

**SMITHS FALLS GOLF AND COUNTRY CLUB
MINUTES OF BOARD MEETING # 6**

Smiths Falls Golf and Country Club

P.O. Box 143 Smiths Falls, ON, K7A 4S9

www.smithsfallsgolf.com

Board of Directors
Meeting # 6

Monday, July 29, 2019
Smiths Falls Golf & Country Club

Directors Present: Roy Leach, Glenda Cooke, Doug Hart, Dan Imbeau, Chris Gray, Larry McIntosh, Paul Cadeau, Norm Devine, Mike Milks, Scott Devonshire. Ron Dolinki, Wayne Kearns.

Directors Regrets: Clare Sanderson, Warren Garton.

1. The meeting was called to order by President Wayne Kearns – Time 7:00 P.M.
(quorum present)
2. **MOTION to approve minutes of meeting # 5 held Monday, June 24, 2019.**
Motion to approve - Dan Imbeau
Seconded by Larry McIntosh - Carried
3. **Committee reports:**

a) Finance - Scott Devonshire

Overall revenue is up \$24K from previous year.

Course expense has increased from prior by \$24K.

Relative to new wage increases, some increases YOY for course maintenance.

Corporate Green Fee pack was previously recognized as membership however it has been moved to its own line to not skew actual membership revenue.

Member revenue up \$8.2K.

The month of May affected operations and total revenue. Rounds played this May

were only 2,920 as compared to 3,741 previously. Weather affected 5 Thursday nights and was reflected on bar revenue as beer sales are down over \$10K. Dan

estimates the Bar does \$2,500 on Thursdays. We are still ahead in other areas.

June saw a spike over previous year by 772 rounds played which has related back to current revenue state. Of note, April this year was the first year since we adopted these figures that '0' rounds were played.

Any new tournaments that came this year have already recommitted for next year.

Dan and Scott have had an in depth discussion around changing the constitution to move the year end to Nov.30th. Therefore creating a fiscal reporting year from Dec.1st - Nov.30th. Benefits would provide management more preparation

**SMITHS FALLS GOLF AND COUNTRY CLUB
MINUTES OF BOARD MEETING # 6**

time after the Course shuts down and provide a truer picture of the financial state from a seasonal stand point. Investigation would be required for any associated costs and the process.

b) Greens - Ron Dolinki (a summary of a submitted report)

Course – The creek dropped 6 inches over the weekend. There is a lot of disease in the greens. The newly seeded areas are still very weak and are not doing very well in this heat and traffic. The sodding around #1 tee was completed. There will be no more seeding or sodding until fall. The new yellow tee on #5 will be completed time permitting. Tree work is behind.

Staff – One full time staff member has left and we have not been able to replace. Most staff are getting drained from a long hard spring and hot summer. Due to lack of staff, as of last pay, the budget is only up \$1,300 almost in line with last year.

Equipment – All equipment is working well, including the Top dresser. Another used roller has become available, same make as the one we have and in good condition – asking \$4,500. Previously, we had discussed acquiring another one because this is a time consuming task.

The Board members discussed the pros and cons of purchasing the used roller and the following motion was made -

MOTION for Ken Campbell to purchase the used roller.

Motion to approve - Larry McIntosh

Seconded by Dan Imbeau - Carried

Safety - All safety forms have been completed.

Budget - The budget this year and next will reflect how the course struggled this spring requiring the extra purchase of seed, fertilizer and fungicide. However, we are not that far off where we stood last season to current date.(rough estimate would be \$6,000 over last year)

c) House - Paul Cadeau

The sub- committee continues to work and plan for the future renovations.

This has proven to be a challenge as most contractors are busy at this time and not available for discussions. However, meetings have been held with an engineer, design and retail consultants. Some quotes have been obtained.

Pemits etc. need to be obtained to be sure all renovations meet code requirements.

The priority areas are on the main level.(washrooms, flooring, lighting and bar)

Goals are to finalize the project, outline the cost and financing, answer any questions from the Board and to review the Club's finances to realize the specific renovations that can be achieved. In preparation to initiate these goals the following motion was made -

MOTION to approve \$10,000 in a contingency fund for renovation start up .

Motion to approve - Scott Devonshire

Seconded by Dan Imbeau - Carried

**SMITHS FALLS GOLF AND COUNTRY CLUB
MINUTES OF BOARD MEETING # 6**

d) Bar - Roy Leach

No complaints have been received regarding bar service. The bar cart staff will be reminded of routes and the manner in which to approach the players so not to interfere with their game.

e) Pro shop - Larry McIntosh

Things are going great. Greens are picking up over last month, cart rentals and merchandise sales are up. A discussion took place to see if Corporate membership tee times could be tracked separately. Also, discussed was the experience of some recent slow play on the Course and how to resolve this annoying issue.

Following is a review of sales for green fees, carts and merchandise for the years 2017, 2018 and as of July 2019 –

	<u>2017</u>	<u>2018</u>	<u>Current (July ,2019)</u>
Green Fees	\$83.4K	\$95.4K	\$94.6K
Cart Revenue	\$61.8K	\$74.8K	\$78.8K
Merchandise	\$48.9K	\$52.6K	\$58.8K

f) Membership - Dan Imbeau

The Board members were presented with a detailed progressive annual fee concept for 2020 for both singles and couples. Much discussion followed after Dan provided additional information on this concept. Dan also provided a synopsis of the 2019 membership including continued ideas / thoughts towards increasing membership.

333 members registered, up from 296 last year.

82 new members this year ,but with a loss of 45 for a net gain of 37.

g) Kitchen

Nothing to report

h) Social - Chris Gray

The Canada Day and Mixed Chapman tournaments were successful and enjoyed by the members participating. Funds were raised towards forming a social committee. Thank you extended to the organizers and volunteers.

i) Ethics

Nothing to report

j) Health and Safety

Nothing to report

**SMITHS FALLS GOLF AND COUNTRY CLUB
MINUTES OF BOARD MEETING # 6**

k) Men's Captain Report -

In Clare's absence Ron Dolinki commented the Men's Intersectionals were held at Madawaska and the team from our Club place third. Smiths Falls will host next year.

The men finished in the middle of the pack at St. Lawrence Day held at Amherstview.

l) Ladies President Report - Chris Gray

Smiths Falls competed in the Ladies Intersectionals held July 14th at Kanata, finishing second. Our Club will also host this event next year.

Ladies Senior Intersectionals will be held at Rideau View next month.

OVGA entries are down ,reflecting possibly, the decrease in prize money.

m) Recording Director - Glenda Cooke

Dan McNeely provided the Board with the quarterly " Management Certificate of Compliance."

n) Share Reconciliation

Nothing to report

4. New Business

No new business.

OTHER: (discussions/ comments)

- * recycling
- * volunteer recognition
- * condition of sand traps
- * an inquiry if the fountain at #18 would be returning had the following response – the fountain is no longer available.
- * a request was received,from several lady members, to move one of the three benches at #3 tee to the left side of the cart path and be placed in front of the bushes near the forward tees. This would provide some shade in the hot weather (often there is a wait time here) and would be appreciated. Response – can be done.

**SMITHS FALLS GOLF AND COUNTRY CLUB
MINUTES OF BOARD MEETING # 6**

5. Next meeting will be held August 26th, 2019 at the Smiths Falls Golf and Country Club @ 7:00 P.M.

6. **MOTION to adjourn at 9:00 P.M. - Motion by Paul Cadeau
Seconded by Ron Dolinki - Carried**

<u>Directors Attendance</u>	
Name	Number of meetings attended
Wayne Kearns	4
Paul Cadeau	6
Glenda Cooke	6
Norm Devine	5
Scott Devonshire	4
Ron Dolinki	5
Warren Garton	4
Chris Gray **	6
Doug Hart	5
Dan Imbeau	6
Roy Leach	6
Larry McIntosh	4
Mike Milks	4
Clare Sanderson	4

** Ladies Section President