

Minute of Council Meeting
held on 24th January 2023 in the Trophy Room @ 5.30pm

Present:	S. Cruickshank	(Captain)
	D. Halliday	(Vice-Captain)
	G. Pryde	(Finance Convener)
	F. Windle	(Ladies Captain)
	C. McCaul	(Junior Convener)
	A. Gordon	(Greens Convener)
	D. Macklin	(Match & Handicap)
	J. Gove	(Ladies Vice Captain)

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

1. Welcome:

Captain SC welcomed everyone to the meeting and thanked FW and DM for their time on Council. SC also welcomed Janice Gove as the incoming Ladies Captain.

2. Minute of Council held on 29th November 2022

The minute of the Council meeting on 29th November 2022 was approved.

3. Matters arising from the Minute

- It was agreed that the pro shop would take more responsibility for internal Club Competitions whilst the Match & Handicap Convener would focus on team selection for external competitions.
- SC has invited Frank Coutts to be President for 2023 – 2024. Frank has kindly accepted.

4. Reports

Captain's Report

- It was agreed that no Club Diaries would be printed. There has been limited demand for diaries as all the information can be found on the website or ClubV1.
- After discussion it was confirmed that any unspent element of the Bar and Catering charges would be reclaimed. The charge is a levy which has been in place for many years and is intended to encourage members to utilise the Club's F&B facilities. DP & GP to discuss the dates for reclaim.
- Emails have been received from a handful of members requesting that full cloakroom facilities be reinstated in the gents' upstairs toilets, to allow the hanging of coats and the storage of holdalls and shoes; also requests for the gents' toilet area to be partitioned off from rest of their facilities. It was discussed that the cloakroom facilities had been reduced as part of the redesign of the gents' toilets, as the area was under-utilised and was a dumping ground for shoes, bags and other golfing gear. However, it appears that some members are now using the area beside the new coat rack in the foyer to leave their shoes, bags etc, despite there being adequate storage facilities in the locker rooms. After

discussion it was agreed to further review the gents' cloakroom facilities and the partitioning off of the toilet area following the meeting with Laings.

- DP to research hand dryers in the upstairs toilets and having soft closing doors in the ladies' toilet cubicles.
- Emails received from members with comments relating to flooding, governance, and the Driving Range. Responses to be prepared as appropriate.
- AG to check with NM progress on clearing the ditches and burns around the site.
- Emails received from members with comments relating to various Club issues were discussed. SC to cover the main points at the AGM.
- It was agreed to speak to the Club solicitor to look at alternative options on the Driving Range. More details on this will be communicated at the AGM.
- DH to contact the neighbours and set up another meeting to discuss the Driving Range.

Finance Report

- A full report was circulated to Council. To summarise:
 - The profit & loss results for the quarter ended 31 December 2022 are set out below, along with a comparison to both the Budget and with the quarter ended 31 December 2021. The numbers are subject to the finalisation of the VAT return for the quarter. An updated finance report will be issued in early February incorporating the updated VAT position.

	Actual	Budget	Prior year
	£	£	£
<i>Quarter ended 31 December 2022</i>			
Net Profit (Loss)	(28,874)	(97,748)	(22,122)

- The £69k positive variance from the Budget arises mainly from the timing of both income and costs. Entry fees from 40 new members were received in the quarter totalling £31.5k (38 paying 50% of the entry fee and 2 paying the full amount) but are reflected in the Budget for the quarter to 31 March 2023. Course costs incurred in the quarter were £40k less than budgeted, however these costs are expected to come through later in the year.
- The net loss from F&B in the quarter was £19.6k, being a loss of £10.8k before members' loyalty discount of £8.8k. The result for the quarter is £3k better than the Budget and £8k better than the same quarter last year. The Gross Profit was however down - the GP from catering was only 58% (target 64%) but offset by the bar GP being 75% (target 68%). Staff wages and pension costs in the quarter were £4k lower than budgeted. DP will continue to monitor the position in particular, the catering GP and staff costs.

- The net loss from Golf Operations in the quarter was £12.8k, £500 better than the Budget (the prior year was a loss of £10.7k). Pro Shop sales were £10k more than budgeted, however the GP achieved was 27% (budget 32%) due to the sale of older stock. Coaching income was slightly ahead of budget and Trackman income slightly behind.
- Bank Balances at 31 December 2022 – total of £944k. Funds of £468k were held in the Clydesdale Bank working accounts. There is a further £152k in instant access accounts and we have £324k invested in longer term deposit accounts.
- Cash Reserves Requirement for Operations – based on the Final Budget for the year to 30 September 2023, overheads are estimated to be over £108k per month (overheads for this purpose exclude depreciation and F&B salaries). This gives a cash reserves requirement of £540k.
- As previously agreed, the amount of the B&C credits from March 2021 and March 2022 which have not been spent by 28 February 2023, will be reclaimed on that date. For the current year, the reclaim will revert to the normal rule i.e., any unspent amount of the B&C credit of £100 added to members loyalty cards on 1 March 2023, will be reclaimed on 29 February 2024.
- **Capital Expenditure on improvements and investment in the facilities of the Club** – the final invoice from Laings for the upstairs toilets of £37k plus VAT was settled as was the second payment to GS Robertson for the new shed of £66k plus VAT. There were further costs for the new shed and material costs for the new bunkers of £7k and £4k respectively, both plus VAT.

Greens Convener and Course Manager Report

- The full report was circulated in advance. To summarise:
 - The new greenkeeping shed is progressing well. All internal work has started and the project is on schedule to be completed in the Spring.
 - NM to request a cost from external contractor to re-grade and widen the path between the first and second on Haughton.
 - NM to proceed with installing steps from the yellow tee to the white tee on Haughton.
 - Turf for the new bunkers will be delivered week beginning 30th January. Once the turf has been laid the capillary lining and sand will be completed. Bunkers should be in play by March if weather permits.
 - AG has collated all the information on the flooding workshop and general member feedback and has developed a plan which was circulated to Council in advance. More details will be circulated to the flood working group in due course.
 - AG shared analysis on flooding workshop – there are 16 items that can be completed in- house with no professional input from external bodies SEPA/ACC etc. These will be progressed over the coming weeks.
 - It was agreed that DH would contact, Fairhurst/Cameron & Ross to set up an initial meeting with AG/NM to assist with Flood mitigation services.

Ladies' Captain Report

- The full report was circulated in advance. To summarise:
 - The 2023 Ladies Fixture List has been uploaded to the Deeside Golf Club Calendar, and the Pro Shop team are now inputting respective competitions in to HDIDO. The 2023 Summer Programme will kick off at the end of March with our fun “Pink Elephant” competition.

- FW/JG continue to streamline key documentation pertaining to Ladies Section and are uploading finalized material under the “Documents” section in Club V1, providing a single reference source and facilitating version control going forward.
- The Ladies Annual Business Meeting (ABM) is on Saturday 28th January, which will include formal handover from FW as Lady Captain to Janice Gove the current Vice-Captain. There are two nominations for positions on the Ladies Committee including Jackie Henderson (Vice-Captain) and Sally Gordon (Friendlies Co-ordinator). Carol MacGregor will continue in her role as County Representative.
- FW thanked Council members for their support, education, and above all friendship over her tenure as Ladies Captain. FW has thoroughly enjoyed being part of the Club’s enthusiastic group and certainly leaves with an increased understanding of the complex mechanics behind running a successful golf club. FW reported that JG will be a super Ladies Captain and is already bringing new energy and fresh perspectives to the role. JG has been a long-term and popular member of the Club and will build on her strong interpersonal skills and relationships to facilitate any necessary changes. In closing, FW thanked current and past Ladies Committee members – Janice Gove, Jackie Henderson, Carol MacGregor and Sally Connell; to GN and his ProShop Team; and above all, to DP for her support – night and day over the last two years.

Match & Handicap Report

- DM & Alan Ross attended the Pennant League AGM.

Junior Report

- Nothing to report

Pro Shop Report

- A full report was circulated in advance. To summarise:
- GN thanked the members for their support on the run up to Christmas. With the 12 Days of Christmas promotion the shop performed better than anticipated especially considering the course closure.
- The Trackman League commenced start of January with nine teams.
- GN & Frankie have been utilising Facebook Marketplace & EBay to shift old non logo’d stock.
- Sam has been creating videos for Deeside’s socials to try and increase our online presence. There was a Driver giveaway to collaborate with the launch of the new Ping G430/TaylorMade Stealth 2 range, our Opens going live & our January grip promotion. Across all socials we gained 245 followers, with the post being viewed over 25,000 times. The last time we ran such a promotion was with Frank circa 10 years ago.
- At the end of January & throughout February the team will be marketing, fitting & selling the new Ping G430 & TaylorMade Stealth 2 range. Whilst Callaway, Titleist & Wilson products can still be purchased, GN has utilised extreme caution with the rising cost of living & rising prices of clubs only committing to two brands in 2023.
- GN has organised a ladies fashion afternoons to with Surprise Shop (21st March), Glenmuir (28th March) & Green Lamb (4th April) to showcase their 2023 ranges.
- GN & Sam have completed their First Aid Training. Frankie will sit his in February.
- GN is in the process of ordering new score cards with updated stroke indexes, addition of flag colours representing front, middle & back with removal of the pin placement card. The final order will be placed at the start of February. GN circulated the new card for review. After discussion it was agreed to proceed with one or two small changes.

- The Winter Eclectic Lunch – Sadly the speaker at our Eclectic Lunch has withdrawn. GN proposed that the Greens Convener & M&H positions include speaking at the lunch on a biennial basis. This was approved.
- The Clubs strategy is to increase the number of visitors playing at Deeside and both DP and GN are receiving more e-mails asking for buggy rental. With DP and GN attending the Scottish Tourism Conference at Fairmont, St. Andrews, is now the time to be discussing/investing in a couple sit on buggies for rental to visitors &/or members? After discussion it was agree that some research on costs etc would be beneficial. GN to report back at next meeting.
- Driving Range – Several members have commented that they cannot hit their Drivers anywhere near our neighbour's garden. Instead of a 'Driver ban' until we erect the fence, is it plausible to have a ban on any clubs over 220 yards (bottom of hill). This would allow the majority of members who cannot reach the hill utilise their whole bag. After discussion it was agreed to look at other options, which would allow the use of Drivers for the majority of members.

Club Manager Report

Membership Numbers:

Full members	805
Senior members	113
Associate 30 – 34	13
Associate 24 – 29	24
Young Adults	31
House/Non Playing	164
Senior VIP	10
House 5 Day	4
Country	21
Junior 12 – 18	82
Junior under 12	29
Non Resident	68
Life	15

- Applications for membership –Nov & December

Full	Michael Spencer	Morty Denholm	Jackie Cannon
Full	Michelle Duncan	Philip Duncan	Alastair Hutcheson
Full	Alan Duncan	Philip Duncan	Alastair Hurtcheson
House	Fiona Macklon	Dominic Macklon	Quintin Aitken
Full	Ulla Winpenny	Gary Winpenny	Hilary Buchan
Full	Angela Bradbrook	Graeme Smith	Andrew Millership

Full	Scott Bradbrook	Graeme Smith	Andrew Millership
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- Transfers from within the membership – November/December
 - Mr K Jackson from Full to Non-Playing
 - Mr JR Wilson from Associate to Non-resident
- Resigned
 - Mrs AE Horn
 - Mr M Park
 - Mr M McAnulty
- Deceased
 - Mr A Macrae
 - Mrs M Ramsay
- Waiting List
 - 300 on Full waiting list
 - 27 on deferred list
 - 19 on House list
 - 53 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	5236	47674
2022 – 2023	3179	1361	90										

General Information/Actions/Requests etc.

- GN and DP are attending the Scottish Golf Tourism week on 31st Jan, 1st & 2nd Feb at the Fairmont in St Andrews. We have created a QR code Business Card to share with all the tour operations and have pre-booked 15 appointments with various tour operators. There is also an opportunity to meet socially with other tour operators attending the event, so hopefully this will generate more visitors in 2023. It was agreed to increase the normal green fee to £120 on Haughton and offer Tour Operators a reduced fee of £100.
- GN & DP also met with Stevie Moir from Golf in Scotland www.golfinscotland.co.uk His company run a series of Open events around Scotland with over 36,000 golfers following his social media and 25,000 golf club members playing in his events. DP/GN to follow this up after SGTW.

6. Capital Projects

- Green keeping Shed – update covered in Greens report.

7. Strategy Plan

- Nothing to report.

8. Health and Safety

- Nothing to report.

9. AOCB

- DH updated Council on early investigations on erecting Solar Panels. It was agreed to contact a green energy benchmarking company to carry out a site survey.
- The closing time of the Driving Range was discussed and it was agreed that the lights should go out earlier in the winter nights when the weather is bad.
- AG requested that members be reminded to change shoes in the Clubhouse, not in the car park.

Next Meeting 5.30pm – Tuesday 28th February – apologies Alan G