

## Decision Record

1. The meeting was convened at 7 PM.
2. A moment of silence was held for those members who had died since our Fall AGM: Ed Arsenault.
3. Given that the number of attendees (plus proxies) greatly exceeded the minimum of 28, it was determined that a quorum was present.
4. A motion was requested, offered, seconded, and unanimously carried to dispense with the reading of the Fall AGM decision record.
5. A summary of our 2016 consolidated financial statements (not a full audit) was delivered by our accountant, Ben McNeely, of the firm Kelly, Huibers, McNeely. A copy of this report is available on our website ([www.themississippi.ca](http://www.themississippi.ca); members log-in; Member Information; Board of Director's Meeting Minutes). Following a vote, the financial statement was accepted by the members. The accountant did not have immediate answers to several questions concerning some small transactions (e.g. a small increase in membership fee reductions). The Board will respond via a routine Decision Record when these answers become available.
6. The Treasurer, Brian Bond, gave a slide presentation that summarized our financial situation from the Board's perspective. A copy is attached. There were no questions.
7. A motion was requested, offered, seconded, and unanimously carried to have the firm of Kelly, Huibers, McNeely ap-

## Shareholders' Meeting Wednesday 26 April 2017

pointed as our auditors for another one-year term. A motion was then passed to require a full audit of the 2017 fiscal year following the installation of our new irrigation system. Subsequent to the meeting, the Secretary realized that such an audit would not capture the installation activities currently scheduled for the spring of 2018. A clarification of the members' wishes in this regard will therefore be sought at the fall AGM.

8. The meeting unanimously approved the Board's request to lease 10 new power carts over a period of 5 years at a cost of \$59,000. This acquisition will increase our holdings to 50 and should obviate routine delays in cart availability.
9. It was suggested that the Board write to the township with regard to the condition of River Road from Appleton Sideroad (nearest to Highway 7) to the southeast edge of the village of Appleton". The Secretary will look into this.
10. It was suggested that green fee passes be used as incentives for members to pay their annual dues at an earlier date. The Board will consider this idea at their next meeting.
11. Enquiries are being made with regard to a partial repair or a complete re-shingling of the Pro Shop roof. The outcome will be included in a Board Decision Record when this process is complete.
12. In response to a question, the Membership Chair explained that we are gradually building a list of e-mail addresses for green fee players with a view to marketing playing opportunities directly to them. In the interim, the Board is using an e-mail blast to Ottawa Golf members to accomplish the same goal.
13. The meeting adjourned at 8:15 PM.

John Foottit

Secretary/VP

If any member has a question or a concern, please contact me at:

john.foottit@gmail.com



## Spring Shareholders Meeting

### Overview of 2016 Financial Statements

#### 2016

- 2016 revenues \$1,055,795
  - up \$9,800 or 0.94%
- 2016 expenses \$1,063,234
  - up \$102,835 or 10.7%
- After amortization of assets, revenues exceeded expenses by \$177,251
  - \$7,439 loss offset by \$184,690 net proceeds on land sale
- Operating Reserve Fund increased to \$83,926
- Capital Reserve Fund increased to \$400,900 with proceeds of 2017 land sale

#### 2015

- 2015 revenues \$1,045,995
- 2015 expenses \$960,399
- After amortization of assets, revenues exceeded expenses by \$132,091
- Operating Reserve (formerly Contingency) Fund increased to \$82,700
- Capital Reserve Fund initiated with \$105,000

# Highlights of 2016 Financial Activity (1)

## Financial Performance

1. Revenues up \$9,800 over 2015
  - a) *Membership revenues down \$29,920*
  - b) *Green fee, tournament and cart rental revenues up \$23,137*
  - c) *Bar revenues up \$20,625 (attributable to clubhouse improvements)*
2. Expenses up \$102,835 over 2015
  - a) *Hot weather required increased irrigation resulting in increased labour costs, system failures and maintenance requirements*
  - b) *Treatment and remediation of grub infestation resulted in increased labour and material costs*
  - c) *Lease payments commenced on new carts*
  - d) *Clubhouse maintenance, increased air conditioning usage and higher electricity rates further increased House expenses*

3

# Highlights of 2016 Financial Activity (2)

## Capital Improvements to the Clubhouse

- a) *Construction of the new bar*
- b) *Renovation of the clubhouse*
- c) *Development of rock wall beside clubhouse*

## Disposal of Capital Assets

- a) *Sold 83 acres of surplus land*
- b) *Proceeds of sale earmarked for 2017 installation of new automated irrigation system*

4

Shareholders' Meeting Wednesday 26 April 2017



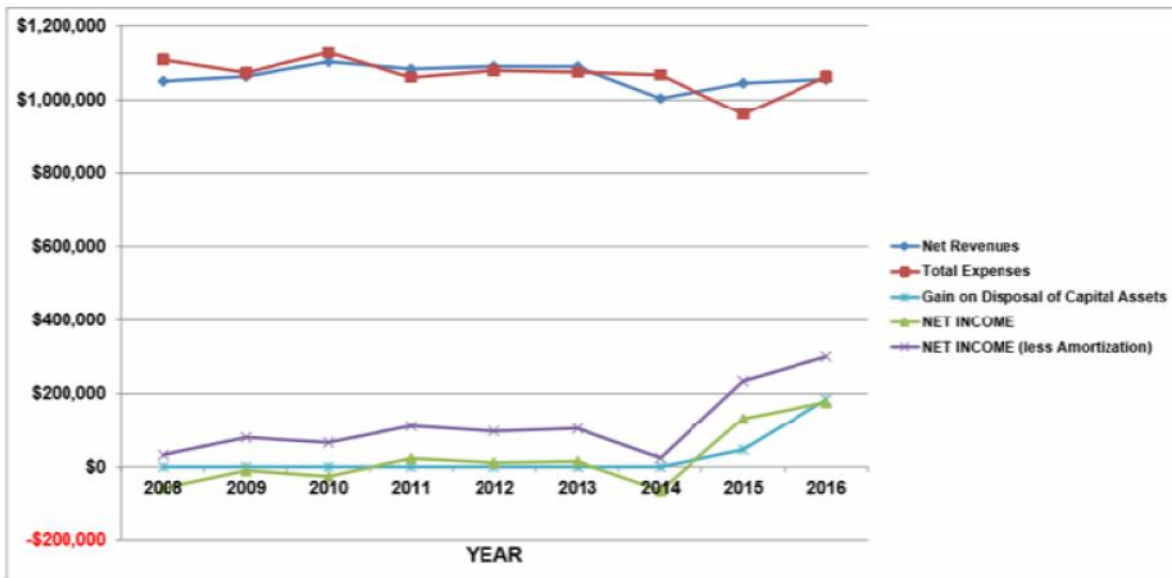
# 2017 Outlook

- Install automated irrigation system and pumphouse to enhance course conditions and reduce labour and maintenance costs
- Smooth the 10<sup>th</sup> fairway to improve the player experience and address frequent complaints
- Install sound-absorbing ceiling panels to reduce noise in clubhouse and bar and address long-standing complaints
- Construct new wrap-around patio overlooking 18<sup>th</sup> green to enhance the Club's ambiance and increase revenues
- Lease 10 new cart to address frequent shortages (*they'll more than pay for themselves*)
- Increase focus on marketing of memberships and green fee play
  - Institute incentives to attract new members, as well as serving military and groups of 8 or more joining together
  - Upgrade the website to enhance the Club's 'brand' and promote memberships and green fee play
  - Initiate e-mail blasts to reach golfers in the Ottawa market
  - Enhance advertising in Flagstick magazine

5

## MGC Financial Trends 2008-2016

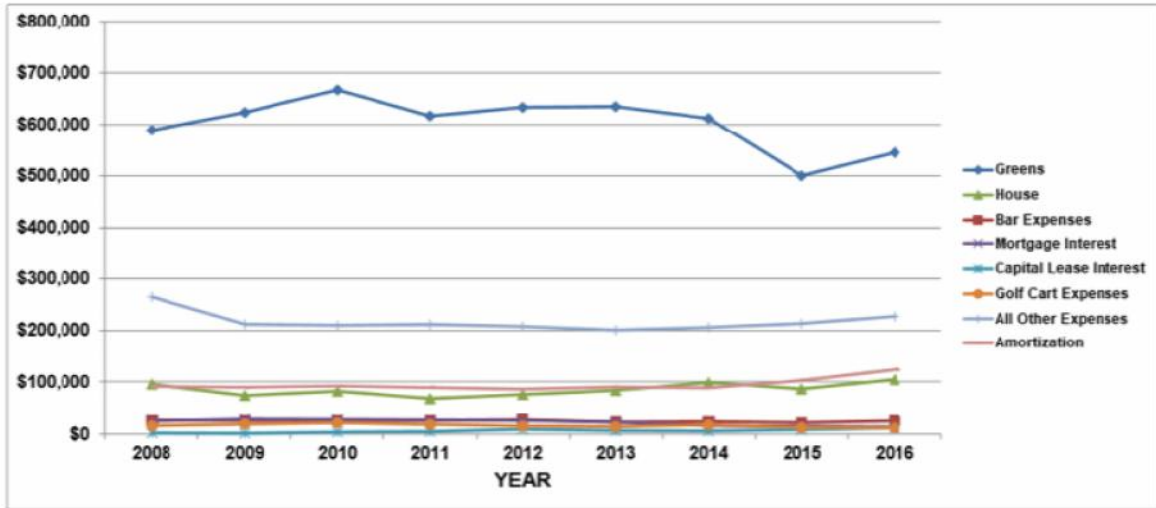
CATEGORY	2008	2009	2010	2011	2012	2013	2014	2015	2016
Net Revenues	\$1,051,360	\$1,064,333	\$1,103,867	\$1,084,121	\$1,091,380	\$1,090,734	\$1,004,194	\$1,045,995	\$1,055,795
Total Expenses	\$1,109,415	\$1,074,145	\$1,129,580	\$1,061,227	\$1,079,972	\$1,075,742	\$1,068,125	\$960,399	\$1,063,234
Gain on Disposal of Capital Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$46,495	\$184,690
<b>NET INCOME</b>	<b>-\$58,055</b>	<b>-\$9,812</b>	<b>-\$25,633</b>	<b>\$22,894</b>	<b>\$11,408</b>	<b>\$14,992</b>	<b>-\$63,931</b>	<b>\$132,091</b>	<b>\$177,251</b>
<b>NET INCOME (less Amortization)</b>	<b>\$32,357</b>	<b>\$79,351</b>	<b>\$65,819</b>	<b>\$111,438</b>	<b>\$96,862</b>	<b>\$104,723</b>	<b>\$24,027</b>	<b>\$234,555</b>	<b>\$300,459</b>



6

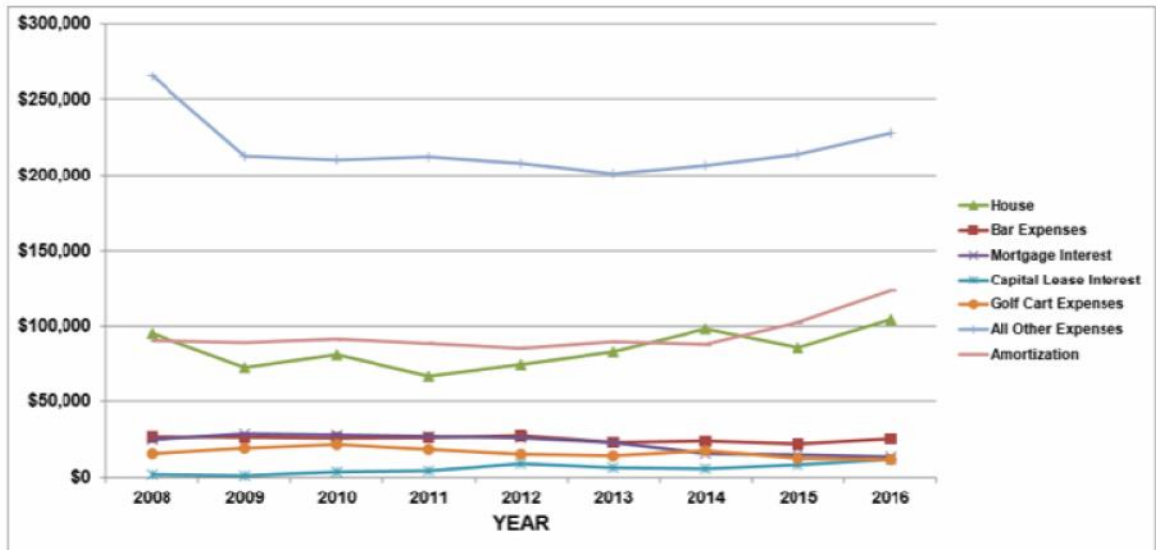
## Major Expense Trends

CATEGORY	2008	2009	2010	2011	2012	2013	2014	2015	2016
Greens	\$588,305	\$673,567	\$667,067	\$616,876	\$633,366	\$634,675	\$612,005	\$500,177	\$544,857
House	\$95,180	\$72,876	\$81,326	\$67,304	\$74,903	\$83,110	\$98,201	\$85,843	\$104,283
Bar Expenses	\$26,577	\$26,496	\$25,871	\$26,236	\$27,535	\$23,124	\$24,088	\$22,107	\$25,455
Mortgage Interest	\$24,349	\$28,688	\$27,952	\$27,029	\$26,112	\$23,024	\$15,764	\$14,934	\$13,698
Capital Lease Interest	\$2,126	\$1,362	\$3,815	\$4,609	\$9,133	\$6,579	\$5,885	\$8,441	\$12,001
Golf Cart Expenses	\$15,766	\$19,326	\$21,702	\$18,482	\$15,449	\$14,334	\$17,672	\$12,624	\$11,880
All Other Expenses	\$265,400	\$212,672	\$210,320	\$212,197	\$208,020	\$201,165	\$206,552	\$213,859	\$227,857
Amortization	\$90,412	\$89,163	\$91,452	\$88,544	\$85,454	\$89,731	\$87,958	\$102,464	\$123,208



## Major Expense Trends (excluding Greens)

CATEGORY	2008	2009	2010	2011	2012	2013	2014	2015	2016
House	\$95,180	\$72,876	\$81,326	\$67,304	\$74,903	\$83,110	\$98,201	\$85,843	\$104,283
Bar Expenses	\$26,577	\$26,496	\$25,871	\$26,236	\$27,535	\$23,124	\$24,088	\$22,107	\$25,455
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# Shareholders' Meeting Wednesday 26 April 2017

## Major Revenue Trends

CATEGORY	2008	2009	2010	2011	2012	2013	2014	2015	2016
Membership Income	\$597,684	\$590,873	\$632,037	\$601,054	\$646,967	\$652,720	\$604,015	\$565,201	\$535,281
Green Fees/Tournaments/Cart Rental	\$360,511	\$394,555	\$384,605	\$382,583	\$343,072	\$343,873	\$312,517	\$377,631	\$400,768
Bar Income	\$140,694	\$149,120	\$154,792	\$169,827	\$176,964	\$159,440	\$149,119	\$172,419	\$193,044

