

**Minute of Council Meeting
held on 25th April 2023 in the Trophy Room @ 5.30pm**

Present:	S. Cruickshank	(Captain)
	D. Halliday	(Vice-Captain)
	A. Gordon	(Greens Convener)
	A. Ross	(Match & Handicap)
	J. Gove	(Ladies Captain)
	G. Pryde	(Finance Convener)
	C. McCaul	(Junior Convener)
In Attendance:	D.P. Pern	(Club Manager)
	G Nethercott	(Head Professional)
	N. McLoughlin	(Course Manager)

1. Welcome:

Captain SC welcomed everyone to the meeting.

2. Minute of Council held on 28th February 2023

The minute of the Council meeting on 28th March 2023 was approved.

3. Matters arising from the Minute:

- Driving Range Sails – It was agreed to replace the sails with like for like sails. An additional sail to be added to the teaching bay. Extending the sails was proving problematic.
- NM has contacted a member to meet and discuss the Northern Perimeter Drain.
- GP & DP prepared an updated document on Senior membership which was circulated in advance to Council. GP outlined the facts backed up with data (both financial and demographic) from previous years. Various options were discussed to ensure longevity was rewarded without creating financial implications in the future. After discussion it was agreed that from March 2024 senior membership will be capped at 115. A senior waiting list will be introduced and priority given to those with the longevity of membership. The cap on Senior membership will be reviewed annually. The regulations will be updated to reflect this change DP to edit regulations. SC to send communication to members.
- NM has received one quote to replace the rubber matting on the walkway from car park to marquee. Another quote to be sought before progressing.
- DH has met with member Chris Smith from architect's company Davidson Smith. DH will prepare a brief and scope of works on refurbishment of Clubhouse and external area. DH will circulate the brief to Council for further discussion once it has been finalised.
- New buggies will arrive week commencing 24th April. It was agreed that the cost to hire a buggy will be £30 for visitors and £25 for members.
- AG reported that flooding communication circulated to members was very well received with many positive comments received from members. AG met with a member to discuss progress on priority list outlined in the paper. Fixing the outflows is the first priority. NM confirmed that the Northern Perimeter Drain cannot be widened without major financial implications as many of the area services run through them.

4. Reports

Captain's Report

- Following a discussion on Dress Code it was agreed to amend the current Dress Code to include smart blue jeans in the Clubhouse. No jeans will be permitted on the golf course. No ripped jeans will be permitted in Clubhouse. SC to prepare a communication to the members.

Finance Report

- Full report was circulated in advance. To summarise.
 - The profit & loss results for the half year to 31 March 2023 are set out below, along with a comparison to both the Budget and the position in March 2022.

	Actual £	Budget £	Prior year £
Year to Date - Net Profit (Loss)	44,404	(60,999)	3,801

The results make for good reading, the Net Profit for the 6 months being £44k, which is £105k better than the Budget.

Approximately 2/3rds of this relates to Course costs and Clubhouse/other costs being £54k and £16k respectively lower than budgeted. This is mainly down to the timing of expenditure and these costs are expected to be incurred later in the year.

On the income side, the waiting list fees, bank interest and buggy store income received was £5k more than budgeted. Again, this is down to the timing.

The balance of the positive variance is £30k and there were a number of factors contributing to this:-

The VAT annual partial exemption review confirmed a VAT recovery rate of 35% for the year to 31 March 2023 (historically the rate was 27%, the significant improvement being due to the increase in vatable sales from the Pro Shop being run by the Club). The VAT recovered for the 6 month period was £7k more than expected.

A profit of £12k was made on the sale of a 14-year-old tractor, which had been fully written down in the accounts. It was traded in against the cost of the new Kubota tractor purchased in March.

The Entry fees received in the 6 months from 52 new full members, totalled £77.5k. The Budget was based on £75k of income from 50 new full members (£2,250 variance with the final £750 received in April).

The Bar & Catering reclaim was £16k, £4k higher than budgeted. This covered 2 years (March 2021 and March 2022), there being no reclaim in March 2022.

The results from F&B were £5k better than budgeted – a loss of £39k (budget £44k) for the 6 months. Lower staff costs in the period were offset by a reduction in the gross profit. F&B lost ground in the month of March with a loss of £9k; this was due to the curtailment of most of the F&B offering for 2 weeks following the breakdown of the main extraction fan (replaced at a cost of £6k in record quick time!).

For the 6 months, the Pro Shop results were almost exactly as budgeted – a loss of £23k. The gross profit from retail sales was as per the budget, coaching was ahead and Trackman behind.

Subscription Income for the 2023/24 playing season based on the number of members on 11 April 2023, is expected to be around £4k less than originally anticipated. The playing season straddles the Club's accounting years to 30 Sept 2023 and 30 Sept 24, and the impact of the lower subscription income on the current accounting year is just over £2k.

- Balance Sheet Review

Bank Balances on 31 March 2023 – total of £1.057m. Funds of £581k were held in the Clydesdale Bank (now Virgin Money UK) working accounts. There is a further £153k in instant access accounts and we have £323k invested in longer term deposit accounts.

Cash Reserves Requirement for Operations – £540k, leaving £517k for capital improvements.

Members Loyalty Card Balances – £178k on 31 March. This is one of the high points of the year, following the receipt of the 2023 Bar & Catering credits (£117k).

Capital Expenditure in the 6 months to 31 March 2023 – there has been significant expenditure in the last 6 months - £350K in total - on both replacement equipment and on investment in the facilities of the Club and course. All costs exclude VAT:

New shed	- £233K
Toilet refurb	- £ 38k
New Bunkers	- £ 21k
Kubota Tractor	- £ 42k
New Lockers	- £ 6k
Chill unit	- £ 6k
Range balls	- £ 2k
Miscellaneous	- £ 2k

Greens Convener and Course Manager Report

- The full report was circulated in advance. To summarise:
 - Courses

The Spring maintenance to both courses has been completed. The maintenance consisted of verti-draining with 12mm tines to a depth of about 220mm, then scarifying with 2mm wide blades to a depth of 12mm. After this both Haughton and Blairs greens were top dressed and fertilized. Haughton greens have shown good signs of recovery and the cutting height has been reduced in order to improve putting quality. Blairs greens are a couple of weeks behind Haughton. All weak areas on both courses have been overseeded, this includes the 3rd fairway on the Blairs course which has had some extra repair work. All new bunker on the Haughton are now in play and cutting height will be reduced in due course.

April's weather has continued to be cold and fairly wet, which has limited grass growth and recovery from the winter damage.

Greens cutting height has been reduce in the last week to 4.5mm only 0.5mm off the main summer cutting height. Fairways cutting height has been reduced to 12mm and tees and approach cutting height is down to 10mm.

The fountain in the 3rd pond is currently not working due to a fault with the power supply. Once the area between the 4th, 5th and 6th dries up enough we will dig the sumps.

A new member of staff started with us this month, Ryan has joined the team from Paul Lawrie's Golf Centre.

Adam Lindsey spent a week working at a US PGA tour event for his development. He has written a report for Council about his experiences.

Gradually equipment is being moved to the new shed and last week the machine lift was installed. G S Robertson are planning to start work re-cladding the older shed in the next couple of weeks. The final invoice for the installation of the fire hydrant is expected in the next couple of weeks after which a full report on costs will be circulated to Council.

EDI bunker programme – After discussion it was agreed to proceed with detailed plans for the rest of the 15 holes. Two options were discussed, and Council agreed that the cheaper of the two options which would include a detailed plan and artists impression of all bunker changes would be preferred. NM to arrange updated Terms of Conditions and contract details. AG/NM to contact EDI and proceed.

NM to hoop some areas on the 4th on Haughton that are sinking. NM reported that it's a Scottish water issue. Scottish water are on site next week to survey these areas.

Ladies' Captain Report

- The full report was circulated in advance. To summarise:
 - JG reported that the new ladies Texas Scramble and Supper was a great success.
 - JG has a request from a lady member who wants to play in competitions from the yellow tees. After discussion it was agreed JG would further discuss this request with the ladies committee.

Match & Handicap Report

- Nothing to report.

Junior Report

- The full report was circulated in advance. To summarise:
 - Final Glenmuir Pennant team kit arrived, thanks to GN, Frankie and Sam for organising. Fixtures and teams distributed to the players. Murcar at home fixture to be re-scheduled and waiting on a response from their Junior Convenor.
 - Angusfield and Littleway draws have been made and are available on Howdidido. 17 Juniors taking part in this year's Littleway and 8 competing for the Angusfield Trophy, an increase on last year in both competitions.
 - Adult vs Junior Pennant Match - Juniors were unable to field a team due to clashes with a NE Junior Tour event at Portlethen and exam study leave. Will look to reschedule for later in the season.
 - Medals – A good number of Juniors playing in the Saturday medals. Great to see a number of Juniors who have been playing their medals on Blairs progress to Haughton and scoring well.

Pro Shop Report

- The full report was circulated in advance. To summarise:
 - Due to the flooding in November and weather up until mid April it has been deemed necessary to have a local rules for preferred lies & drop zones on hole 16 until conditions improve.
 - Thanks to Pure Golf, Glenmuir & Green Lamb for showcasing their 23 ranges for the ladies at Deeside.
 - We ran another successful Shoe Promotion at the start of April. We will run various other promotions throughout the season including a Winter sale first week of May.
 - All the knockout competitions have been drawn with members asked to contact Pro Shop for extensions.
 - Unfortunately, the Club has been experiencing the usual start of season Club Systems issues. Despite several e-mails/communication it's been an extremely slow process to remedy all of our issues, especially the ladies' competitions blocking out Tuesday & Friday booking. Club Systems have admitted liability and hopefully this will be remedied in the next couple of weeks.
 - DP & GN to meet with Golf Genius another Club/Open competition provider with a view to moving away from Club Systems for competitions only.

Club Manager Report

- The full report was circulated in advance. To summarise:

- Membership Numbers:

Full members	794
Senior members	128
Associate 30 – 34	13
Associate 24 – 29	22
Young Adults	32
House/Non Playing	172
Senior VIP	12
House 5 Day	2
Country	20
Junior 12 – 18	79
Junior under 12	27
Non Resident	67
Life	15

- Applications for membership – March

Full	Mike Beveridge	Colin Maclaren	Mike Willet
Full	John Foote	Alastair Langlands	Helen Langlands
Junior	Thomas Fraser	Gordon Gibb	Arron Finnie
Full	Steve Guzik	Bart Van de Laar	Neil Morton
Full	Liam Kerr	Graeme Nisbet	Simon Cruickshank

- Transfers from within the membership – March
 - Roy Burnett – Full to Senior VIP
 - Stewart Cumming – Senior to Full
 - John Harris – Full to Country

Joyce Howarth – Full to House
 Sophie Robertson – Associate to Non-Playing

- Resigned
 - Ashley Anderson – Non-resident
 - Mark Halliday – Full
 - Jane Keenan – House
 - Susie MacLeod – Full
 - Rhona Taylor – Full
- Deceased
 - Fraser Webster - House
- New members
 - Arlo Cumming - <12
 - Lily Cumming - <12
 - Fraser Dobbie – House
 - Ross Jaffrey -Full
 - Vikram Kavi – Full
 - Calum Kennedy – Junior 12 – 18
 - Andrew Smith -Full
 - Owen Tennent - <12
 - Robbie Thomson - <12
 - Wade Williamson - <12
 - Jack Wood – Junior 12 – 18
 - Andrew Yule - Full
- Waiting List - adjusted in February
 - 225 on Full waiting list
 - 42 on deferred list
 - 5 on House list
- 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	5236	47674
2022													
–													
2023	3179	1361	90	1245	2355	2220							

- **General Information/Actions/Requests etc.**

Collection of all subscriptions has been completed. The final membership total will be reported in the April report however full membership is sitting at 794 as at today's date 21.04.23.

- DP contacted to Kevin Fish from CCL who carried out the last Club survey in August 2019. KF is happy to carry out a second survey with most of the questions as they were in 2019 with additional questions as requested by Council. This will keep it consistent with the Club Strategy Plan and be used as a measure of how the Club are performing. It is estimated that there are around 150 new playing members since 2020. It will be interesting to have their input.
There will be no cost for this part of the exercise as it forms part of the ongoing support CCL provide. If Council decide to progress with a more detailed analysis of data after the completion of the survey, there will be a nominal cost for time/travel if necessary. After discussion it was agreed to proceed with this.

5. Capital Projects

All covered in reports above.

6. Strategy Plan

All covered in reports above.

7. Health and Safety

Nothing to report.

9. AOCB

- AG – It was agreed that Council will have a walk round the new shed before the start of the May Council meeting.
- DH – reported great feedback on the Masters Dinner. It was agreed to repeat this for next year on both the Friday and Saturday.

Next Meeting 5.30pm – Tuesday 30th May.