

DEESIDE GOLF CLUB

Minute of Council Meeting held on 23rd February 2021 via Zoom @5.30pm

Present:

E. Farquharson-Black	(Captain)
S. Cruickshank	(Vice-Captain)
G. Pryde	(Finance Convener)
A. Gordon	(Greens Convener)
D Macklin	(Match & Handicap)
F. Windle	(Ladies Captain)
I. McPherson	(Junior Convener)

In Attendance:

D.P. Pern	(Club Manager)
N. McLoughlin	(Course Manager)
F.J. Coutts	(Director of Golf)

1. **Welcome:** Captain welcomed everyone to the Council meeting which was held virtually via Zoom. A special welcome to the new Council members David Macklin and Alan Gordon. EFB acknowledged that it was FJC's last Council meeting.

2. **Minute of Council held on 5th January 2021**
The minute of the Council meeting on 5th January 2021 was approved, with one amendment.

3. **Matters arising from the Minute**
EFB reported that the AGM process worked well with 130 members returning online voting slips. Looking ahead to future years it may be possible to have both online proxy voting in addition to the usual "in person" voting at AGM.
EFB reported that around 400 members opted to have the payment on account added to their 2021 – 2022 subscription, leaving around 1000 members adding the money to their swipe cards.

4. **Reports**

Captain's Report

- EFB reported that planning permission for the proposed green keeping shed had been approved by Aberdeen City Council after additional information had been provided to ACC. AG confirmed that three tenders had been requested and McLeod & Aitken had been appointed as QS. Final plans and costs will be discussed with Council, before sharing the proposed plans and costs with the membership for approval before progressing.
- One or two emails received from members requesting clarification on when the course will open. Agreed that bookings would still be limited to one per week, given ongoing restriction to 2 balls.
- EFB keen to ensure that prior to the season beginning, we confirm the booking arrangements and adopt a tougher line on those who don't follow the guidance. After discussion it was agreed that DM, AG and the Pro Shop team will meet to discuss the best way to monitor the tee sheet on a daily basis to ensure members are not abusing the system.

Finance Report

- Attached Report was noted a.
- DP to produce a paper on current categories, restrictions and options for potential changes. After discussion it was reconfirmed that the Club cannot refund any furlough money to the Government. EFB to draft a statement for Press if required.

Greens Convener and Course Manager Reports

- Attached Report was noted.
- After the recent flooding the courses are worse than Storm Alex but not as bad a Storm Frank. It is hoped to have some holes open in week beginning 1st March. After discussion it was agreed that part of the future strategy will be looking at options on how to get the water off the courses as fast as possible. NM to look at introducing another flapper valve or another pipe from the 5th hole.
- After discussion it was agreed that AG/NM will speak to Edwards Design International for more detail and costs on their proposal for the course/practice facilities masterplan.
- Council agreed to install sleeper flower beds along the side of the outside eating area.

Ladies' Captain Report

- Attached Report was noted.
- After discussion it was agreed to trial the proposed tee times for Tuesday/Friday/Saturday.
- After discussion, it was agreed that the Club offers an inclusive environment and has adopted specific measures to ensure that ladies can secure tee times on Saturdays. Consideration will be given to changing the reserved times if requested by a majority of those who play on Saturdays.
- Council along with the new Pro Shop team will look at increasing mixed competitions if the fixture list allows.

Match & Handicap

- Attached Report noted. DM will meet with the Pro Shop team to progress with various fixtures etc.
- DM confirmed that Saltire Energy will once again sponsor the team uniform. DM to enquire whether they would also sponsor the Junior uniform.

Junior Report

- Attached Report noted. After discussion it was agreed that Juniors from the age of 10 will be offered membership.
- It was agreed that parents/guardians will be permitted to play with a Junior on the Blairs 'course for £10 guest fee per round.
- It was agreed to engage Golfin4kids for Juniors as per report.
- It was agreed to offer coaching vouchers worth £40 to every Junior.

Club Manager Report

- Attached Report noted.
- After discussion it was agreed that all Juniors/Young Adults leaving Aberdeen to attend university will have the option of remaining as a Young Adult or transferring to Non-Resident with the relevant restrictions. It was recognised that in 2018 a new category of membership "Young Adult" was introduced with a lower subscription to financially assist those going to University outwith Aberdeen and who may have limited opportunities to play.

5. Strategic Plan

- EFB wants Council to identify and focus on key projects for the year ie green keeping shed; outdoor area; course/practice facilities masterplan; Rules refresh.
- GP updated Council on the Capital Improvement and Investment in facilities document. It was agreed that each area will be revisited in the coming months.
- CCL will be invited to carry out a review with Council around August/September.
- A members' forum will be arranged later in the year.

6. Capital Projects

- DP is researching EV Charging Points for members.
- As detailed above the outside seating area is progressing and will be operational as soon as restrictions are lifted.

7. Health and Safety

- Nothing to report

8. AOCB

- On behalf of all Captains and Councils with whom he has worked over the years, EFB thanked Frank for his support and commitment to the Club which was much appreciated. EFB confirmed that a proper farewell would be organised for later in the year once COVID restrictions are lifted to allow gatherings.

Next Meeting 5.30pm – Tuesday 23rd March 17.30

REPORTS:

FINANCE REPORT REVIEW - JANUARY 2021

Profit & Loss Review

The Net Profit for the month of January 2021 and for the year to date are set out below, along with a comparison with both the Budget and with last year.

During January, 3 items of course equipment were sold at a profit of £27k. This has been highlighted below to separately show the net profit from routine operations. The final machine was sold in February at a profit of just over £7k.

	Actual £	Budget £	Prior Year £
Month - January 2021	46,290		
Less: Gain on equipment	(27,000)		
Routine Net Profit (Loss)	19,290	910	2,551
Year to date	96,846		
Less: Gain on equipment	(73,726)		
Routine Net Profit (Loss)	23,120	(64,336)	4,257

The net profit for the month of January and for the year to date are both much better than originally budgeted. In part this is due to the timing of expenditure - with course costs, repairs and upkeep, club expenses, subs & levies, and irrecoverable VAT costs all likely to catch up in the months ahead. In total this accounted for almost £50k of the positive variance.

The closure of the Clubhouse due to government restrictions resulted in the loss of all F&B income for the month. The salary and pension costs of Clubhouse staff were subsidised by the furlough scheme grant, which for January covered all except £2.5k of their costs. With the Clubhouse closed, running costs such as clubhouse cleaning, heat & light, maintenance contracts and television, were in total £5.5k lower than normal.

The Budget is based on subscription income for the year of £1.179m. We will not have the final membership numbers or income details until the subscription renewal is complete; however we should have a good indication of numbers by the end of March and can make an assessment then of any likely shortfall in income.

Balance Sheet Review

Bank Balances on 31 January 2021 - the balances on the Clydesdale Bank working accounts totalled £540k. This included the cash received from the equipment sales in December and January, and this was used to fund the initial lump sum payment on the Hitachi finance lease of £64k plus VAT, which was made on 1st February.

There is a further £147k in an instant access account and we have £324k invested in longer term deposit accounts.

Cash Reserves Requirement for Operations - the cash reserves requirement of £475k was fully met from the funds available in the Clydesdale Bank accounts on 31 January.

Members Loyalty Card Balances - on 31 January, the balance on members loyalty cards totalled £93k. Included in this balance is unspent Bar & Catering credits of £37k for the 2020/21 season.

Expenditure on equipment - new display furniture for the pro shop was acquired in the month at a cost of £1.6k.

Capital Expenditure on improvements and investment in the facilities of the Club - the latest version of the Capital Expenditure Budget is attached. It will be discussed at our meeting on Tuesday and updated thereafter.

Course Manager Report February 2021

Courses

January/February's weather has carried on from December which has kept the courses closed. Hopefully with a change in weather we can get some holes open for the last week of February.

We have started work on the outside seating area and we plan to have this finished by the first week in March. Over the last few weeks, we have been clearing scrub areas, pruning trees and repairing the stone wall beside the first hole of the Haughton course.

Next month our focus will be getting both courses ready for the season and finishing up a few turfing jobs.

Staff

During January and February, we have two members of staff on flexi furlough; they have both only been working two days per week. Simon is still on paternity leave until April.

Equipment

All of the new Toro equipment has arrived, and the new tractor will be delivered by mid March.

New Greenkeeping Equipment Shed

Planning permission meeting was held on the 18th February which granted conditional planning permission; Condition is the requirement of a Noise Impact Assessment to be completed.

Golf course Architect

Details and our recommendation for selection of the Golf Course Architect has been circulated for review and comment by Council and we seek approval to proceed to appoint preferred Architect.

DGC Council Meeting – 23rd February 2021 – Ladies Section

A warm welcome to Alan and David – looking forward to meeting you both on Tuesday.

As per others not too much happening in Ladies Section –

- (1) **For info - 2021 Fixture List:** finalized and submitted for diary.
- (2) **For info – Membership:** 1 known resignation & 4 new lady members. We have arranged to meet our new ladies on 5th March if restrictions are lifted.

- (3) **For info – ABM:** held on 19th Jan – 36 attendees, 6 apologies. Included handover of Captaincy and election of Vice Captain – Janice Gove.
One question raised relating to current “Divisions” under new WHS. We have agreed to continue with Silver & Bronze Divisions (course handicap <20/20+ respectively) and will continue to monitor approach being taken elsewhere including ALCGA (County)
- (4) **For discussion – Tee Times:** Looking to make slight adjustment to Ladies Section tee times on a Tuesday and Friday. Proposal rests on ladies being able to play in 4s (Covid regulations permitting)
- New morning time zones between 08.42 – 10.21 (08.42 – 09.00, 09.09 – 09.27, 09.36 – 09.54, 10.03 – 10.21) - 48 slots. Note - In 2020 we had secured times to 10.48 so this releases 3 tee times.
 - Early afternoon time zone commencing 13.30 hours with 2 sequential tee times (13.30 & 13.39) - 8 slots. We will monitor uptake of these tee times and if they are not utilized will release them.
 - Late afternoon time zones commencing 16.30 hours and 17.42 hours with 2 sequential tee times in each zone (16.30 & 16.39 & 17.42 & 17.51) - 16 slots.
Whilst we tested streamlining this season there was considerable resistance so propose to continue as per 2020 and will monitor uptake.
Note – at beginning and end of season when there are limited daylight hours there will only be one time zone commencing 16.30 with an additional tee time if required – 12 slots.
 - No change to Saturday tee times – 08.30 & 08.39, 10.30 & 10.39 and 13.30 & 13.39 – 24 slots.
- (5) **For discussion** – We are considering allowing ladies to make a casual booking on any of our competition days if the tee times that are secured for ladies’ section are inconvenient. This would mean that they can enter and win specified competition on the day even though playing out with drawn field of players. If this proposal goes ahead, we may need to include further define any conditions e.g. acceptable “playing partner”.

David Macklin – Match & Handicap Report

February 2021

Please see below update on what has been actioned so far and what is coming up / in my potential plans.

Actioned:

- Deeside representatives for Champion of Champions tournament 2021 entries submitted
- Northern Counties Tournament questionnaire answered and returned
- Handover from Dave McEwan received, will meet him for lunch and a chat once regulations allow

Upcoming:

- Towards the start of the season I will pull together a squad of players, circulate dates of fixtures and check availability for Team events (Journal Cup, Maitland Shield, Pennant, etc)
- Discussions with Saltire Energy as they have kindly indicated they are happy to sponsor the Team attire again this year

- Once draws are done for the Club match play competitions I would like to draft up and send out an email which reminds players of their responsibilities to organise and get matches played by the deadlines and encouraging matches to be played and reduce amount of walkovers.

Potentials:

- Official club competition on the Blairs course in 2021 (as per discussed with Graeme)
- Potential for including lowest gross on medals, once / If the 2's and Sweeps return on medal day
- Look at ways and make suggestions of how we can improve Club Champ qualifying day and the Stroke Play Championship

I am coming into the role very open minded and am looking forward to getting involved, making suggestions and giving honest feedback as and when required.

Junior Report for Council Meeting

23 February 2021

Junior Golf 2021

The Adult/ Junior event on 29th March at which we planned to hold our postponed Prizegiving from this year is only five weeks away. I'm watching Government announcements with interest.

Junior Membership

I would like to thank Graeme, Ross, Niall and Debbie for the time which they have invested to date in reviewing our Junior offering and the ideas which they have brought forward.

The ideas should, I believe, be considered within the context of our Vision and Membership Strategy of increasing our Young Adult Membership, increasing the Sense of Belonging and increasing Value for Money.

Our Junior membership remains healthy but we have seen a reduction in the numbers playing in our competitions and we have to "recruit" a large number of Juniors each year just to maintain the numbers. Last year we invited those aged 11 to join and we have a large number of younger juniors on the waiting list. If we don't bring them into the club at a young age by reducing the joining age, we may lose them to other clubs. So that's a consideration. And it would, we believe, be beneficial to invite those between the age of 7-12 to junior coaching at the Club.

Golphin4Kids

Graeme, Debbie, Ross and Niall had a very positive meeting with Alan Tait from Golphin4Kids regarding investing in their MyPathwaytoGolf App/platform.

The App/platform is directed towards an age group of 3-12 (with potential for older kids & utilising the App for Ladies sessions too). There is a six-level pyramid that the kids would have to work through by completing various skills tests, quizzes and on course work through the App. Each child has their own profile on the App where their parents can see how their child is progressing and their achievements/leaderboard. Each coach has their own profile and can communicate with the group or individually through the App. Each coach can also be able to upload their own lesson content if they wish.

The cost of the App is £500+ VAT each year. This is regardless of how many children use the App and includes a coaching pack of 14 clubs & bag plus a complimentary set of 9210 clubs.

Some clubs have been getting sponsorship where the sponsor can have their logo on the App. We could offer each sponsor a 4 ball at Deeside plus dinner and a session on the Trackman with myself for example.

We believe that this would be an excellent investment for the Club. Graeme anticipates that we will have a number of Junior coaching sessions over the season and he would also use this App for his Ladies groups too (communication/games etc.). I believe that this offers a really clear development path for our Juniors, particularly the younger ones.

Junior Golf Offering at Deeside

Deeside is significantly more expensive than other Clubs in the area and we have been asking ourselves whether we offer sufficient value for money. The team have a number of ideas, including:

- lessons vouchers of £40 to be used either individually or within group sessions;
- T-Shirt (Polo shirt) with Deeside logo (c£20.00);
- Dozen Balls (c£20.00);
- hat &/or accessories (c£10.00);
- Non-Member Parent Blair's fee (with restrictions);
- Fun trips; plus
- usual coaching opportunities and weekly competitions.

Some of the above would require volunteers and the need to have them all PVG checked. Those same volunteers would need to be committed to assisting with coaching too.

These are ideas and some have been brought together in our Welcome Pack for Juniors which Graeme has updated (and is attached). A decision on the key benefits is requested below.

Coaching

Graeme has developed detailed plans for coaching, which would require the driving range to be closed, ideally at quiet times. Some sessions would also be held at the Short Game Area. Many of the sessions would be midweek/after school (Mon/Tue/Thu/Fri). These plans will be developed further over the next few weeks.

Decisions

The revamped "Welcome" document contains a number of initiatives for which approval is sought:

- the £10 guardian fee on Blair's;
- the two £20 coaching vouchers;
- the T-shirt and hat

Clearly these come at a cost and we don't believe that the guardian fee would necessarily be used much but it's a nice benefit, certainly more "welcoming".

In terms of coaching if the whole junior membership took advantage of this offer it would be 100 members * £40 (of which Deeside retains a percentage).

We would try to utilise UnderArmour clothing. Most of the juniors would probably be adult sizes and, with a maximum cost of £40 per Junior, the cost could be £4,000.

Those are the maximum potential costs and the uptake would not be 100%.

Ian McPherson
Junior Convener

19 February 2021

Club Manager Council Report Month 4 – January 2021

Membership

- Summary of membership as detailed below on 31st January 2021

Full	816
Senior	118
Honorary	7
Associate	22
Young Adult	24
House	141
House 5 Day	5
Country	25
Juniors 12-18	71
Juniors <12	26
Non Resident	77
Non Playing	30
Life Member	16
VIP's	7

- Applications for membership

Full	Ross Forbes	Fraser Proud	Mark Hutchison
Full	Sheila Hall	Hugh Hall	William Mitchell
Full	Phil Bentley	Colin Smith	J Gordon Smith
Junior	Oli Blackadder	John Robertson	Laura Jarvie
Full	Jamie Gordon	Alan Gordon	Sally Gordon
Full	Julia Wallace	Gregor Howe	Cameron Howe
Full	Ewan Wallace	Gregor Howe	Cameron Howe
Full/House	Mandy Aitchison	Fiona Windle	Carol Eddie
Full	George Handsley	Paul Handsley	Clark Neish
Full	Sharon Gray	David Macklin	Tom Rennie
Full	David Whyte	David Macklin	Ronald Whyte
House	Ethel Farquharson	Elaine Farquharson Black	Simon Cruickshank

- Transfers from within the membership 1st January – 31st January

Name	From	To	Comments
Alastair Gove	Full	Senior	
Bryan Grimmer	Full	Non-Playing	
Jenny Mordue	Full	Senior	
RA Pressney	Non-resident	Full	
David Smith	Full	Senior	

- Resignations

AF Deboth	Non Resident	
Alastair Forsyth	Full	

Jack Graham	House	
Pat MacAndrew	House	
AR McNiven	House	
George Shirreffs	House	
Wayne Souter	Full	
John Thwaites	House	
Alison Walker	Country	

- Offers of House membership for approval:

Mrs C Watt
 Mr D Henderson
 Mrs V Lyon-Brodie
 Dr G Smith
 Mrs F Smith
 Mrs L Hartnett
 Mrs L Gauld
 Mr P Michie

- Waiting List

Defer 2022	Full Members	Total Junior List	
0	210	154	

- Course Usage

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	
2018 - 2019	1996	1558	909	1047	1489	2495	3606	3795	3999	4218	4038	2843	31993
2019 - 2020	2184	1033	943	1704	1202	1928	0	773	7359	6823	7413	5374	36736
2020 - 2021	3873	3869	809	0									3873

○ **General Information/Actions etc.**

- Request from Jim Hunter NESSGA to reserve tee times from 10.00 – 13.30 on Monday 5th July 2021. This is a long standing annual event for the Scottish Seniors which brings in around £1000. (2019 - 70 x £15). (They paid the guest rate) Decision required.
- I have been researching Electric Charging points and will continue to look at options.
- EFB, SC, GP, NM and DP met to progress with the outside seating area. It was agreed that the groundwork will be completed internally by the greens team. It is proposed that the marquee will go on the opposite side of the path this year. The ground on both sides will be prepared and the drainage greatly improved. The base will be hard core with small pink/grey granite chuckies. There are many reasons for choosing this base which we can discuss and expand on at the meeting. New rattan furniture has been ordered and will be delivered as soon as possible. Heating options are still being finalized.
- The annual subscription run has been completed. Considering all the different options of payment this year, it went remarkably smoothly.
- Seven members of staff have completed their three-day First Aid Course.
- The Diary/fixture list has been completed and printed. As we are distributing the Diary this year, I will be gauging opinion on whether members want to continue with the printed version of the Diary.
- EFB & DP met on Wednesday 10th February to verify the proxy votes for the AGM.

D PERN CCM
CLUB MANAGER