OSOYOOS GOLF CLUB

BOARD MEETING MINUTES – Feb 29. 2024 10:00 am.

Board Members met via Zoom.
Alan Bajkov, Brenda Hendrickson, Bev Newton, , Rob Coulter , David Peterson, Doug Booth, Tim Alder, Gary Stead
Absent: Roger Pires

Staff:
Doug Robb, General Manager

1. **Call to Order 10:01 am**
   a. Agenda Changes or additions.
   b. Adoption of Agenda

Moved and Seconded:
THAT: The Agenda be approved.
CARRIED

2. Consent Agenda

Consent Agenda Items

a) Board Meeting Minutes –
b) Consent Agenda Approval
c) Business arising from Minutes.

Consent Agenda Approval
Moved and Seconded**:**
THAT the Consent Agenda be approved
CARRIED

3. Reports

- Presidents Report
  I will speak during the New Business
- GM Report
  Lots going on this week, full ramp up mode trying to get ready for the start. We will send out a note this afternoon and opening will be March 8. The two-week span of cold weather did not help us with no snow cover the greens went from green to brown when it went to -20.
  Fairways on the Desert will be playable but will be a couple of months away from good condition. Park Meadows will not be open till April 1
  John Hong has been in to get the internet back up and their connection issues. The busters and cameras need to be updated.

Pump houses are 95% completed by the people from Vancouver and we are in a good position there.
Last meeting we talked about converting batteries to Lithium and are going to 2 and could be a game changer for the club.
Foreign worker if very beneficial for F&B
Pickup of non-golf events in the upper lounge. Alana has brought these events and lots by word of mouth.
Membership is slow right now, but we seem to be trending down due to aging out and people moving out of the area.
9 Desert was accessed by the gate on highway 3 they cut the lock and did some damage on the fairway. Fortunately, did not damage the green or tee box. They did however damage the sand trap. RCMP have been notified and they will do the best they can.

- **Finance Report: for the Month ended December 31, 2023**

Balance Sheet

Cash and cash equivalents were -$100,474 compared to a year end cash position of $437,617 in 2022. Due to the depleted cash position the operating line of credit was utilized to meet obligations for the month. A positive cash position has been restored with the ongoing payment of membership dues in January and February.

Current Liabilities were $141,131, an increase of $6,819 from last month and an increase of $74,645 over same period last year. The increase is a result of a year/year increase in deferred revenue (2024 dues already paid) and a decrease in GST credits.

Income Statement

Revenue for the month was $41K; a $42K increase over last year as a result of increased restaurant sales and allocation of an insurance payment for lost revenue during the fire. Year-end revenue was $4,049K; $601K below budget but only $53K below YTD 2022. Although year/year revenue is only down 1.5%, green fees are down 11.2% (-$231K) which directly impacted profitability. F&B revenue increased 29.5% ($179K) year/year.

Wages for the month were $82K; $8K over Budget but $20K below the same period last year. Wages YTD were $2,042K which is $54K (2.6%) over budget and $117K (6.1%) over 2022. The most significant increase came from F&B, which increased $162K year/year.

Expenses for the month were $68K; $22K over budget and $20K higher than the same period last year. YTD expenses were $2,066K; $135K over budget and $398K higher than the same period last year. The year/year increase in expenses was impacted by the following:

- Administration expenses were up $127K with the $90K interest on the irrigation project loan being the most significant. Additionally, the 50th Anniversary added $10K in expenses

and accepting credit cards for membership payment added $15K. Note the $90K in interest will be reviewed by KPMG to determine if it can/should be capitalized, which may cause an adjustment to expenses.

- Clubhouse expenses were up $50K with upgrades to the fire protection sprinkler system at $24K being the most significant and $13K in increased insurance costs and a $10K increase in utilities.
- Grounds expenses were up $68K with new equipment leases adding $44K and across the board increases in material costs pushing up expenses.
- Food & Beverage was up $131K due to $114K increase in COGS which was the result of increased volume and a onetime $25K write down for spoilage.

Net Income for the month was -$108K; $11K over Budget. YTD Net Income was -$59K, which is $682K below budget and $567K below the same period last year.

4. <u>Committee Reports</u>

a. Building:
- nothing to report.

b. Club Captains:
- Events are being built in Golf Genius; Vince has been working hard on the group bookings. The Iron Man and Senior Men has been worked on. Would like to get the listing on Zone 2. Desert Open is open and is ready to book.

c. Finance:
- Nothing to add.

d. Food & Beverage
  - We will be having a meeting in the next couple of weeks. Our Valentin's dinner was sold out at 142 to many as there were issues. Not enough people in the kitchen and we have learned from it and going forward we will fix this problem.

e. Greens
- We need heat to get the grass to grow.

f. Health & Safety
- Nothing, there will be a meeting next month.

g. Long Range Planning
- Will talk about that when we get to the New Business

h. Marketing
- Dorthy has been reopening of the Restaurant and pushing the opening on the driving range.

i. Membership
- The new member front was very quiet. The tax and water situation is not good for Osoyoos and Real estate numbers of people moving to Osoyoos are down.

j. Nominating
- Nothing currently.

5. Reoccurring Business

Nothing currently

6. New Business

a. HR Potential Upgrade

- All employees should have an employment agreement.
- We will look at employing an HR consultant monthly.

b. Governance Training Session

- We are looking at the April 8th Monday just the morning from 9 to noon following lunch. I will send the agenda and the standards out again.

c. Strategic Planning Session.

- I spoke to Dorothy, and she has agreed to facilitate our planning session we are looking at April the 15 Monday from 9 to three in the afternoon. All agreed to attend.
- We will have a very tight timeline on this we want to focus on the tight agenda. There will be some homework to do and

7. On Table Items

None

8. Adjournment: 11:30 am

9. **in Camera**

a. With General Manager: Not recorded.

b. Without General Manager: Not recorded.

10. Next scheduled Board Meeting

9:00 am March 28th, 2024