OSOYOOS GOLF CLUB

BOARD MEETING MINUTES – May 30th 2024

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

Staff:
Doug Robb, General Manager

1. Call to Order 8:55
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 – April 25, 2024
b) Consent Agenda Approval
c) Business arising from Minutes.
d) Club Captain's committee agenda/Minutes – May 14th, 2024
e) Health & Safety Meeting Minutes – May 16th, 2024
f) Food & Beverage Meeting Minutes – May 24th, 2024
g) Marketing Meeting Minutes – May 8th, 2024

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

3. Reports

a. Presidents Report
No formal report. Have been working on the Strat Plan

b. GM Report
H-Vac is being installed this morning. The rest will be in the capital expenses for 2025.
Bottom Rail has been completed on the sun deck and the Inspector has signed off.

Lithium Batteries have been delivered and will convert 20 cars to Lithium. Our 2019 carts are more 2015 and cannot do 2 rounds. We need warmth to allow the batteries to work more efficiently.
We do not have staff to do the conversion, Jim is doing some of them.
We are having trouble acquiring batteries, purchase for 20 batteries were not budgeted but after backing off on the cart purchases, we are able to buy the batteries.
Cart maintenance is a full-time job. We have 124 carts but it's difficult to get a person to do the maintenance.
We could source regular batteries to help in the interim.
Last item, Turf conditions to say that it has been challenging is a sever understatement. Going into June we are still not at full rates.
The greens on Park #5 & 8 will be replaced with sod from the chipping green by Desert 1. Very important to get both courses up to full rack rate. Our reputation is suffering because of course conditions.

c. Finance Report for the Month ended April 30, 2024

Balance Sheet

Cash and cash equivalents were $209K compared to $840K for the same period last year.

Current Liabilities were $326K; $32K decrease from last month and an increase of $55K over the same period last year. Much of the increase is a result of the collection of the $200 membership spend which accounted for $61K of the increase.

Income Statement

Revenue for the month was $333K; $106K below budget but $48K higher than in the same period last year. YTD revenue is $1,536K; $256K below budget but $100K higher than same period last year. The budget shortfall is largely attributable to membership dues ($94K below) and green fees ($113K below).

Paid rounds are up YTD at 2,473 compared to 1,941 in 2023. The shortfall in revenue is due to a decline in average green fee which was $40.70 in April.

Wages for the month were $208K; $3K over Budget and $19K over the same period last year. Wages YTD were $492K; $86K below budget but $98K over 2023.

Expenses for the month were $221K; $7K over budget and $19K over the same period last year. YTD expenses were $536K; $16K below budget but $41K higher than the same period last year. The increase in F&B expenses (+$21K) was offset by Grounds expenses (-$31K) coming in under budget.

Net Income for the month was -$96K; $115K below budget for March. YTD Net Income was $505K; $154K below budget and $39K below the same period last year. As noted above the budget shortfall is a result of revenue falling short. The year-

over-year decrease is a result of the increase in wages (up 24.9%) outpacing the year-over-year increase in revenue (7.0%).

4. <u>Committee Reports</u>

a. Building

- Covered in GM;'s Report

b. Club Captain's

- 2.2 Outside Tournaments added to New Business

c. Finance

- Just to add to the attached finance report the big take away is our cash position.
- The average green fee being $40 since we are unable to charge full fees.
- F&B is not adding cash

d. Food and Beverage

- Nothing to add

e. Greens

- Report attached and thank you to Doug Booth for taking on the Greens committee minutes.

f. Health & Safety

- Doug R. to confirm that all staff of OGC is familiar with the AED (Automated external defibrillators)

g. Long Range Planning

- The Long-Range Planning committee will be meeting at a later date.

Adjournment at 10:00 until 10:10 In camera items
Excuse David Peterson
Approved

h. Marketing

- Minutes were attached and everything is going well. Jamie is helping with social media. Dorothy is keeping up on the various platforms. Ie food and beverage and events.
- Alena will be doing a brief F&B survey to the membership.
- Question does our Membership use Social Media to see what is happening at the account.

I. Membership

- There are a few people coming off the Retainer back to full membership. Couple of corporate membership. Some younger people asking how much an executive class membership would be

J Nominating

- We need to look at this in the next couple of monthly board meetings

5. <u>Reoccurring Business</u>

None

6. <u>New Business</u>

a. Beverage Cart Proposal

- It would not be possible for us as we do not have the staff to man it. The main concern is how the Beverage Cart staff is treated by our golfers. This is a no go.

b. Tresorit Training
- Will reschedule this as a separate training session when all board members are present

c. Future Agenda Format
- We will have a tighter agenda format and it will have actions items and who will be responsible for items on the agenda.

d. Terms of Reference for the Marketing

e. Terms of Reference for F&B
- Both have been included in the package and with the many changes in our marketing strategy the Terms of Reference needed to be brought up to date with today's environment .

Moved and Seconded
THAT: The Terms of Reference for Marketing and The Terms of Reference for Food and Beverage be approved.
CARRIED

f. Water the Terms Treatment Plant
- The Town has gone silent on the topic.

g. Fund raising for Greens replacement
- Some courses have members who raise funds. Set up through the lottery program and you donate online. Another way is to have a draw for money and is legitimate through the lottery program or you buy a ticket for a free membership. You can use your leagues to have 50/50 to contribute to capital projects.

h. Member Survey
- We need to create the funding models and will create the member server around that .
- Doug Brenda and Alana will be sending a F&B survey out to the membership.

I Policy 2.2 for Outside Tournaments
- The Policy is very clear on how to run tournaments. We should focus on Policy 2.2 and make sure the people that are running the tournaments are following this policy.
- The committee should work with Proshop and make sure things like scoring the results, parimutuels and all monies are handled correctly and above board.
- There should be a written request for an outside tournament to the General Manager they should know their responsibilities to OGC as per Policy 2.2.

7. <u>On Table Items</u>
- None

8. Adjournment: 10:55 am

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

10. <u>Next scheduled Board Meeting</u>
9:00 am June 27th