

Minute of Council Meeting
held on 29th August 2023 in the Trophy Room @ 5.30pm

Present:

S. Cruickshank	(Captain)
D. Halliday	(Vice-Captain)
A. Gordon	(Greens Convener)
G. Pryde	(Finance Convener)
A. Ross	(Match & Handicap)
C. McCaul	(Junior Convener)

Apologies:

J. Gove	(Ladies Captain)
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In Attendance:

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

- 1. Welcome:**
SC welcomed everyone to the meeting.
- 2. Minute of Council held on 25th July 2023**
The minute of the Council meeting on 25th July 2023 was approved.
- 3. Matters arising from the Minute:**
 - NM – delivery of the new sails for the Driving Range is expected in the next two weeks.
 - NM & AG have a zoom meeting with EDI on the 31st August to progress with the bunker project. More details will be shared with members once the three-year plan has been finalised.
 - GP & DP met with David Rennie regarding updating the Rules and Regulations. There will be no major changes, only a tidy up of terminology etc. GP & DP will meet with DR again on 19th September. All changes will be taken to an SGM which will likely take place immediately after the AGM in February 2024.
 - DH to feedback comments on the survey document. It is hoped to circulate it to members within the next couple of weeks.
 - After further discussion on all the current tees and course yardages, it was agreed to introduce a new green tee short course on the Haughton Course. This will be trialled over the next year before a decision is made on whether it becomes an official course with course rating, competitions, new score cards etc. In the meantime, an in-house score card will be produced for use on the short course.
 - DP to progress with Kirsty McLean from The Garden Design Company to produce three conceptual Designs on improving the 18th bank, for Council consideration.
 - NM/AG to continue working on updating the Course Policy document.
 - NM/AG to finalise the five-year Capital Expenditure plan. DH enquired about replacing the liner on the 9th pond and Irrigation. NM confirmed that the pipe work and cabling would be fine for 20 years, however the control board in the pump house will require upgrading in the next two/three years. The cost of the control panel and the pond liner will be reflected in the course Capex plan. This will be discussed further with GP once the clubhouse capital expenditure plan is also available.

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- It was agreed to progress with Platform77 on a future marketing strategy for both members and visitors. DP to arrange a separate meeting where Platform77 will present an outline plan to Council.

4. Reports

Captain's Report

- SC was delighted to report that the Club were able to donate £3k to our neighbours Camphill fundraising campaign for a new six-seater golf buggy following the members day on Saturday 26th August. Thanks to all members who supported this worthy cause.
- DP to report to Aberdeen City Council overhanging trees and branches at the bridge on Golf Road.
- SC congratulated both Oli Robertson and Oli Blackadder on being selected to represent Scotland Under 16's team in Italy recently.
- An email received from a member concerning the reeds around both ponds. AG to reply.

Finance Report

The full report was circulated in advance. To summarise:

- The profit & loss results for July 2023 and for the 10 months to date are set out below, along with a comparison to both the Budget and the position in July 2022.

	Actual £	Budget £	Prior year £
July 2023 - Net Profit (Loss)	14,968	34,844	(14,657)
Year to Date - Net Profit (Loss)	<u>47,247</u>	<u>(30,500)</u>	41,414

The net result for July was almost £20k behind the Budget for the month, however the net profit for the 10 months to date is £47k, so the Club is still well ahead (£77k) of the Budget.

The adverse variance in the month arises due to the income from green fees (members guests/visitors/outings) being £6k less than expected; waiting list fees and the net income from Opens were £1.5k and £2k less respectively, both due to timing (see below re Opens). As regards expenditure, course costs exceeded budget by £12k for the month, however this in part is due to the bulk purchase of fertiliser in July (course costs are still under budget for the year to date); and clubhouse repairs included £800 for the new glass for the door damaged during the break in.

- **F&B** had another good trading month which brings the total revenue from F&B to £450k for the year to date (15% ahead of last year). The bottom line for the month was a net profit of £1k - comprising a profit of £7k before the loyalty discount of £6k. For

the 10 months to date, the net loss is £36k, (profit of £6k prior to the loyalty discount of £42k) which is £27K better than the Budget. This is due to both an improved gross profit contribution and lower staff costs.

- **Golf Operations** had a net profit of £6.5k for the month, which was £4k less than the Budget. As GN mentioned at our last meeting, retail sales were slow in the early part of July (combination of lower footfall due to holidays and poor weather) which resulted in the gross profit contribution being lower by £2k. The balance of the deficit of £2k is down to timing – all of the Opens were reflected in the Budget for July, however, we still have the Masters Texas Scramble, which is fully subscribed, and the Dalswinton, to come in September.
- **Subscription income** – the subs reconciliation is in progress, however based on the calculations as they currently stand, subscription income in the September 2023 accounts would be £1.260m (Budget is £1.257m). This is subject to category changes etc prior to the year end and to completion of the reconciliation.
- **Balance Sheet Review - Bank Balances** on 31 July 2023 – total of **£1.105m**. Funds of £628k were held in the Virgin Money UK working accounts. There is a further £154k in instant access accounts and we have £323k invested in longer term deposit accounts.
- **Cash Reserves Requirement for Operations** – £540k, leaving circa £565k for capital improvements.

Greens Convener and Course Manager Report

The full report was circulated in advance. To summarise:

- **Course Maintenance:** - The team continue to maintain the courses to the highest standards. The recent rapid growth of grass has been challenging, leading to more frequent mowing of all areas. Extra steps have been taken including verti-cutting and pencil tinning the greens to ensure consistency of speed and exceptional condition. It was agreed that the Blairs greens will be hollow-cored at the beginning of September.
- Two autonomous mowers have been trialled on the Blairs course over the past three weeks. These machines have efficiently maintained the mapped areas, effectively managing the excessive grass growth. Their performance has been impressive, contributing to our course upkeep efforts.
- **Staffing:** The two seasonal workers will finish in September. NM is researching apprentice options with a view to taking on an apprentice in the Autumn.
- **Driving Range:** All boundary posts have been recently painted white. New sails will be introduced when they arrive.
- **Bunker Project:** Following last month's Haughton Course walk round, Council have determined the need to discuss building, replacing and removing certain bunkers on the course. AG will update members in due course once details have been finalised. The

plan is to execute the bunker development project over the next three winters. NM & AG meeting with EDI on the 31st August to progress with the detail.

- Capital Expenditure: NM shared a comprehensive 5-year capex plan that divides the investment into two categories: equipment replacement and course development. A proposal has been received from Toro regarding the next fleet machinery deal. A summary of the proposal was shared with Council for review. More discussion required before any decision is made on the proposals.

Ladies' Captain Report

The full report was circulated in advance. To summarise:

- The ladies Open Greensomes was held on the 27th July with a full field. JG thanked President Frank Coutts for standing in the rain carrying out starter duties accompanied by his companion Jess, his black lab.
- Deeside hosted Murcar Links in a friendly match. Deeside won 4-0. The Murcar ladies were very complimentary about the Haughton Course and the post-match hospitality.
- The team of ladies who took part in the Golfview league won their tie against Meldrum House . This brings a close to the 2023 season. Four matches were played. Won 1. Drew 2 and Lost 1 Given the lack of scratch players this is a great result. This is Deeside's first year in Division 2 so congratulations to them all.
- Unfortunately, there was no team available to enter the Lyons (Scratch) competition held at Banchory.
- The Ladies Daily Mail Foursomes will be played on the 29th August. Winners of the competition will be entered into elimination rounds next season (2024). Last 16 pairs will compete in the National Match Play final.
- Congratulations must go to Ann Lawrie & Anne Kelman for reaching the Storm Frank Matchplay Final in the mixed knockout event. A great achievement. Ann Lawrie won on the 18th Hole. A very close match played in excellent spirits.
- Congratulations to Anne Lawrie for her "Hole in One" at the 14th hole during our Captain v Vice Captain match. Vice-Captain Jackie Henderson and her team were victorious!

Match & Handicap Report

- Deeside Pennant Team will play Newmachar in final of The Aberdeen Pennant League on Sunday 10th September at Auchmill Golf Club. First tee time 12 pm
- Dalswinton Trophy will be held on Sunday 3rd September at Deeside. Two teams now entered.
- Jubilee Sheild will be held on Sunday 3rd September at Murcar. David Rennie has organised the team.
- Northern Counties – due to other commitments only one team will represent Deeside.

Junior Report

- Aberdeen Junior Pennants – Off the Tee Four players forming two teams to play 2 X 2 ball foursomes. 6th August : Quarter Final hosted at Peterculter. Deeside won vs Westhill 13th August : Semi and Final hosted at Banchory. Semi against Cruden Bay, Deeside won on the 19th Final against Banchory, lost to Banchory. A very strong performance from Banchory. Thanks to Jake Kelly, Ben Smith, Will Chambers, Oli Blackadder and Connor McCaul for representing.
- Spence Trophy - AJPL Champion of Champions. Oli Blackadder representing Deeside in the qualifiers at Banchory GC on the 3rd September.
- Junior Success - Oli Blackadder finished third at the North of England U16 Championships at Pannal GC on the 25th August. Oli had rounds of 73-71-67-72 for a - 5 under 283.

Pro Shop Report

The full report was circulated in advance. To summarise:

- Congratulations to Jason Bruce who has had a ‘scratch clean sweep’ winning the Duncan Skinner Quaich (Blairs Club Championship), Beldornie Trophy (Leading Qualifier), Club Championship & Stroke Play Championship. GN reported that he was disappointed by the numbers in the Scratch, however delighted about the numbers competing in the Handicap, despite the poor weather.
- Dalswinton Trophy - 14 teams entered. Unfortunately, two Clubs have not entered due to the inability to field a team however Aberdeen University & Robert Gordons University will be entering a team for the first time which is great news.
- The course has had to close, then re-open twice on a Saturday this season due to heavy downpours. This has caused a bit of confusion as to what our policy is/the rules of golf. It would be appreciated if we can add something to our course closure policy document as to how staff/members proceed under these circumstances. The rules of golf are clear; however, it is not clear in the closure policy.
- DP/GN had a very positive meeting with Platform 77, a marketing company. They talked about laying foundations, having a strategy plan, building relationships then proceeding to market to a target audience. Both DP/GN would recommend Council proceed with Platform 77. After discussion it was agreed that Platform 77 would present to Council in the coming weeks.
- After discussion it was agreed that the Pro Shop will close at 6.00pm on a Saturday and 5.00pm on a Sunday.

Club Manager Report

The full report was circulated in advance. To summarise:

- Membership Numbers:

Full members	796
Senior members	128

Associate 30 – 34	13
Associate 24 – 29	22
Young Adults	34
House/Non Playing	169
Senior VIP	11
House 5 Day	2
Country	20
Junior 12 – 18	89
Junior under 12	38
Non Resident	57
Life	15
Honorary	8

Applications for membership – July/August

Full	Bruce Dempsey	David Cassie	Bruce McKenzie
Full	David Lamb	Andrew Strachan	Bill Strachan
House	Jane Clark	William Mitchell	Hugh Hall
House	May Stratton	William Mitchell	Hugh Hall
House	Sheila Hall	Hugh Hall	William Mitchell
Full	Ian Booth	Keith Philip	Roy Haites
Junior	Evan Christie	David Halliday	Murray Burnett
Full	Graham Christie	David Halliday	Murray Burnett
Junior	Jay Peddie	Shaun Peddie	Paul Young
Junior	Robbie Buchanan	Alastair Buchanan	Mike Willet
Junior	James Sealy	Eric Chapman	Ian McRobbie
Junior	Ruairidh Sealy	Eric Chapman	Ian McRobbie
Full	Greg Shand	Alan Gibson	A McDougall
Full	Jonathon Walker	Alan Gibson	A McDougall
Full	Andrew MacGregor	Stuart Gove	Roger Cannon
Full	Audrey Mclean	Hilary Buchan	Carol Eddie
House	Alan Massie	Elaine Farquharson-Black	William Young
Full	Linda Carrol	Tony Laing	Steven Taylor
Full	Ian Carroll	Tony Laing	Steven Taylor
Full	Allan McFarlane	Clare Billeau	Simon Billeau
Full	Lucy McFarlane	Clare Billeau	Simon Billeau
Full	Chris McCrindle	Colin Hopkins	Keith Stewart
Full	Mark Watson	Shona Roy	Robert Guthrie
Full	Ru Macdonald	Colin Hopkins	Keith Stewart
Junior	Jack Bradley	William Tully	Alex Cameron
Junior	Blake Lamb	Andrew Strachan	Bill Strachan
Full	Adam Sheikh	Keith Stewart	Colin Hopkins
Full	Glen Taylor	Gary Wood	Alan Wood
Junior	Gallum & Graeme Innes	Recommendation for Pro Shop	

- Transfers from within the membership
Nothing to report
- Resigned
Nothing to report
- Deceased
Nothing to report
- New members

David Blease-Shepley	Junior <12
Vincent Blease-Shepley	Junior <12
Harry Cochrane	Junior <12
Jeik Lee	Junior <12
Lachlann MacAngus	Junior <12
Archie Strachan	Junior <12
Rory Macdonald	Junior 12 – 18
- Waiting List – July/August
259 on Full waiting list
42 on deferred list
9 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	4073	5548	5288				

- **General Information/Actions/Requests etc.**
Covered in other reports

5. Capital Projects

DH meeting with the design team on Monday 4th September. An update will then be circulated to Council.

6. Strategy Update

DH to forward comments on the survey document to GP/JG/DP/AG

7. Health & Safety
Nothing to report

8. AOCB
DH requested that consideration be given to a Blairs competition on members Day 2024.

Next Meeting Tuesday 26th September at 5.30pm in the trophy room