

**Minute of Council Meeting
held on 1st November 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)
	S. Kelman	(President)
	J. Gove	(Ladies Vice Captain)

Apologies:	A. Gordon	(Greens Convener)
	F. Windle	(Ladies Captain)

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

1. Welcome:

Captain SC welcomed everyone to the meeting, in particularly Janice Gove who was deputising for Fiona Windle.

2. Minute of Council held on 27th September 2022

The minute of the Council meeting on 27th September 2022 was approved.

3. Matters arising from the Minute

- NM/AG – The draft EPG report was circulated to Council in advance. It was agreed that the report would be circulated to those attending the Flooding workshop on Tuesday 8th November. It was also agreed to seek further advice from an alternative company in future.
- DH/DP to continue researching Solar Panels.
- The temporary tee on the 6th hole on Haughton is being trialled for ladies/seniors. So far it has been well received.
- 7th Hole changes on Blairs. It was agreed that once the work has been completed on Haughton and the shed has been completed, NM will discuss the changes and future plans for holes 7 and 8. If approved work would commence end of January weather permitting.
- DM suggested that the Pennant League AGM the best time and place to bring up issues with the Dinner.
- The Stroke Index changes must be finalised by January, to allow new score cards to be ordered and changes made based on SGL recommendations. There was a discussion on having the pin positions on the score card or should they be separate. It was agreed to trail a different format with front, middle, bottom of the green with different coloured flags. New score cards to have new Stroke Index but no pin position card.
- Conference Room – DP to contact Rita Esson on re-naming the conference suite.

4. Reports

Captain's Report

- It was suggested that there is only one Captain v Vice Captain Shot Gun start match at the beginning of the season. This will be discussed further at the next meeting.
- It was agreed that SC would approach Frank Coutts on becoming the President for 2022 – 2023.

Finance Report

A full report was circulated in advance. To summarise:

- REVIEW OF THE YEAR ENDED 30 SEPTEMBER 2022
Based on the first draft of the annual accounts, the Net Profit for the year ended 30 September 2022 is £36,985.
- There are still some adjustments which require to be made including: - the finalisation of the VAT payable for the quarter ended 30 September and of staff bonuses; and confirmation of the retrospective rebate for Pro shop purchases (Titleist). There may also be small adjustments once the reconciliations of Pro shop vouchers and of the SGU vouchers are completed.
- In addition, there will be the usual year-end adjustments from AAB for accruals and prepayments and the corporation tax charge. The final accounts from AAB will be ready for signature by the Captain and the Finance Convenor prior to the end of December.
- The net loss from F&B for the year was £62,038 and the Golf Operations net loss was £10,181.
- The Budget for the year was for a net Profit of £1,775. The main items contributing to the difference between the actual and budgeted Net Profit are as follows:
 - Income
New member entry fees were £35k higher than budgeted.
Subscription income was £3.5k less than budgeted. This is due to the number of Full members being lower – the Budget was for 800 but we finished the year with only 784 – partly offset by there being higher numbers in other membership categories.
Income from visitors and outings was £7k lower than budgeted. Green fees from Members' guests totalled £61k, almost exactly on budget.
The net loss from Golf Operations was £10k against a budgeted loss of £17k. The £7k positive variance arises due to the gross profit being £4k better than expected and staff costs being £3k lower.
The Pro Shop did very well - sales were 25% higher than budgeted, which resulted in an extra £11k of gross profit. There was less coaching income, and £4k less gross profit as a result. The income from the use of Trackman was £6k less than budgeted, however the increase in the fees for Open competitions created an extra £3k of gross profit.
F&B made a net loss of £62k, which was £35k worse than expected (Budget - £27k loss). Of the £35k negative variance, £24k relates to staff costs and £11k to lower gross profit on catering sales revenue. The reduced VAT rate on food and soft

drinks (12.5%) until the end of March 2022, benefitted the Club by over £9k (reflected in the £62k loss).

Most of the gross profit reduction arose in the quarter ended 31 December 2021. The reintroduction of covid restrictions in December resulted in the loss of most of the Xmas function business, also at that time, there was still a general “fear” of socialising and, as a result footfall in the Club was lower. As regards staff costs, the Budget was light on the cost for hourly paid staff required for cover, e.g., staff isolating. Also, the higher staff costs reflect the requirement to man both the marquee and the Clubhouse.

- Expenditure

Course salaries for the year were £60k less than budgeted, reflecting the difficulty in being able to recruit new greens staff. Course expenditure was also lower than budget, by £9k.

Depreciation was £13k more than budgeted. Most of the increase arises following the review which was undertaken to confirm the remaining useful life of fixed assets.

There was a loss of £10k on the scrapping of the old CCTV system and ball dispenser which were replaced in the year. Also, it was noticed that the cost of the driving range flood lighting which was replaced in 2020 had not been removed from the accounts and this has now been corrected (part of the £10k loss).

Irrecoverable VAT is £9k less than expected. This figure may however change once the VAT return for the quarter ended 30 September 2022 is finalised by AAB. Legal & professional costs were higher than budgeted by £6k. This relates mainly to ACC planning fees and architect costs for the marquee (£2.6k) and EDI travel/accommodation costs (£2.7k).

Other costs – Bank and credit charged were £3k higher than budgeted. Clubhouse upkeep costs were £6k higher (due mainly to an increase in the cost of maintenance contracts); club expenses were lower by the same amount.

- Balance Sheet Review

Bank Balances on 30 September 2022 totalled £1.077m comprising funds of £599k in the Clydesdale Bank working accounts, a further £151k in an instant access account and we have £327k invested in longer term deposit accounts.

Cash Reserves Requirement – the policy is to retain cash reserves equivalent to 5 months of overheads as our Operational Funds. For the year to 30 September 2023, overheads are estimated to be £110k per month based on the first draft of the Budget (overheads for this purpose exclude depreciation and F&B salaries). On this basis there is a cash reserves requirement of £550k.

Based on the cash available on 30 September 2022, if we retain £550k for operations, the balance of £527k is available for future capital improvements. The costs still to be incurred on the new shed, toilet refurbishment, bunker remodelling on holes 2-4, and recladding of one of the existing sheds, are estimated at circa £325k +VAT. The improvements to the driving range have yet to be costed.

After discussion it was agreed that the Junior subscription rate will remain at the current level.

Greens Convener and Course Manager Report

The full report was circulated in advance. To summarise:

- Winter work on both courses is progressing. The bunker construction is on track with rough shaping completed before EDI return for the final shaping on the 7th November. Once shaping has been completed, the plan is to turf the bunkers within a couple of weeks and then install the concrete bases before the end of the month. Hopefully if all goes to plan the bunker construction will be completed by early December giving them time to grow in before the start of the season. The bunkers on the 2nd, 3rd and 4th will be G.U.R until early March when they will be filled with sand. The only bunker work left is the removal of the 4th fairway bunkers which are going to be replaced with mounds.
- The flood workshop is organised for the 8th November at 6.30pm. DP has invited all the members who expressed an interest in the flood management after the last information evening. The EPG report will be sent in advance to all delegates. EDI will also be at the meeting to help with the discussions.
- Construction of the shed is well under way. The steel frame is now complete and they have started putting the cladding on. Hopefully within 2 weeks most of the cladding will be finished. The fence company will hopefully be on site the 2nd week in November.

Ladies' Captain Report

The full report was circulated in advance. To summarise:

- Competitions
All Knockout and Summer Programme competitions completed, and trophies have been engraved and returned. Ladies Prize-Giving Dinner is on Friday 25th November.
- Ladies Invitational was re-scheduled and took place on Friday 14th October. A good turnout and positive feedback from many members/guests. A shout-out to Sam Kiloh and Front of House team for their support.
- The Winter Programme commenced Saturday 22nd October and will include both eclectic and stableford competitions.
Upcoming Events
- The popular Christmas Cross Country competition will take place on Friday 16th December. This is a 9-hole competition on Blairs.
- Ladies Annual Business Meeting (ABM) scheduled for Saturday 28th January. Formal handover from Fiona Windle to Janice Gove.
General
- FW was delighted to represent DGC at the Royal Deeside Golf Week (RDGW) Supporters and Media event at Aboyne GC on Friday 7th October. FW's team brought home 1st Prize!
- FW has highlighted new blue tee on Haughton 6th hole to our ladies and will provide feedback to NM.
- DGC have agreed to host ALCGA (County) Watt Duffus competition next year - Monday 22nd May 2023

Match & Handicap Report

A full report was circulated in advance. To summarise:

- DM has finalised all details for the Gents Prize-giving Dinner

Junior Report

See report to summarise:

- Junior Prizegiving
Season closing Adult vs Junior match played on Sunday 30th October. Thank you to the adults that came along to support the juniors and play in the match. Congratulations to the Junior Team on their 3 ½ - 1 ½ victory.
- Prizegiving followed the match, well done to all the juniors collecting prizes and thank you to Graeme and Frankie for organising.
Junior Pennant Team
- Aberdeen Junior Penant League consists of 12 teams of 6 players split into two sections. Our Junior section has over 20 Juniors with handicaps of 24 or less. Have enquired with the league organiser if it would be possible to field two Deeside teams in the 2023 league.

Pro Shop Report

A full report was circulated in advance. To summarise:

- Trophies & Medals have been engraved in preparation for the Gents, Ladies & Junior Prize Giving's.
- Gents Eclectics all set up throughout the Winter. The Christmas Cross Country & Lunch will be on Saturday 17th December with bounce games on Saturday 24th & Saturday 31st December. Ladies Eclectics are currently all set up until Christmas.
- The new pro shop XPos App will be launched in November. This will allow members to browse & reserve all the products in our shop. Members will also be able to see their pro shop account balances & be able to book lessons.
- Over the winter the team will start to encourage those members that do not like entering their scores into the App to enter scores into the PSI terminal. As scores are now accepted via the PSI terminal it is a requirement for members to return their scorecards to the Professional Shop.
- From November over the Winter the team will start using Facebook marketplace & EBay to shift 'dead stock'.
- Commencing 1st December there will be a 12 days of Christmas Promotion.
- Normally at this time of year the Trackman League would commence. With the new green keepers shed being built, no drivers & no fence for protection, the team think it's for the best that we commence the Trackman League (& rental) after the Christmas break.

Club Manager Report

Membership Numbers:

Full members	784
Senior members	113
Associate 30 – 34	14
Associate 24 – 29	24
Young Adults	31
House/Non Playing	169
Senior VIP	11
House 5 Day	4
Country	22
Junior 12 – 18	81

Junior under 12	27
Non Resident	65
Life	15

Applications for membership –Sept/Oct

Full	Martin Mackay	Catriona Cassidy	Kevin Cassidy
Full	Amanda Mackay	Catriona Cassidy	Kevin Cassidy
Full	Alan Combe	Gordon Graham	Caroline Graham
Junior	Melissa Rae	Elaine Rae	Richard Newcombe
Junior	Finlay Buchan	Stephen Morrice	Andrew Bain
Full	Katie Fowler	Maureen Buchanan	Elizabeth Gibb
Full	Keith Thomson	Alastair Green	Colin Yule
Full	Mark Houstoun	Stuart Hay	Ashley Adams
House	Allister Dunlevy	Simon Cruickshank	Andrew Stewart
Full	Ewan Laird	Andrew Laird	William Methaven
Full	Robert Kane	Malcolm Reid	John Mulvany
House	Alan Gillan	David Watson	Doug Seller
Full	Allan Braes	Michelle Newcombe	Gunther Newcombe
Full	Martin Coull	Gary Campbell	Alan Lyons
Full	Michael Rennie	David Rennie	Thomas Rennie
Full	Gordon Weathers	Mark Grant	David Dalgarno
Full	Jamie Lawson	LOI	

- Transfers from within the membership – September
Kevin Bedborough from Full to Non-Playing
Cameron Imrie from Young Adult to Non-Resident
Paul Reid from Full to Non-Resident
Mike Brown from Full to Non Playing
- Resigned
S Coutts
IH Sinclair
- Deceased
Scott Hodge
- Waiting List
287 on Full waiting list
27 on deferred list
17 on House list
52 on Junior List 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	31993

2019													
2020	2184	1033	943	1704	1202	1928	0	773	7359	6823	7413	5374	36736
2020													
2021	3873	3869	809	0	0	2451	5930	5435	7156	6939	6244	5130	47836
2021													
2022	3659	2131	1843	2926	2250	3502	4501	5221	5548	5495	5362		

General Information/Actions/Requests etc.

The cloakroom project started on Monday 31st October.

6. Capital Projects

- Covered

7. Strategy Plan

- Driving Range options: DH reported that the costs for option one would be in the region of £67k. DH is in discussions with the planning department on the viability of progressing. It was agreed that NM would invite the neighbour down for a coffee to meeting with SC/DH/NM

8. Health and Safety

- Nothing to report

9. AOCB

- Email from a member questioning the zones on a Saturday morning. It was agreed to stay with the zones for this season.
- Information Evening is now on 6th December.

Next Meeting 5.30pm – Tuesday 29th November.