blue/White = 2%		
	Blue = 1%		

2018 Golf Survey Results (cont.)

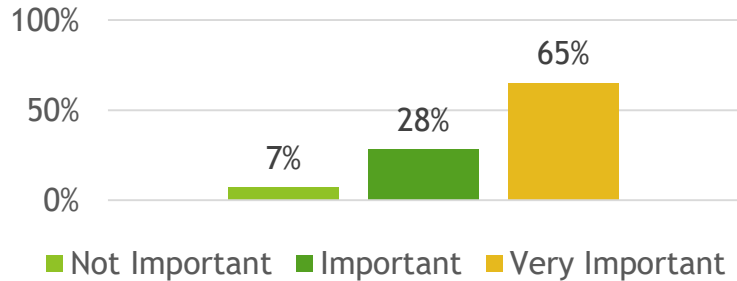
Importance of the Golf Course to Decision to Purchase at Greenbriar Oceanaire



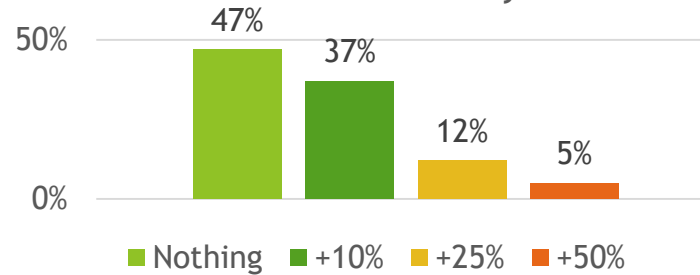
Reflects the feedback from *all* survey respondents

2018 Golf Survey Results (cont.)

Importance of remaining a community only course



How much more are you willing to pay to keep the course restricted to our community



While 93% of the golf members indicated they would like to retain restricted use of our course, only 54% would be willing to pay more to do so.

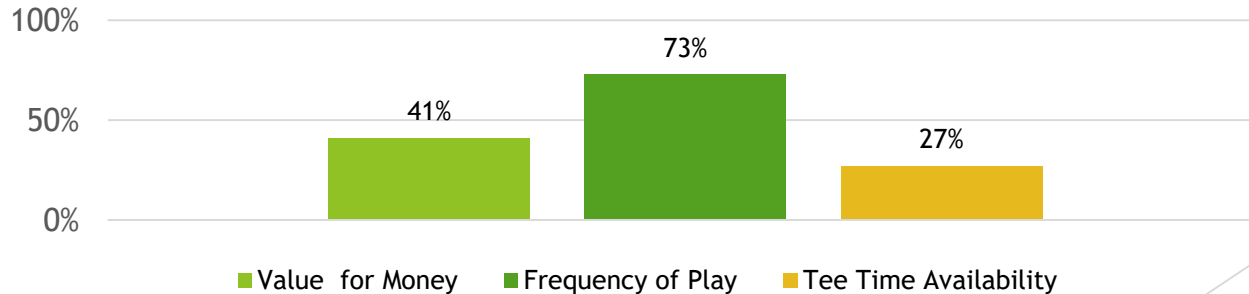
2018 Golf Survey Results (cont.)

Membership Drivers

Reasons for Joining	Barriers to Joining
Great Course	Cost
Convenience	Still working
Playing with Friends & Neighbors	

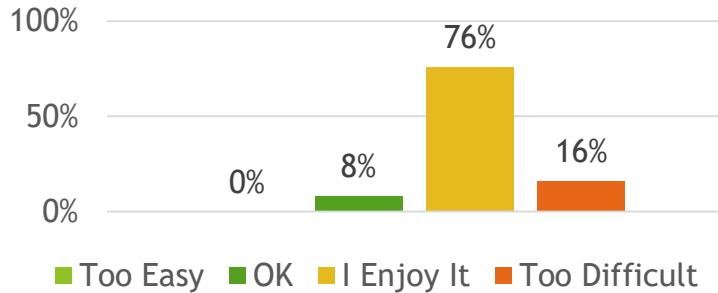
Factors Influencing Membership Category

(note: more than one factor could be selected)



2018 Golf Survey Results (cont.)

Course Difficulty



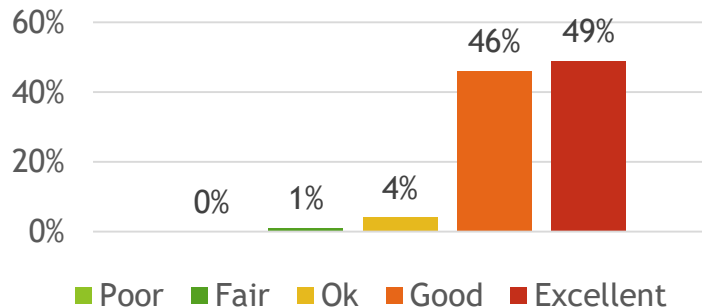
Positives

- Condition of the course
- Array of Tee Boxes

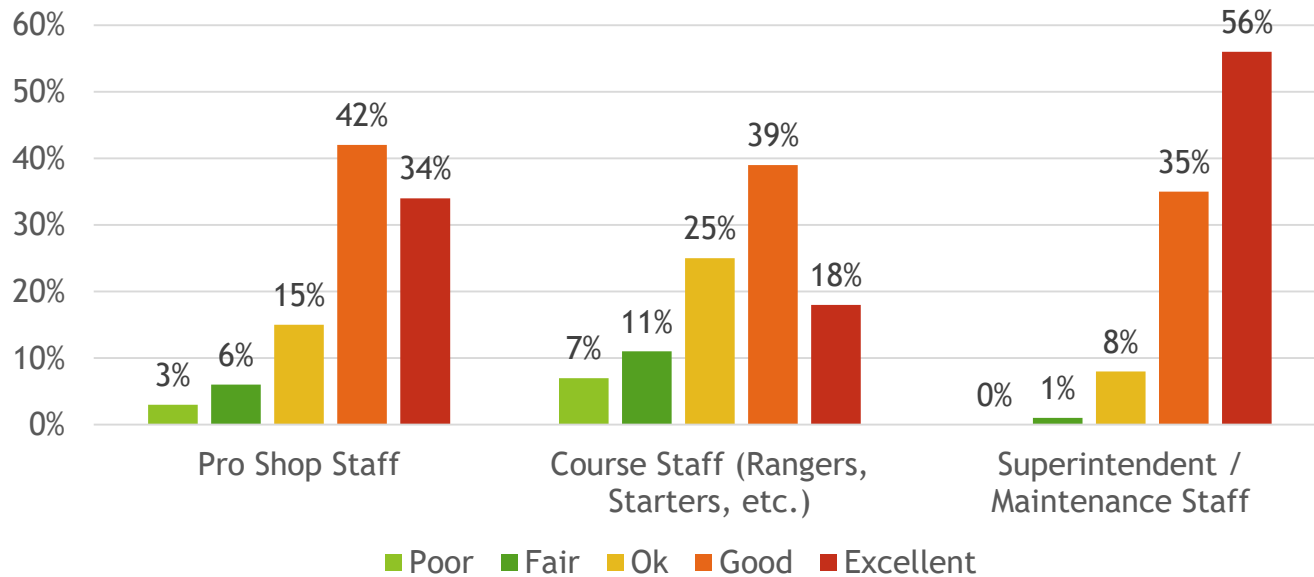
Opportunities for Improvement

- Tree trimming and under brush clean up
- Access to tees on hole #12
- Course Etiquette by Members (fixing ball marks, raking bunkers, filling divots, etc)

Overall Course Condition

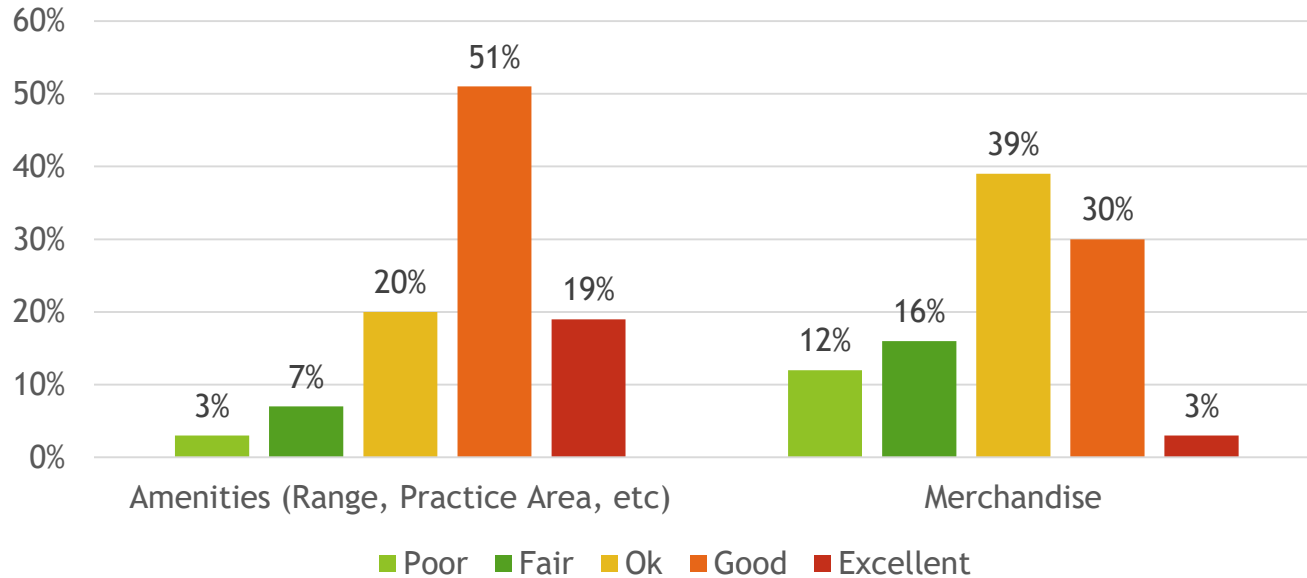


2018 Golf Survey Results (cont.)



The significant favorable responses across all three categories are an indication of the good job being performed by the Billy Casper team. It is acknowledged that there is still room for improvement.

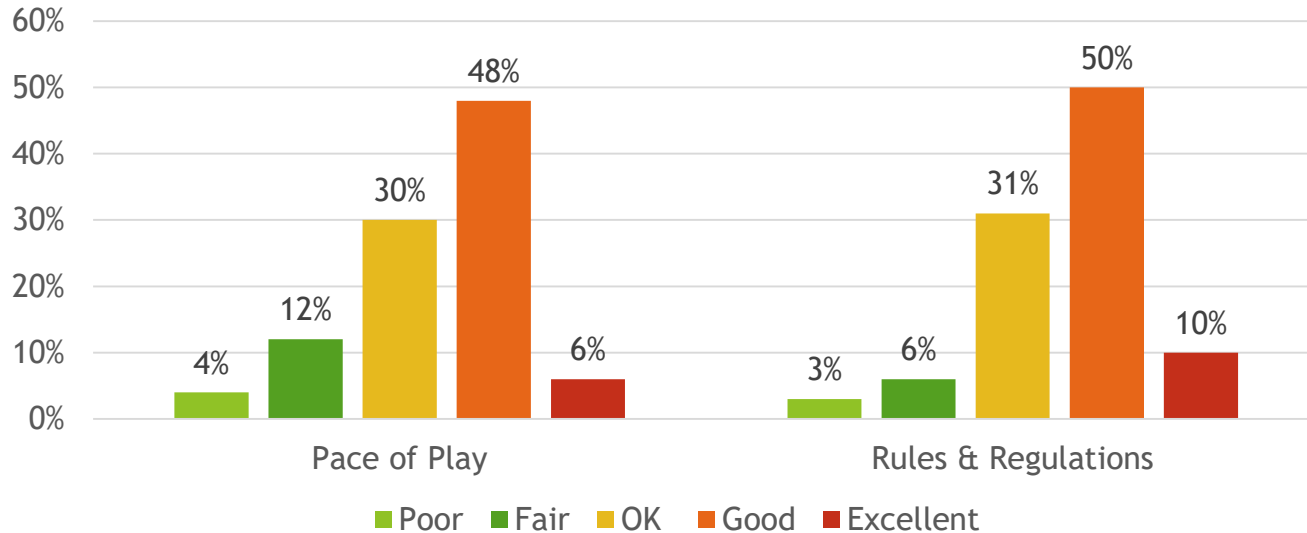
2018 Golf Survey Results (cont.)



Opportunities highlighted include

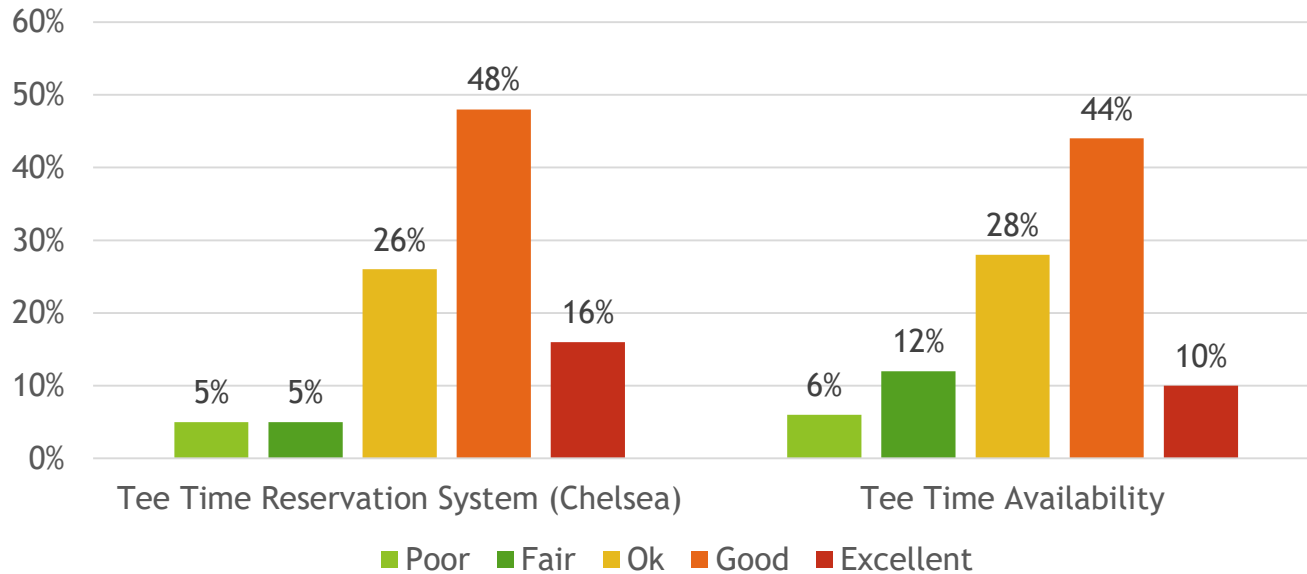
- ▶ Additional yardage markers on the range
- ▶ Safe, dedicated chipping area

2018 Golf Survey Results (cont.)



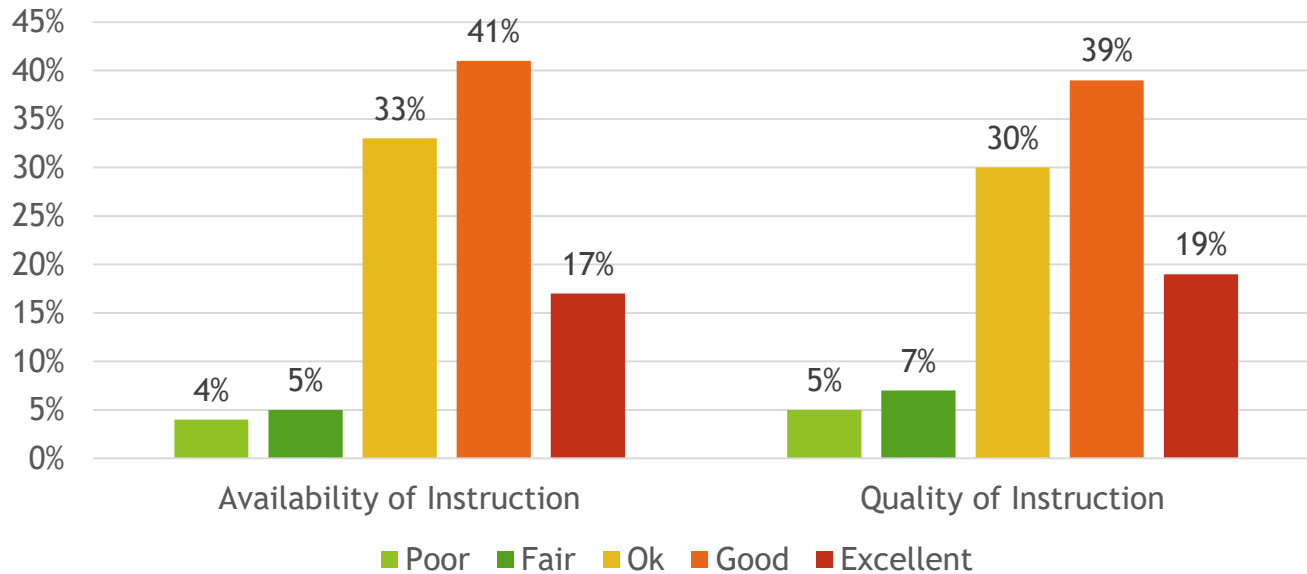
While satisfaction is quite good, we will continue to look at areas for improvement.

2018 Golf Survey Results (cont.)



The 80+% favorable ratings indicate that current practices are meeting the needs of the majority of our golf members. We will continue to evaluate opportunities for improvement.

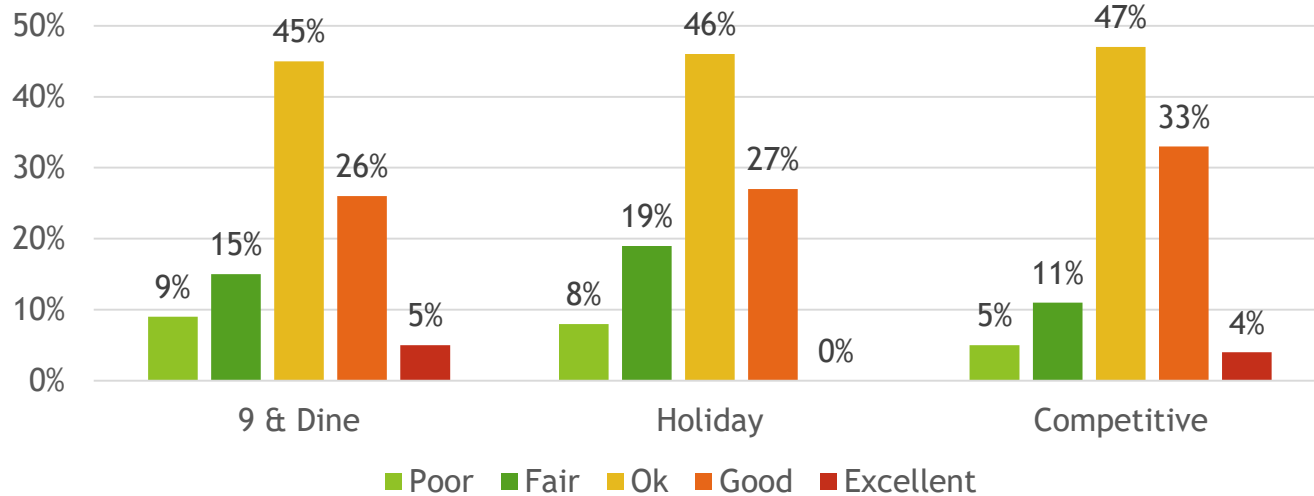
2018 Golf Survey Results (cont.)



Suggestions included Men's clinics, more clinics / lessons, learning path for new golfers

2018 Golf Survey Results (cont.)

Overall Tournament Feedback



Positives

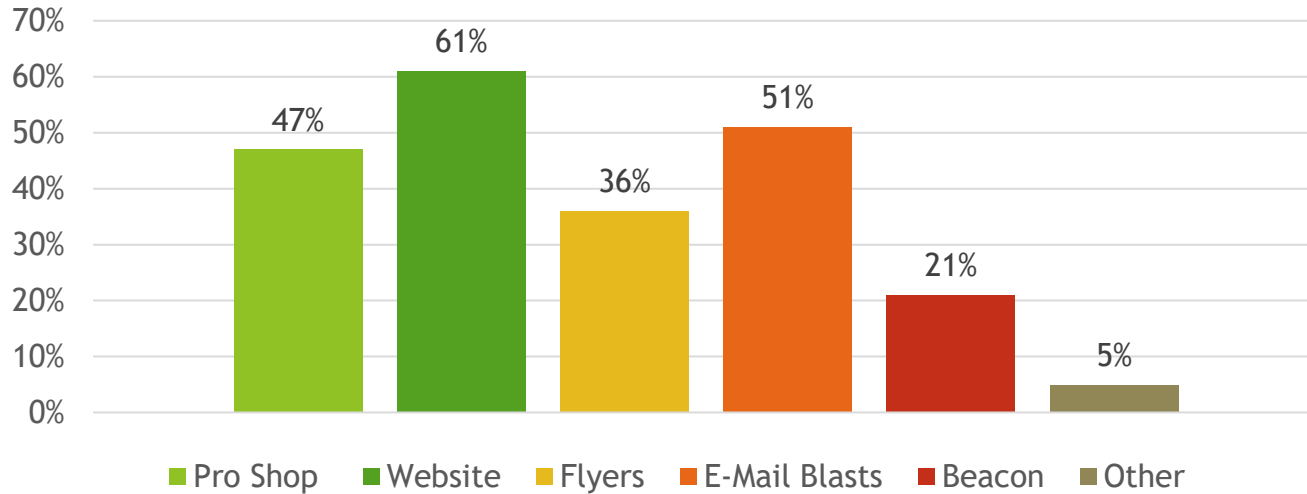
- Having food as optional

Opportunities

- Tournaments for the 9 hole players
- Additional / diverse formats

2018 Golf Survey Results (cont.)

Communication Sources



Opportunities include more timely communication from the GAC and increased advertisement of events (demo days, etc)

Communication - Website

Website Page	Views (August 21~25, 2018)
Golf Landing Page	1,418
Golf - Men's Day	80
Golf - Club Tournaments	55
Golf - Ladies Day	49
Golf - Superintendent's Blog	30
Golf - Hole In One	15

2018 Season Highlights

- ▶ We continue to give back to our community through charitable events
 - ▶ Over \$21,000 donated to Providence House
 - ▶ Over \$33,000 donated to Veterans related organizations and Hurricane Florence relief efforts
- ▶ We awarded \$7,945 in prizes to winners over the course of the tournaments thus far
- ▶ We had 137 unique winners over the tournaments through Labor Day

2018 Winners

Tournament	Winners	
President's Cup	Rich Wetmore	Cathy Bookman
Member/Member	Norm Dermody, Tom Lewis	Tulay Duyal, Carol Schmitt
Member/Guest	Pat Galante, Ron Kulik	Charles Roberts, Charles Roberts
Ryder Cup	Howie Bookman, Norm Dermody, Fred Sisbarro, John Zelechowski	Dee Blanchard, Cathy Bookman, Rosemary Lefebvre, Ann Sisbarro
Mixed Member/Member	Dennis Mallardi	Linda Mangus
Team Match Play	Jim Sheridan John Zelechowski	Cathy Bookman Bonnie Morris
Club Championship	Bruce Himelman Tom McDonough Lou Ferro Ken Robbins	Linda Dewaal

CONGRATULATIONS!!!

CONGRATULATIONS!!!

Roman Fedyna

Todd Harris

Jack O'Connell

Carol Bernstein

Jim Kopp

Pat Galante

Jerry Vincelli



**??Questions??
(And hopefully
some answers)**

**Thank you for your
Attendance**

**Contact the GAC at
golfatgreenbriar@aol.com**