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Town of Falmouth Awards New Lease Management Agreement,
Continues Partnership with Billy Casper Golf

(FALMOUTH MA & VIENNA, VA) – Following a national procurement search for a responsive and responsible operator, The Town of Falmouth has re-engaged its partnership with Billy Casper Golf (BCG) to manage Falmouth Country Club, the widely popular, 27-hole, public-access golf course in East Falmouth, MA.

Under BCG management since 2005, membership programs and practice facility activity at Falmouth CC have grown significantly. Advanced maintenance practices have led to immaculate course conditions and prestigious awards, including “2014 Best Course on the Upper Cape” by Cape Cod Life Magazine and two-time “Golden Sprinkler Award” winner by GolfCapeCod.com.

BCG’s innovative management at Falmouth over the past 10 years includes original programming like the pioneering “Kids Play Free” that annually facilitates more than 1,000 free rounds of golf for children 18 and under. The course will also continue to host summer camps for the Recreation Department of Falmouth and nearby high schools.

“We are very pleased to continue our partnership with Billy Casper Golf,” says Julian Suso, Town Manager of Falmouth. “The results speak for themselves as golfers continue to choose Falmouth Country Club as their choice for family golf on beautiful Cape Cod.”

The multi-year Lease Agreement is fiscally sound for the Town of Falmouth and strong relative to the market. In addition to fixed annual payments, BCG and the Town will share revenue over a reasonable breakpoint. To sustain the viability of this popular golf course and permanently restricted open space and recreational amenity, the Town will fund the replacement of the irrigation system already partially funded by Community Preservation Funds appropriated in November 2014. The capital invested by the Town and BCG will ensure Falmouth Country Club remains viable for years to come.

Plans are for BCG to complete renovations to green complexes and bunkers on the enjoyable, nine-hole Talon Course.

“Our driven professionals are excited about the present and future of Falmouth Country Club,” says Peter Hill, Chairman and CEO of BCG. “Billy Casper Golf’s relationship with the Town is extraordinary and it’s gratifying the club has become a ‘must play’ for locals and visitors.”

Falmouth is the only public course on Cape Cod recognized by Audubon International as a certified Audubon Cooperative Sanctuary. The course earned its designation in 2009 and continues its high standards in protecting the environment by reducing waste and promoting efficient operations.

“Falmouth Country Club is essential to the health and vitality of our community,” says Mary Pat Flynn, Chairman of the Board of Selectmen of the Town of Falmouth. “Course conditions, personable service
and exciting events make the club popular among families spending time together and creating lasting memories.”

**About Falmouth Country Club**

In Massachusetts’ Cape Cod region, the public-access Falmouth Country Club presents 27 holes of challenging golf.

The 18-hole “Championship Course” opened in 1965 and was designed by Louis Rabesa. A shot-makers paradise emphasizing accuracy and strategy, the par-72, 6,665-yard layout features gentle mounding, tree-lined fairways, undulated greens and swaths of beach grass. Its signature 516-yard, par-5 10th hole is home to one of the largest Osprey nests in the region.

The nine-hole Talon Course, at a par 37 and 3,455 yards, presents an enjoyable mix of long and short holes for fun and fair challenges for all skill levels. Golfers relish the narrow 555-yard, par-5 seventh hole that tests strength and accuracy, as well as the 155-yard, par-3 second hole that requires a deft touch and distance control.

Popular among locals and visitors looking to sharpen their games, Falmouth’s practice facility features a renovated driving range with 20 hitting stations, putting green and chipping green with a bunker.

The comfortable clubhouse includes a fully-stocked golf shop with brand-name apparel and equipment, and a snack bar that seats 60 people.


**About Billy Casper Golf**

Founded more than 20 years ago in cooperation with the late golf legend Billy Casper, the company is the largest owner-operator of golf courses, country clubs and resorts in the U.S. with more than 150 properties in 28 states. Headquartered in Vienna, Virginia with regional offices across America, BCG directs all aspects of club operations, golf and grounds maintenance, staffing and training, clubhouse operations, food-and-beverage, merchandising, golf instruction, marketing and public relations, special events and financial management.

Billy Casper Golf divisions:

- **Buffalo Brand Invigoration Group** (formerly Buffalo Communications) manages public relations, strategy development, integrated marketing, social media and design for golf, sport and lifestyle brands, and destinations and communities ([www.buffalobig.com](http://www.buffalobig.com)).

- **Buffalo Turf & Landscape Company** provides golf course agronomic programs with a new fee-for-service structure that allows owners unfettered visibility into actual activities and costs.

- **Women on Course** is the nation’s premier golf-networking organization, further solidifying Billy Casper Golf’s commitment to grow female participation in the golf lifestyle ([www.womenoncourse.com](http://www.womenoncourse.com)).