

MGC Board of Directors Meeting Monday 6 July 2015

Members in Attendance:

President: Michael Mulcahy
Secretary/VP/Acting Treasurer: John Footitt
Greens Chairman: Peter Beerli
Membership: Ken Maheral
House Chairman: Daryl Craig

Staff in Attendance

Head Pro and Manager: Dan Kolar
Greens Superintendent: Bill Hudson

Decision Record

1. The meeting was convened at 18:00 hours (6 PM).
2. On behalf of the Centennial Committee, Ian Edwards gave a presentation on the new composite material benches. They will essentially require no maintenance during their life cycle. The suggested price for a member is currently \$650, including one inlaid logo. This price will cover a 10-year sponsorship. For commercial sponsors, the price will be \$150 per year for a minimum of 4 years (\$600 total). Some wooden benches will be retained in areas where the grass needs to cut on a regular basis because the composite benches are too heavy for one person to safely move (170 pounds).
3. After reviewing the proposals from 4 potential suppliers, the Board gave the Greens Chairman approval to proceed with the 5-year lease of 40 new golf carts. The preferred vendor is Turf Care (Yamaha). This company has offered to purchase our current fleet of 42 carts for \$60,000 (the oldest examples of which were purchased in 1998 and the youngest in 2006). In addition, a credit of \$3000 was offered for our inventory of spare parts. They feature Electronic Fuel Injection for easier starting (no manual choke) and 20% better fuel economy. They will be equipped with golf bag hoods and windshields. Although a welcome change, the lease cost for these carts will put upward pressure on annual membership dues. The exact amount will not be known until the Board's 2016 budget deliberations are complete. Addendum: after this meeting, a deal with Turf Care was reached. Two (2) of our old carts will be re-

MGC Board of Directors Meeting Monday 6 July 2015

tained as greenskeepers' runabouts, but the trade in value of \$60K for the fleet was kept the same. In addition, the warranty was extended to the full 5 years of the lease agreement. The carts will be delivered by early August.

4. The Greens Chairman advised that negotiations with Turf Care have resulted in a proposed price of \$620,000 for the replacement of our 18-hole irrigation system, including pumps. Addendum: owing to a misunderstanding about MGC's requirements, this estimate was subsequently revised to \$800,000. While a new system would be fully automated, facilitating watering at night when no one is playing golf, and would reduce the labour costs in our greens budget by about \$30,000 per year, the Board, post-meeting, agreed that this item should be deferred until next year, when our membership trend can be re-examined.
5. The Board received only one response to our Request for Proposals (RFP) to sell our surplus farmland, from Rideau Heartland Realty. The asking price would be \$400,000, or about \$4700 per acre (the land was purchased in 2005 for \$150,000).
6. A revised version of the Capital Plan was discussed. The golf carts have been removed from the plan as they will be leased rather than purchased. Addendum: The current capital assessment (\$275 per year per full member) does not have to be increased now that a decision to defer the new irrigation system has been taken. That said, the shareholders' will be encouraged to consider a small increase so that a substantial reserve fund can be created.
7. It was agreed that a special shareholders' meeting will be called for Monday 17 August at 6:30 PM to:
 - Obtain approval to sell our surplus farmland and create a capital reserve fund from it; and
 - Offer the members an opportunity to ask any questions they may have about the club's Capital Plan.
8. Information papers on the issues of the Farmland, the Capital Plan, and the MGC's near-term Business Strategy are currently in draft form.

MGC Board of Directors Meeting Monday 6 July 2015

They will be distributed with the notice for the special shareholders' meeting.

9. The 2015 budget continues to be on track (projecting a small surplus, currently at about \$24,000).
10. The acting Treasurer advised the Board that he would be unable to continue in this post past the Fall AGM and it will therefore be necessary for a member with the appropriate skills step forward for election at that time. I am unable to continue because:
 - I do not have an accounting background and have therefore been relying on my daughter (a CA) for technical support. She will be returning to work from maternity leave this Fall;
 - As currently scheduled, my availability could be problematic for a 3-month period beginning in September; and
 - I do not wish to continue holding down 2 Board positions.
11. It was agreed that the existing Liaison Committee (between the Board of Directors and the Manager) will undertake negotiations with the Manager for a new 2016 contract and Business Plan. The President will take the lead on this issue.
12. The Manager will assemble all the paper MGC Board of Directors' Decision Records/Minutes with a view to obtaining a price for them to be digitized through the use of a commercial scanning company.
13. The Manager is working on the creation of a joining checklist for new members and on procuring name tags for the Pro Shop and Clubhouse staff. He will also investigate the creation of an outline map that would be given to those tournament players requiring guidance to their starting tee box (with a view to obviating the cost for part-time staff to serve as guides during shotgun-start tournaments).
14. The Secretary/VP will send proposed wording to the Manager for a questionnaire that will be sent to all new members who have joined the club since the Fall of last year. The Board wishes to know what went

MGC Board of Directors Meeting Monday 6 July 2015

well for these new members and what did not. Our thanks to Dr. Mike Mullan for suggesting this.

15. The Greens Superintendent reported that:

- Greens are being cut at .115 and are stimping between 9.4 and 10.5 depending upon humidity;
- The greens staff are verticutting (to facilitate better moisture penetration) and topdressing every second week;
- Fairways have been fertilized twice this year and are due for a third. All fairways have been aerified and verticut.
- The new rough mower is saving between 40 and 60 hours per week in labour costs.
- We have had an easier summer so far this year and no major renovations using our own greens staff are planned.
- Thanks to Sandy Iwaniw for volunteering many hours of her time to assist with the gardening.

16. The Manager reported that:

- Revenue continues to be strong for this season: to date green fees and power cart rentals are up \$37,000 over last year and bar revenue is up \$6,700.
- Although much improved over last year, “no shows” continue to be a minor problem with a few members not appearing for their selected tee-off time at least twice during the past month. The Membership Chair will speak with the offenders. Members are encouraged to cancel their tee times any time beforehand (by at least one hour) so that the club can attempt to fill the empty slots with green fee players. This is a revenue issue, nothing more.
- Smoking on the patio and adjacent grassed area continues to be a problem. The new Provincial law prohibits smoking in these areas

MGC Board of Directors Meeting Monday 6 July 2015

(stepping off the patio on to the grassed area will not suffice). Additional signage to this effect will be investigated.

- There has not been significant engagement from Reservation Masters - a potential supplier of on-line tee time bookings for both members and green fee players. The Board is very concerned that Reservation Masters is not being proactive enough to suit our needs and will consider other possible service providers.

17. The meeting adjourned at 21:10 hours (09:10 PM).

18. The next meeting of the Board was deferred until after the special shareholders' meeting to be held on Monday 17 August beginning at 18:30 hours (06:30 PM).

John Foottit
Secretary/VP

If any member has a question or a concern, please contact me at:
john.foottit@gmail.com