

**Minute of Council Meeting
held on 24th November 2021 in the Trophy Room @ 5.30pm**

Present:

E. Farquharson-Black	(Captain)
A. Gordon	(Greens Convener)
D. Macklin	(Match & Handicap)
I. McPherson	(Junior Convener)
F. Windle	(Ladies Captain)
G. Pryde	(Finance Convener)

Apologies:

S. Cruickshank	(Vice-Captain)
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In Attendance:

D.P. Pern	(Club Manager)
R McConnachie	(Professional)
N. McLoughlin	(Course Manager)

1. Welcome:

EFB welcomed everyone to the meeting.

2. Minute of Council held on 25th October 2021

The minute of the Council meeting on 25th October 2021 was approved.

3. Matters arising from the Minute

- The information evening will take place on Monday 6th December; in person and on Facebook Live.
- Various meetings have taken place with EDI to progress with their presentation of the proposed Masterplan at the Information Evening.
- Electric vehicle charging point is still being researched.
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- The Pro-Am has been confirmed for 21st July 2022. More details to come in the new year.
- EFB met with 3design Scotland to progress with redevelopment of toilet/shower areas upstairs and downstairs. Their quote is only for the design work, not the sanitary ware or fitting. DP to contact Laings of Inverurie for alternative quote.
- RM circulated the Pro Shop forward Business Plan to GP & EFB.
- DM and RM have met to progress with 2022 fixture list.
- The match against the Duke's Club was a great success. DP to contact the Duke's and arrange reciprocal match in March/April 2022.
- The membership application form has been updated to reflect Young Adult/Associate category.

4. Reports

Captain's Report

- The Council nominations for 2022 – 2023 will be displayed on the board and on the website from 1st December – 15th January. DP to arrange bios and photo for nominees.
- After discussion it was agreed that mats will become compulsory on 1st December and preferred lies will be in operation, everywhere including bunkers. DM to circulate an update to members.

Finance Report

REVIEW OF THE YEAR ENDED 30 SEPTEMBER 2021

Profit & Loss Review

Based on the first draft of the annual accounts, the Net Profit for the year is £184,816. This is subject to adjustment for staff bonuses, Pro shop rebates and corporation tax. The final accounts from AAB will be ready for signature by the Captain and the Finance Convenor prior to the end of December.

Income

- The Golf Operations results are presented in the same way as F&B - the Surplus, which is income less expenditure (but excluding wages and pensions), is shown as part of Income. The wages and pension costs are shown as part of Expenditure. Some clubs include visitor income and guest green fees as part of Golf Operations, however for transparency, they have been kept separate at this stage.
- F&B made a net profit of £11k against a budgeted loss of £44k. This reflects reduced wage costs (+£11k) and furlough payments (+£52k). The lower sales revenue due to the closure of the Clubhouse (-£92k) was offset by the reduced VAT rate on food and soft drinks (+£36k) and improved margins which resulted in the gross profit on F&B being only £10k less than budgeted.
- The gain realised on the disposal of the old Toro equipment was £31k higher than budgeted due in part to NM sourcing independent buyers for the equipment who paid a higher price than the price guaranteed by Toro (+£21k). Also, the written down value of the equipment was lower than budgeted (+£10k).
- Visitor and outing income were lower than budgeted (-£19k), however this was offset by higher green fees from members guests (+£9k).
- The loss from Golf Operations was £15k, £8k more than budgeted due mainly to lower sales revenue caused by the delayed opening and the difficulty in sourcing clubs for resale.

Expenditure

- The exemption from business rates applied for the entire year (budget was to 31 March 2021) and there was a rates rebate for 2017-2020 following the appeal (+£30k).
- HMRC agreed to accept our historic VAT recovery rate of 28% despite the actual recovery rate falling to 17% for the year. This resulted in a higher recovery of input VAT and lower VAT due (+£11k).
- Clubhouse upkeep costs and Club expenses were lower (+£28k and +£21k respectively), due in part to the Clubhouse closure, cancellation of most club events and the planned refurb of the Clubhouse furniture (£20k) did not go ahead.
- Legal & professional costs were higher than budgeted (-£23k) comprising EDI course design fees (£10k incurred pre-30 Sept), planning/survey fees for the proposed shed (£11k); fees for the rates appeal (£1k) and assistance with the VAT approach to HMRC (£1k).

Balance Sheet Review

- Bank Balances on 30 September 2021 totalled £1.002m comprising funds of £528k in the Clydesdale Bank working accounts, a further £147k 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 2022, overheads are estimated to be £101k per month based on the budget (overheads for this purpose exclude depreciation and F&B salaries). On this basis there is a cash reserves requirement of £505k.
- Capital expenditure - as previously circulated, the total was £507k which includes £408k for 16 new machines, which were acquired on finance lease.

BUDGET for 2022

- The proposed budget for the y/e 30 September 2022 was presented, reflecting a net profit of £2k. Planned Capital expenditure is £70k and finance lease costs will be £68k, The estimated cash surplus is £80k.
- Uncertainties for 2022: Inflation - RPI expected to be an average of 6% for 2022. Neil has already seen fuel prices increase by 14%. Also potential for further lockdowns but this time without government support.
- Based on a target of 800 full members and an increase in subs of 4% for all categories except juniors. If full member numbers were increased to 820 (as in 2019), the increase in subs could be reduced to 2.5%.
- Includes a new category for the 30-34 age group with a reduced subs rate of 80% of the full rate. Aligns with the strategic objectives. Applies to 10 members for the 2022/23 subscription year.
- Council agreed to the new 30-34 category and to keep full member numbers at 800.
- Council approved the proposed 4% Subscription increase (except juniors) and the 80% rate for the 30-34 category. This will be taken to the membership at the AGM for approval.

Greens Convener and Course Manager Report

A full report was circulated to Council. To summarise:

- Several meetings have taken place with the course architects EDI. They will be at the Club on the 6th December to present their work so far to the members.
- So far there has only been a couple of frosty mornings, where winter greens have been in use. The main greens have continued to perform well, but surfaces are starting to get soft, and the number of pitch marks is increasing.
- Work this month included aeration work, verti draining fairways, walk offs and carres, using the air injection machine on greens to open the rootzone up deeper down.
- Two bunkers by the 13th green and one bunker by the 8th green on Blairs have been repaired.
- Some dust paths are being replaced with grass to reduce issues with flooding and enhance appearance.
- Ditch, bridge work and tree pruning will commence in the coming weeks.

Ladies' Captain Report

A full report was circulated to Council. To summarise:

- FW is working on the 2022 fixture list including the external events hosted by DGC.

Match & Handicap Report

A full report was circulated to Council. To summarise:

- Winter competitions and Trackman League have all started and have been well received.
- Gents' Prizegiving Dinner was held on Saturday 6th November. Thanks to all those who helped make the night a success. Congratulations to all the prize winners from 2020 & 2021.
- Friday Night Blairs Golf (x3) has been added to the 2022 Fixture List. 9 Hole Texas Scramble, 9 Hole Greensomes and 9 Hole Am/Am fun competitions open to the entire membership. DM & DP to follow up on cost etc.

Junior Report

A full report was circulated to Council. To summarise:

- Coaching - The sessions run by Graeme continue and have been well attended, including sessions for our Pennant squad, younger members and Robert Gordon's College.
- Prizegiving - The Prizegiving was held on Sunday, 31st October to conclude the season, preceded by an Adult Junior event on Blairs with a shotgun start at midday. Graeme also organised the Golphin4Kids dartboard. Despite the appalling weather which deteriorated shortly after everyone teed off, everyone played the full nine holes and we had a great match which finished tied. There was an excellent attendance at the Prizegiving and we announced our Captain for next year, who will be Jack Chambers, our Junior Champion. Thanks to Graeme for all his organisation and attention to detail, and to EFB and Quintin for all the photos and presenting the prizes respectively.

Pro Shop Report

A full report was circulated in advance: To summarise:

- The first session on the Trackman Winter League will finish mid-December and a new league will start in January. There will be slight adjustments to the rules for the next session
- The North-East Alliance have requested to play at Deeside in 2022. This request was rejected as they require a Wednesday which is a busy day for members.
- DP to check on bag tags for the Junior Captain etc
- Request from the North East District Juniors to host the final of the North East Future Tour on Sunday 21st August. This was approved.
- RM circulated coaching proposal document which will be brought forward to the next meeting for discussion and decision.

Club Manager Report

A full report was circulated in advance: To summarise:

- Membership

Full	794
Senior	111
Associate	20
Young Adult	27

House	141
House 5 Day	4
Country	25
Juniors 12-18	79
Juniors <12	29
Non Resident	73
Non Playing	26
Life	15
Senior VIP	11
Honorary	7
TOTAL	1362

- Applications for membership – October 21

Full	Andrew Arnott	Paul Birch	Gordon Angus
Full	Lesley Mullins	Bernard Mullins	Iain McBain
Full	Stuart Florance	Gavin Broadley	Michael Lawrie
Full	Maureen McBain	Iain McBain	Maureen Buchanan
Full	Craig MacDonald	David Macklin	Sam Fraser

- Transfers from within the membership - October

Name	From	To	Comments
Iain Harrison	Non-playing	Full	

- Waiting List

Full Members	Associate	Young Adult	Total Junior List
253	10(offered Nov 21)	7 (Offered Nov 21)	47 (under 12)

Course Usage – H & B

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	
2018/19	1996	1558	909	1047	1489	2495	3606	3795	3999	4218	4038	2843	31993
2019/20	2184	1033	943	1704	1202	1928	0	773	7359	6823	7413	5374	36736
2020/21	3873	3869	809	0	0	2451	5930	5435	7156	6939	6244	5130	47836
2021/22	3659												

General Information/Actions etc.

- Request for Scottish Golf to host the Scottish Medal Regional Finals on Monday 22nd May 2023 – This was approved for 2020 but didn't take place. Request approved.
- Request from Cove Rangers Football Club to hold their Charity Golf Day at Deeside on Friday 23rd September 2022. It was agreed to offer a Thursday instead.
- Request from AFCCT to host their charity golf day at Deeside again in September 2022. This was approved. DP to go back with suggested Thursdays in September.
- It was agreed to cancel the Hogmanay Dinner Dance due to low numbers.

6. Capital Projects

- Covered in reports

7. **Strategy Plan**
 - Nothing to update
8. **Health and Safety**
 - Nothing to report
9. **AOCB**
 - Nothing to report

Next Meeting 5.30pm – 26th January 2021