OSOYOOS GOLF CLUB

BOARD MEETING MINUTES – September 30, 2024, 8:00 am

Board Members in Person in Members Lounge

Alan Bajkov, Brenda Hendrickson, Bev Newton , David Peterson, Doug Booth, Tim Alder, Gary Stead, Robert Colter, Roger Pires

Absent:

Staff:

Doug Robb, General Manager

1. **Call to Order 7:56 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

a) Board Meeting Minutes – August 28, 2024
b) Greens committee Meeting Minutes – September 19, 2024
c) Google Ad Report
d) Rounds Played Per Month
e) Adoption of the Consent Agenda

Consent Agenda Approval

Moved and Seconded**:**

THAT the Consent Agenda be approved

CARRIED

2. Presidents Report

a. Board nomination will be moved to in Camera.
b. October 21 information session the members will be offered the opportunity to send us questions that they may have for the meeting.
c. There will be food and drink after the meeting to celebrate Doug's tenure as GM.
d. The Board Self-evaluation 360 will be sent to all the board members from via a Survey Monkey on board assessment will cover communication, preparedness, knowledge, and behaviors. We can look at the strengths and weaknesses and prepare for next year.

3. Treasurer's Report
Finance Report for the Month ended August 31, 2024

Balance Sheet

Cash and cash equivalents were -$86K compared to $781K for the same period last year. Despite reasonably strong results for August the cash position remains depleted due to the slow start to the year and significant debt service requirements.

Current Liabilities were $179K; $64K decrease from last month and an increase of $27K over the same period last year.

Income Statement

Revenue for the month was $537K; $22K over budget and $95K higher than the same period last year on an adjusted basis (August 2023 results were distorted due to the $300K contribution from the town toward the irrigation project being included in the revenue total of $742K). YTD revenue was $3,699K; $378K below budget but $365K higher than same period last year on an adjusted basis. Green fees were $39K over budget for July and $50K higher than 2023.

Paid rounds in August were 4219, with the average green fee rate dropping to $59.07 from $67.46 in July. The YTD average green fee rate is $57.84.

Wages for the month were $238K; $3K over Budget and $101K under budget the same period last year. YTD wages were $1,623K; $74K over budget and $216K over 2023. The year-over-year increase is attributable to Grounds ($50K), Golf Ops ($42K) and F&B ($108K).

Expenses for the month were $247K; $34K over budget and $22K over the same period last year. YTD expenses were $1,645K; $145K over budget and $165K higher than the same period last year. The main drivers of the year-over-year increase were F&B ($132K) and Grounds ($104K) expenses.

Net Income for the month was $53K; $15K below budget but $175K increase over 2023 on an adjusted basis. YTD Net Income was $431K; $597K below budget and $17K below the same period last year adjusted.

We plan to ask the bank for an overrun to cover the practice green expense. The $300 assessment will pay this overrun back.

4. GM Report

There have been discussions with Susan and David to get some of the line items for the Budget done in the next couple of weeks. The Budget approval will be pushed out to November to allow Bryan to have input into the Budgeting process.
We believe there will be a smooth transition from Doug to Byran
Ryan is starting to prepare for Fall and Winter
F&B there are lots of outside events booked in October and November.
They are terribly busy, and it will be a successful program.

6. <u>Committee Reports</u>

a. Building: None

b. Club Captains: Everything is winding down for the Season. The fall classic we have thirty-six confirmed and Doug will send a note to the members.

c. Finance done.

d. Food & Beverage None

e. Greens After the damage from the windstorms. Ryan's crew had the PM cleaned up and ready to play in 2 days. We expected it to be shut down for more time. We need to recognize the crew for an amazing job.

f. Health & Safety None

g. Long Range Planning will talk to the new GM after he has done an assessment.

h. Marketing: Reports were incredibly positive and next year we need to go forward with that campaign.

i. Membership: We have had people come in to sign up as new members and they have been prorated for the balance this year. 2025 Dues have not been announced yet.

j. Nominating Done

.

7. <u>Business Arising</u>

1. GM Interview & Offer Update

   The interview process was extensive, and the announcement went to the members. Bryan let his board know that he was leaving. Interview question will have a record of them and the short-listed people have been advised.

   It was not a slam dunk win. All three of the committee agreed unanimously that Bryan Eward would be the new GM.

2. GM On boarding Plan

   Bryan will start November 4 and has an 8-week action play, Including Club familiarization, Operational Assessment. He will be looking at the Strategic Plan and Financial review. Plus meet the Members and will be looking for feedback and ideas.

8. <u>Other Business:</u>

1. Head Professional (for next season) Search Committee and Process – continue discussion next steps.

   It was decided to table this until the new GM has started.

2. Staffing Plan update for November to March

   Doug believes the staff situation is in decent shape as Herman and Alana are both back for the next season. Ryan's staff is good as is the Proshop with Estian coming back and perhaps Edwin staying on.

9. <u>Other Items/Questions/Comments</u> (open to GM & all Directors**)**

1. Presentation of 2025 rate sheet & discussion about eliminating the four payment options for annual dues.
   It was agreed by the board that the four-payment option will be changed to two payments. They will be due Jan 31, 2025, and the second Feb 28, 2025 .
2. Pond Odor– effect on our business
   We do not know if it has influenced our business but would send a letter to the Town of Osoyoos asking that the Ponds be assessed and something done to medicate the smell.
3. Update on Storm Damage to property and cost to clean up.
   The storm on Wed September 25 wreaked havoc on the course blowing over many trees and impacting many of the fairways and blocking cart paths. The tornado like winds uprooted trees by the main parking lot.
   It also ripped the soffits off the canopy at the front of the Club house causing the restaurant to close.
   It took the range net barrier down at the top of the driving range there is no plan at this late date in the season to repair the netting. The wind flipped one of the range mats down to the cart parking lot along with the basket box and the club holders on the range. Doug R will talk to the insurance company, Doug Booth may have a contract that could have netting donated.
   Torrential rains then occurred that night and washed loose soil ash and debris down from the side of the mountain across number 1 & 9 Park Meadows, 17 and 18 Desert fairways. OGC closed the Park Meadows 18 holes until clean-up could be done.
   Ryan Dunkley and his crew managed to have the Park Meadows opened Saturday morning for play. They did a fantastic job, and the Board commended him and his whole crew, we all thought it was an impossible task.
4. Practice green update:
   The construction of the new putting green will begin in the beginning of October. The putting green was closed on September 15th. We are keeping to the 100thousand and will stay within that number. Ryan and his crew will rip out the old green. He is working on the sod pricing. Craig is working hard to keep within the budget. The new practice green will be completed within a week.

5. Cart Plan & Mechanic Position
   This will be something that Bryan will be looking at. The new carts were too expensive to purchase at 13k per cart with our debt load we cancelled the cart order for 2024 . The challenge going forward we had 30 carts ordered but that number can be changed to more or less. We still have ninety older carts, and we have not upgraded for two years, most of those carts will need new batteries.
   Cart maintenance is a semi full-time job and requires a mechanic. Ninety-five percent of the Pay for play are riding so it is critical to have well maintained carts.
   The reason big cart companies are going to refurbished carts has been the push back from many golf courses. They will not pay the new cart price of 13k per cart verses 8000K for a refurbished cart.

6. Member Open House – Program, speakers, New GM Guest and intro, drinks, and food
   Discussion about how Oct 21 will be set up. The format that for the meeting. Introducing the new Board as the elections will be held before that.

10: Board Meeting Adjournment 9:40

11. **<u>in Camera</u> Resumed at 9:44**

a. With General Manager: Not recorded.

b. Without General Manager: Not recorded.

12. Final Adjournment 10:20 am

13. Future Meeting

October 31st 9:00 am – 11:00am