

Minutes of 127th AGM of Co. Louth Golf Club

Friday 10th January 2020

Chairman Richie Quirke opened the meeting and welcomed all present to the 127th AGM in County Louth Golf Club. He requested mobile phones to be switched off and pointed out the fire exits.

Notice of meeting was outlined and taken as read. The Chairman then requested a minute's silence for friends and members who had passed away during the year. He then read out the list of apologies and asked members for approval of attendance of Connolly Fee McGailey accountants.

The recommended standing orders under Rule 14.4, which had been circulated with the notice convening the meeting were, with the approval of the meeting, taken as read. On the proposal of Patrick Joy, seconded by Brian McClean, these standing orders were adopted by the meeting.

The Chairman then asked if there were any matters arising from the previous AGM minutes, which as he pointed out had been posted on the club website. No matters were raised, and Minutes of the 126th AGM were proposed by Colm Berkery and seconded by Carlos McDowell.

The Chairman then asked Neil McMahan (Hon Treasurer) to run through the annual accounts.

Neil took all present through a number of slides outlining the main components which made up the financial statements for the club to the 31st October 2019.

Introductory comments

The Treasurer thanked Liam Murphy and Marie Tormey for all the support they provided during the year.

On cost control culture/tendering he said the club does have a cost control culture and the club, where possible, and tenders for the purchase of goods and services to get the best value for members.

He mentioned that the rule that €100K not be spent on any single capital project had not been broken in 2019 hence there was no requirement to seek members approval for any components of the capital expenditure budget during the year.

He outlined the strategy being pursued by the club with respect to the alternate 17th, the irrigation upgrade, clubhouse upgrade, investing in the course team and machinery.

He said County Louth GC is now No. 8 in the Golf Digest Ireland rankings which is a big improvement after being outside the top 10 in 2017.

He then mentioned the new entrance fees for 2020 with the entrance fee for a full member set at €10,000, five day increasing from €3000 to €5000 and overseas increasing from €2500 to €3500. Green fees would also be increasing from €175 to €185 and the member guest rate would be €40.

At this point he then asked Richard Murray (Hon Secretary) to give members a brief overview of the current membership situation.

Firstly, Richard presented the 5 Year trend around the main categories which has enabled the club to increase entrance fees for 2020. He also advised that the intermediate category would be closed to new entrants.

He then reminded members of the situation with ladies joining and the reasoning and success of the GIGs program.

In summary he said that membership would be at the forefront of the management agenda, continued focus on recruitment and retention and continual engagement with CGI.

The Hon Treasurer then continued his presentation

Income

- Subs are up 22K on previous year (Including GIGs)
- Entrance fees up 19K
- Green Fees up 67K. Current ranking position has been positive in this area

Expenses

- Rent – Course rent is 90K. The 5 year rent review was 12 months ago and the landlord is seeking to increase the rent to 145K p. a. Over the last 12 months both parties have been in contact, but no agreement has been reached. It is likely this will have to be settled in court. The club has been accruing for an extra 10K of rent p. a. since 2018.
- Wages and salaries – the cost here includes 5% pension contribution and employers PRSI of almost 11%.
- Cara Mara – The club incurred a cost of €8840 for this event. He broke the bill out in detail and while he noted it was generous of the club to incur this expenditure it was not excessive.
- Links maintenance – The main increase here is down to the use of wetting agent to promote better turf growth. Members had been briefed on this

approach during the information evening on the course held during the summer.

- Insurance – He highlighted the lack of competition in this area. Overall, the cost of insurance for the club is still slightly less than most other clubs.
- Financial charges – This expense relates to cheques/payments to suppliers.
- Sundry – The notes to the accounts contain the details, but specifically there is a 10K accrual for additional rent and legal fees.

Balance sheet

- He discussed the balance sheet by explaining the key balances within debtors and creditors. As the information is outlined in the notes to the accounts, the details are not repeated here.

Capital Expenditure in 2019

- Capital expenditure was 136K for the year, of which 93K was course equipment. He then mentioned any future capital expenditure on machinery would be subject to a 'hire versus buy' analysis, but would also need to be coupled with operational efficiencies e.g. less repair bills.

Cash

- He outlined the club's cash position – both ringed fenced cash to purchase the course and free cash.

Alternate 17th

- He then outlined the strategy for the alternate 17th Hole. Capital expenditure to date was 69K. He said members need to be given the opportunity to experience playing the hole before any AGM/SGM motion on the future of the hole. Until then he said ongoing maintenance costs are not a burden.

Future Capital Expenditure

- With respect to future capital expenditure, he said the club would have to decide how to allocate funds to various capital projects e.g. purchase of the course lands, clubhouse upgrade, irrigation or potentially no capital investment at all.
- With respect to irrigation, he said the cost of a new irrigation system was unknown until the final design had been signed off and responses to tenders received. In term of funding this project he outlined the following possible sources – Cut costs/postpone expenditure, filling ordinary membership, Spend a maximum of 750K of ring fenced funds, Borrow the rest and pay over a certain period and finally increase subscriptions.

2020

- He said with respect to the 2020 agenda, cost control, monitoring membership and green fee levels and potentially purchasing 8 new buggies at a cost of 74K were some of the Key items.

To conclude the treasurer outlined that there are non-financial key performance indicators that are relevant in accessing the success of the Golf Club...

- Experienced management team
- Stable catering team
- Golf course that is presented in pristine condition

He felt that if these three factors are present then the club would always be successful.

As there were no questions from the members the Chairman then asked for the adoption of the accounts. Proposed by Pat McCabe and seconded by Pdraig Duffy.

The Chairman then asked for the appointment of Accountants, Connolly Fee McGailey for the coming year. Proposed by Patrick Joy and seconded by Carlos McDowell.

The Chairman then called on the outgoing Captains to say a few words,

Paul Reilly

He said it was a great honour and privilege to be elected captain of County Louth Golf Club for 2019. He thanked all the officers and committees of the club for their support. He encouraged members to put their names forward for committees and become more involved. He then wished all the incoming officers and committees the best for 2020.

Judith Clarke

She said it was an honour and privilege to represent the members of County Louth Golf Club in 2019. She thanked the Management committee for all their support and wished Derek and Carmel the best for 2020. She then wished all the members good health and golfing for 2020.

The Chairman then called on the incoming Captains to say a few words

Derek Carolan

He said it was truly a great honour and privilege to be elected captain for 2020. He said he looked forward to working with all the officers and committees and looked forward with confidence to see the club continue to grow and progress.

Carmel Kierans

She said it was a great honour to be elected Lady Captain for 2020. She then said there are a lot of F words used in Golf, for example Four and the dreaded Four putt

and that she would introduce her favourite F word which is Fun and hoped we could have lots of it for 2020.

The Chairman then asked Patrick Joy (House Convenor) and Brian McClean (House Sub Committee) to present to members the 'Club House Review' undertaken this year.

They took all present through various slides, which started with the top four criticisms from the members survey – Reception and Pro Shop Area, Circulation to Bar & Restaurant, Locker Rooms and External Appearance.

Brian then outlined the various options which could be used to improve these areas of the Clubhouse. He finished the presentation by saying a Five-year masterplan needs to be developed to include the following,

- Identifying key projects to be undertaken.
- Establish costs associated with each project.
- Develop project schedules to minimize disruption to members.
- Get members approval for the masterplan.
- Execute the masterplan.

The Chairman then read out the list of nominations for the Management Committee and a nomination for trustee,

OFFICE	NOMINEE	PROPOSER	SECONDER
Chairman	<u>Richie Quirke</u>	Paul Reilly	Judith Clarke
Honorary Secretary	<u>Richard Murray</u>	Jackie Quinn	John McCann
Honorary Treasurer	<u>Neil McMahon</u>	Richard Murray	Carmel Kierans
Course Convenor	<u>Paul Reilly</u>	Oonagh Purfield	Derek Carolan

With only one candidate for each position all were deemed elected.

Election of Trustee

Nominee	Proposer	Secunder
<u>Dorothy Collins</u>	Judith Clarke	Richard Quirke

With only one candidate for the position Dorothy was deemed elected.

Motion

That Rule 10.17 be amended to read as follows,

“Only ordinary members of at least three years standing immediately prior to election may be an officer”

(Current Rule: “Only ordinary members of at least five years standing immediately prior to election may be an officer”).

Proposer: Patrick Joy

Secunder: Richard Murray

Patrick Joy (Proposer) then proposed the motion. He felt the current rule was restrictive and with a lot of new members joining it would help in getting members to go forward for committees. He also felt the rule change would attract younger members as well which would be a positive development for the club.

Richard Murray (Secunder) then seconded the motion. He agreed with Patrick’s comments and, also said the rule change would help in attracting new members to committees.

As there were no questions the Chairman then asked the members present, by a show of hands, to indicate those in favour and those against the motion.

The motion was carried

AOB

Ann Walsh felt the club needs to be more proactive around the area of environmental and waste issues. She pointed out that we could be better in segregating our waste both on the Golf course and around Clubhouse areas. The club should be looking at providing the proper means to do this. Chairman Richie agreed and said this will be put on the agenda at the first management committee meeting.

Colm Berkery agreed with Ann and, also added that the club should consider a charging point for Electric vehicles as a lot of members are switching to this mode of car. Again, Chairman Richie said this will be added to the agenda.

John Mullen praised the committee on the presentation of the course but felt that some of the bunkers had become extremely difficult. He felt this could impact on the enjoyment of both members and visitors. Derek Carolan replied that all the face angles were correct and that when new sand is added it should make a huge difference.

Frank Gannon praised Wayne Murray and his team on the presentation of the course and then brought up the issue of using a tee in a matt when using any club, during the winter period. He was not advocating removing matts but felt the game

will suffer by being able to do this. Paul Reilly replied that members were using the corner of matts for certain clubs and that this in turn was causing issues to fairways. He said best practice was to place the ball in the centre of the matt. Patrick Joy agreed with Paul and said this should be made a local rule. Pdraig Duffy suggested by making matts round might solve the problem.

No further questions from the floor so the Chairman thanked all in attendance and declared the meeting over at 9.20pm

Attendance for the 127th AGM was 95 members.

Richard Murray
(Hon Secretary)