

Minute of Council Meeting
held on 29th March 2022 in the Trophy Room @ 5.30pm

Present:

S. Cruickshank	(Captain)
D. Halliday	(Vice-Captain)
G. Pryde	(Finance Convener)
D. Macklin	(Match & Handicap)
C McCaul	(Junior Convener)
F. Windle	(Ladies Captain)

Apologies:

A. Gordon	(Greens Convener)
-----------	-------------------

In Attendance:

D.P. Pern	(Club Manager)
N. McLoughlin	(Course Manager)
G Nethercott	(Head Professional)

1. Welcome:

Captain SC welcomed everyone to the meeting.

2. Minute of Council held on 22nd February 2021

The minute of the Council meeting on 22nd February 2022 was approved.

3. Matters arising from the Minute

- DP/FW/GP/DH are progressing with the Cloakroom refurbishment. Laings of Inverurie have presented the final presentation which was approved by Council. DP will instruct Laings to prepare a detailed quote for Council consideration.
- The Pro Shop Business Plan is in hand. GN/DP/GP to progress.
- AG still waiting for a reply from SEPA.
- NM to request a quote for an attachment to one of the workman gators to allow food and beverage to be offered around the course during Club events.
- AG/NM/DP to progress with research on employee benefits.
- The new shed is progressing. DH to contact planners regarding change of planning permission request.
- GP confirmed that she had been in touch with Forbes Homes to follow up on EFB's email to them. Plans have changed since their discussions with the Club some years ago and there is no requirement for the Club's land near Loirsbank Road. After discussion Council agreed that it would not be in the best interests of the Club to purchase additional land on a flood plain.

4. Reports

Captain's Report

- Capt v Vice Captain match was a great success. Captain SC walked round with many teams and enjoyed meeting new members.
- After discussion it was agreed to install additional targets on the driving range in the short term.

- It was agreed that all Club events such as Capt v Vice, Finals Day, Pros Day etc will have a barbecue after the event if weather permits.
- NM to arrange to install more shrubs along the walkway down the first tee.
- It was agreed that the road from the first tee cannot be tarmac as it's too steep, too slippery etc. NM to check the surface and ensure it is kept in good order.

Finance Report

The full report was circulated in advance. To summarise:

- The profit & loss results for the month of February 2022 and for the year to date are set out below, along with a comparison to both the Budget and the position in February 2021.

	Actual £	Budget £	Prior year £
February 2022 - Net Profit (Loss)	8,704	(16,731)	20,283
Year to Date - Net Profit (Loss)	<u>(8,790)</u>	<u>(96,198)</u>	117,770

- The £25k positive variance from the February 2022 Budget is partly due to timing with course costs and certain clubhouse costs being £14k less than the budgeted. Also, income from Entry fees and locker rental of £3k was received in the month but are reflected in the Budget in March.
- Course salaries were £4k less than budgeted for the month (£17k for the year to date) due to the continuing difficulty in finding new recruits.
- The net loss from **F&B** in the month was £6.5k, which is £3k better than budgeted.
- The net loss for the month for the **Pro Shop** was £5k, which was £1k more than the Budget. The gross profit from retail sales was almost exactly as budgeted, but there was less income than expected from coaching (£500) and Trackman (£500).
- **Golf Operations - year ended 28 February 2022** - It is now a year since the Pro Shop came under the ownership and control of the Club. When we were at the initial stages of deciding whether to bring Golf Operations in house or to continue with the retained professional model, we drafted a high-level budget to assess the financial impact on the Club. The projected loss for the first year of operation from 1 March 2021 to 28 February 2022 was £29K against a significantly higher cost on a retainer basis.
- The actual net loss for the first 12 months was £35k, £6k higher than the initial budget but understandable given the delayed opening of the shop and subsequent supply chain difficulties. Despite this, the gross profit from retail sales was only £5k lower than the budget and that deficit was offset by higher coaching and open income. However, Trackman income was £9k less than projected and this is the main reason for the overall shortfall.
- **Balance Sheet Review - Bank Balances** at 28 February 2022 – total of **£1.025m**. Funds of £551k were held in the Clydesdale Bank working accounts. There is a further £150k in instant access accounts and £324k in longer notice accounts.

- **Subscription Income for the 2022/23 playing season** - The Budget is based on receiving subscription income of £1.223m with member numbers as follows (only main playing categories shown):

Full members	800
Senior Members	111
Associate 30 - 34	10
Associate 24 - 29	20
Young Adult 18 - 23	27

By 25 March, the number of Full members had fallen to 780 and there are 67 (of the 780) who have yet to renew their membership. It is possible that full member numbers could drop further to 770-775 and, if so, the loss in subscription income would be £16k-£22k. After discussion it was agreed to send out more offers to ensure the number remains at 800. DP to action.

Greens Convener and Course Manager Report

The full report was circulated in advance. To summarise:

- Both courses have come out of the winter in reasonably good condition. The spring maintenance is completed. All tees and approaches have been top dressed and fertilised, all fairways have been fertilised and the 15th and 17th fairways have been top dressed. On the greens, instead of the usual hollow coring method, a machine called a Dryject was used. This machine uses water pressure to inject sand into the greens down to a depth of about 125mm which has been done instead of hollow coring them. This process was used because it is less disruptive on the playing surfaces, the surfaces recovery quicker and it gets all the sand into the holes, so less material is wasted.
- Several issues in getting products like chemicals, fertiliser and spares for some of the machinery. Some rotary blades are on a long back order. Also cost of the products has jumped greatly in some cases double.
- Staff - Two new employees start this month. Owen is a qualified greenkeeper who joined us from Murcar Golf Club, and Shane who has moved to the area from Edinburgh and has been working on a small nine-hole course with driving range for the last 6 years.
- Maintenance Shed - An updated quote from GS Robertson for a smaller shed has been received. Still waiting on a response from Aberdeen City planning department about changing the planning permission for the smaller building. Estimated Costs excluding VAT for the supply and erection of one steel framed building, 30m long x 15m wide x 4.2m to eaves, cladding to ground on all sides - £240k plus VAT. This includes a proposed contingency of 15%, which is above the normal contingency of 10% for a project of this type; however, there is uncertainty and liabilities for DGC (including: the price of steel and concrete; until orders are confirmed then costs are expected to rise; the greenkeeping staff are clearing the site- GS Robertson will mark out the site footprint and bases for columns, however DGC have this risk and will be liable to dig down to a level approved by the engineer; if excavation is deeper than planned then we will have to pay for additional hardcore across the building footprint; if there are any soft spots that need to be filled with hardcore, this will be to DGC account; additional architect fees; redrawing building etc to a smaller footprint; additional Planning fees due to change to building footprint, plus, other

unknown possible costs. The Golf Ball fence needs to be erected prior to scraping the site and GS Robertson commencing work. GS Robertson will likely require 3 months' notice to start the works (tbc) as they will need to order steel to be fabricated plus the cladding materials, which will have long lead times. There will be some disruption to the Driving range, however NM will work with GS and other contractors to try and keep this to a minimum.

After discussion the budget was approved and AG / NM were asked to enter final negotiations with GS Robertson to clarify all inclusions and exclusions from their costs. Quotes are also to be sought to finalise the Golf Ball fence, Electrical works and moving and reconnecting HV Cable. Final costings to be discussed at the next Council meeting.

Ladies' Captain Report

The full report was circulated in advance. To summarise:

- The Ladies Section held their Annual Business Meeting on Saturday 26th February 2022. The meeting was well attended and covered key topics including Club Championship competition rules; criteria for divisions; and trophy silverware.
- Two new members welcomed to the Ladies Committee, County Representative Carol McGregor (who is replacing Susie Macleod), and Friendly Match Co-ordinator Jackie Henderson.
- With the Ladies Vice-Captain, FW conducted detailed review of ladies' competitions and associated trophies. Focus is on re-allocating some of the silverware from Haughton to Blairs, acknowledging there are more ladies playing regularly on Blairs Course. In parallel and where appropriate, some trophies will be retired.
- The winter programme was completed with the Chris Wilson quaiçh, an annual competition played on a winter-conditions course. FW was delighted to see more ladies participating in the Club's Captain vs Vice Captain competition Saturday 26th March, and is looking forward to kicking-off our Summer Season on Tuesday 29th March with our popular Pink Elephant fun competition on both Blairs and Haughton, where £160 was collected for Unicef.
- After discussion it was agreed that four tee times will be booked on the Blairs for the senior ladies on a Tuesday and Friday. These are times that the ladies book anyway.

Match & Handicap Report

A full report was circulated in advance. To summarise:

- Champion of Champions 2022 entry forms submitted for Deeside 2021 Champions.
- Two Teams to be entered for both Senior Northern Counties and Gents Northern Counties 2022.
- Discussion to be had with GN to finalise plans for Blairs Friday evening golf and Duncan Skinner Quaiçh 2022. It was agreed that a barbecue will be available afterwards. A Sunday morning fun competition to be trialled during the season.
- Proposed competition sent in via email by Ian Henderson. After discussion it was agreed that this proposal would be declined.
- Bon Accord Golf Club 150th Anniversary competition sent in via email by Matthew Edmond. It was agreed to enter a team to this comp.
- Adult vs Junior match to be played on Sunday 3rd April. No catering required.
- Entry for Gents Club Matchplay competitions closes on 31st March, this has been communicated well to members through the weekly emails.

Junior Report

A full report was circulated in advance. To summarise:

- Communication update sent to Juniors 25th March.
- Angusfield & Littleway Knockouts entry open.
- Returning to medal booking via pro shop and draw made by Graeme and team.
- Frankie and Sam hosting two small easter camps over holidays
- Adult vs Junior scheduled for 11am Sunday 3rd April.
- Pennant fixture list finalised, home matches against Westhill and Peterculter. Away matches at Murcar, Royal Aberdeen and Banchory.
- CM's company has agreed to sponsor new uniform for the Junior pennant team.
- Jake Kelly has agreed to serve as our Vice Captain.

Pro Shop Report

A full report was circulated in advance. To summarise:

- Staff - Delighted to announce the appointment of Frankie Murray (PGA Professional), Sam Kiloh (Assistant Professional), Harry Kellock and Lewis Coull (Operation Assistants) in the Professional Shop.
- A huge thank you to Matthew Charles for all his help in the Professional Shop throughout March.
- Pro Shop - All the Spring/Summer stock for the 2022 season is currently arriving, getting stocked in and being displayed. Orders for Autumn/Winter are being placed.
- Coaching: There will be four junior classes per week, three ladies classes per week and one family class a month commencing after the easter holidays.
- Ladies competitions have been added to the system up until end of April (the rest of the season will be added in due course).
- Sadly there have been several issues with Club Systems over the last two weeks. Issues include booking for medals and open entry payment issues. GN is in constant dialogue with Club Systems to get all issues fixed as soon as possible.
- Driving Range - The shutters to the teaching bay are unfixable and are now having to be operated manually. After discussion it was agreed to progress with new quote for replacement door. A request for new mats has been made by a number of members. GN recommends the style in the teaching bay. These are circular so once the mat is used from hitting balls they can move the mat around improving longevity. Members can also use their own tees. After discussion it was agreed that mats will be used from the course.
- The ball machine is no longer fit for purpose. It was agreed that NM would request a quote for new machine.
- SC thanked Graeme and his team for all their work at the Capt v Vice Capt.

Club Manager Report

A full report was circulated in advance. To summarise - numbers at 28 February:

Full		786
Senior		118
Associate	30-34	13
Associate	24 – 29	25
Young Adult	18 – 23	40
House/Non Play		169
House 5 Day		4
Country	23	
Junior	12 – 18	78

Juniors <12	20
Non-Resident	68
Life	15
Senior VIP	11
Honorary	7

- Applications for membership –February

Full	Gregor Angus	Craig Forsyth	Andrew Imrie
Full	Alistair Wilson	Simon Cruickshank (Jnr)	Simon Cruickshank
House	Kim Guthrie	Jayne Leith	Margaret Kelly
Full	Douglas Paterson	Mark Milne	Derek Rettie
House	Norman Burt	Ian Ferguson	Quintin Aitken
House	Gillian Long	David Macdonald	Ian Nethercott
Full	John Willis	Sarah Gordon	Graham Lumsden
Full	Norman Bremner	Gary Wood	Clifford Grimmer
Full	Bruce Taylor	Donald Lawrie	Ann Lawrie
Full	Carron Taylor	Donald Lawrie	Ann Lawrie
Full	Fraser Roger	Edward Quin	Craig Drysdale
House	Brian Rae	Mike Morrice	Barton Henderson
House	Anne Rae	Barton Henderson	Pam Henderson
Full	Julia Pirie	Bernard Mullins	Paul Reilly
Full	Allan Pirie	Bernard Mullins	Paul Reilly
Full	Kirsty Forbes	Sandy Chalmers	Davide Millar
Full	Howard Crawshaw	Atholl Taylor	Andrew Imrie
Full	Alan Ferguson	Atholl Taylor	Andrew Imrie
Full	Andrew Smith	Gordon Smith	Graeme Smith
Full	Neil Russell	Graeme Smith	Gordon Smith
Full	Marisa Russell	Graeme Smith	Gordon Smith
Associate	Logan Shepherd	Trevor McAllister	Iain Landsman
Associate	Scott Harper	Trevor McAllister	Iain Landsman
Associate	Scott Goodman	Trevor McAllister	Iain Landsman

Full	Catriona Cooper	Alison Swan	Alison Dumont
------	-----------------	-------------	---------------

Resignations

- IR – Nicol - Full
- Waiting List

Defer 2023	Full Members	Associate	Young Adult	Total Junior List	
15	278	0	0	47 (under 12)	

- Course Usage – H & B

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	3199
2019 2020	2184	1033	943	1704	1202	1928	0	773	7359	6823	7413	5374	3673
2020 2021	3873	3869	809	0	0	2451	5930	5435	7156	6939	6244	5130	4783
2021 2022	3659	2131	1843	2926	2250								

General Information/Actions etc.

- New members evening invites will be sent on Monday 28th March.
- Planning permission and building warrant for the marquee area has been applied for. The Covid exemption no longer applies.

6. Capital Projects

- Covered in reports

7. Strategy Plan

- Nothing to report

8. Health and Safety

- Fire Warden Training 7th April

9. AOCB

- Nothing to report

Next Meeting 5.30pm – 26th April 2022

ACTIONS

DP/GP/FW/DH	Progress with toilet/shower re-design
GN/GP/DP	Work on Business Plan

SC/AG/NM/DP	Progress with Flooding Workshop
AG/NM	Proceed with new Shed
DP	Send out offers of membership as agreed
NM	Quote for Gator attachment & quote for ball dispenser
DH	Speak to planners re revised planning permission for shed
NM	Look at more shrub area around 1 st path area
DP/GN	Quote for new garage door