OSOYOOS GOLF CLUB

BOARD MEETING MINUTES – June 27, 2024, 9:00 am

Board Members in Person in Members Lounge
Alan Bajkov, Brenda Hendrickson, Bev Newton , David Peterson, Doug Booth, Tim Alder, Gary Stead
Absent: Rob Coulter

Staff:
Doug Robb, General Manager

1. Call to Order 8:56 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
1. Board Meeting Minutes – May 30,2024
2. Greens committee Meeting Minutes – June 20th, 2024
3. Club Captain Meeting Minutes – June 17th, 2024
4. Adoption of the Consent Agenda

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

3. Presidents Report
1. Governance Standards – Notes 2 from New Board Orientation (doc)
Action Items HR is a key item, Ethical standards, New board agenda item has been done. Orientation package for new directors.
We need some volunteers to work on the Action items. Alan will contact the board

2. Strategic Planning – Outcomes report

Strat Plan document has been finalized, and the key item is how to generate revenue for 2025.

We will meet for a ½ day strategic meeting to try and strategize how to increase revenue.

3. Member Pre-booking system

We are taking it one month at a time June is finished and we will dedicate one person to getting the program fixed for the upcoming months.

4. Golf genius and Scoring system

Desert open tournament was a hugh success and the scoring went off without a hitch and was published the same day. We just need to get everyone using it to the fullest extent.

4. Treasurer's Report

Finance Report for the Month ended May 31, 2024

Balance Sheet

Cash and cash equivalents were $61K compared to $780K for the same period last year.

Current Liabilities were $181K; $145K decrease from last month and an increase of $9K over the same period last year. The reduction of payables in May accounted for most of the decrease in cash (cash and equivalents was $209K at end of April). The cash position is a concern but most planned expenses have been paid. As of June 20th, both courses were at full rate which should enhance cash inflow.

Income Statement

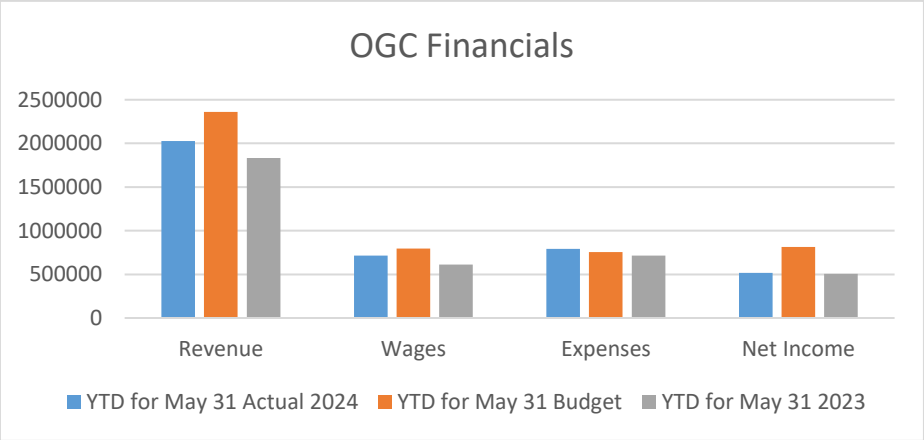
Revenue for the month was $492K; $81K below budget but $93K higher than in the same period last year. YTD revenue is $2,026K; $337K below budget but $193K higher than same period last year. The budget shortfall is largely attributable to membership dues ($98K/18% below) and green fees ($180K/35% below). It should be noted that membership dues are still fluctuating with members returning from medical leave and going on medical leave.

Paid rounds are up YTD at 6,636 compared to 5,499 in 2023. The average green fee rate improved from $40.70 in April to $56.47 in May with the YTD average at $51.21.

Wages for the month were $223K; $7K over Budget and $4K over the same period last year. Wages YTD were $715K; $78K below budget but $101K over 2023. The year-over-year increase is attributable to Grounds ($22K) and F&B ($75K).

Expenses for the month were $255K; $53K over budget and $39K over the same period last year. YTD expenses were $793K; $38K over budget and $79K higher than the same period last year. The main driver for being over budget and over last year is the increase in F&B expenses, although Grounds expenses did contribute to the year over year increase.

Net Income for the month was $12K; $141K below budget but an $51K increase over 2023. YTD Net Income was $517K; $296K below budget but $11K over the same period last year.



5. GM Report

Doug Robb stated that group traffic has been very strong for the last six weeks. Many of these groups made their bookings as far back as January. He has been very active in communicating to these groups that the property is in good shape but it's not perfect.

Golf Ops… June is looking good, and focus is on staffing is looking good.

Club Championship is coming up and it is on the agenda

The Cart conversion will be 90% finished by the end of this week early next week it will be finished. We have 110 carts that run well. Cory Deoll is working on the carts, and he is very knowledgeable

F&B very busy with lots of Non golf events which makes us money and by the end of June we should be in a positive cash position.

6. Committee Reports

a. Building: Nothing

b. Club Captains: The focus is on the Club Championship, planning is going forward, and the committee and we have 76 looking for volunteers and doing a manual score board and Helen and Billy Langevin will be doing live scoring, Tuesday men's league will be changed up and Tim Alder and Jeff Duguid will be going forward with panning.

c. Finance:

d. Food & Beverage nothing further

e. Greens: Ryan is building a practice green and putting area in the little linkers area. NO labor costs Ryan is doing this on his own time. Number 8 Park planning in the works for the green.

f. Health & Safety: Committee meeting in the following month

g. Long Range Planning: nothing further

h. Marketing: Google Ad the social media is moving forward, and we are seeing a lot of movement and clicks and followers for the Golf Club

i. Membership: Members that were on retainer continue to filter back but no new member have been added

j. Nominating: nothing at this time but Directors are always looking for people interested in the joining the Board.

7. Business Arising

1. Strategic Conversation Continued
   Moved to the upcoming Strategic ½ day meeting. Survey around the end of August.

1.1 Membership category options and fees for 2025

1.2 Changes to Member Group bookings for 2025

1.3 Managing Cart renewal for 2025
When you place an order for carts, they are too expensive. The ideal scenario is that 2021 carts are being refurbished and upgraded with new lithium and body work.

1.4 Green Replacement for Park #5 & # 8 for Fall 2024 & 25
Number 8 green will be repaired. Some trees need to be taken out as there is too much shade. Green replacement 125K

1.5 Fund Raising for Greens
Looking at putting a fund-raising program to raise fund for Green's replacement . Will look at a program say 50/50 but we need to wait till we have more specific's

8. Other Business:

1. Terms of Reference – OGC Human Resources Committee TOR (draft for discussion) (document) motion

Moved & Seconded:

That: OGC Human Resources Committee be adopted TOR be adopted

CARRIED

HR Committee appointment's Brenda Hendrickson Doug Rob Doug Booth Roger Pires Bev Newton

2. Head Professional (for next season) Search committee and Process
Edwin Macdonald will start with OGC July 1 till Oct 31st, 2024, Estian had done a very good job in the last few weeks

3. Policy 3.7 Procurement of Goods and Services
Purchases to be brought to the board for approval before purchasing or leasing of any equipment
Moved & Seconded
That: The Agri metal Greens Walk Behind Over Seeder B (W-24) purchased May 21, 2024, final price $20,021.
CARRIED

9. <u>Other Items/Questions/Comments</u> (open to GM & all Directors**)**
First member information session. Roy Wood did a very good job at the session on the Local Rules and was very well received
Next one will be on Greens

10 Future Meeting
July 25, 2024 9:00 – 11:00 am
11. Main Board meeting Adjournment 10:50

9. **<u>in Camera</u>**
a. With General Manager: Not recorded.
b. Without General Manager: Not recorded.

10 Adjournment 11:10 am