**MINUTES OF THE BALLARAT GOLF CLUB INC**

**ANNUAL GENERAL MEETING HELD AT THE CLUBHOUSE**

**ON MONDAY 25th MARCH 2013.**

**Present:**

President Michael Erbacher (Chairman) and 66 members and 4 guests as per register of attendance. The meeting opened at 8:00PM.

**Apologies:**

June Harty, Denis Faulkner, Graeme Thomas, Neil Titheridge, Jill Dunne, Jeremy Johnson, Sue Sidebottom, John Miller, Maxine Berry, Fay Butcher, Rick Lockett, Kevin Ryan, Bill Davis, Frances Fraser.

**Moved:** R Brauman **Seconded:** B Sheahan that apologies be accepted. **Carried.**

The President welcomed all members to the 118th AGM of the club, making special recognition of the Life Members present, Peter Hoskin, Peter Cook and Heather Brauman which was greeted by a warm round of applause.

G. Fry read the minutes of the Special General Meeting held on the 26th March 2012.

**Moved:** G. Butcher that the Minutes of the Special General Meeting held on the 26th March 2012.be accepted as a true and accurate record. **Seconded:** V Waldron. **Carried.**

M Phillips read the minutes of the Annual General Meeting held on 26th March 2012.

**Moved:** K. Wagner that the Minutes of the Annual General Meeting held on the 26th March 2012.be accepted as a true and accurate record. **Seconded:** P Cook. **Carried.**

G. Fry read the minutes of the Special General Meeting held on the 21st December 2012.

**Moved:** K Erbacher that the Minutes of the Special General Meeting held on the 21st December 2012 be accepted as a true and accurate record. **Seconded:** M Bibby. **Carried.**

The President read the Notice of the AGM and apologized for not doing so at the commencement of the meeting.

**Adoption of Annual Report:**

The President presented the Annual Report reading his report as contained in it: At the conclusion he thanked Wayne Hines for his significant contribution to the Board and as Captain and asked that this be recognised by a round of applause – this was provided by all those in attendance.

The President then asked Paul Foley – Finance Director to speak.

Paul referred to his full report contained in the Annual Report and that he wanted to make express mention of a number of significant items:

- Net Profit of $145,772 including non cash items of approximately $200,000 giving a positive cash position for the years operations in excess of $350,000
- Bistro trade providing great quantity and quality with an industry competitive Gross Profit Margin
- Massive changes in the gaming operations with the club now receiving all income but having to pay gaming tax, entitlement instalments and other charges associated with the changed operation. He hoped that this would see a net increase in revenue of $80,000 or more.
- Golf Operations had seen an increase in competition and green fees and noted that “CM – General had

seen an increase in costs of approximately $20,000 including works to practice tee and tree removal.

- General Operations which could also be referred to as member services – the advertising component encompasses many things including the production of various member reports, TV and radio advertising of events, golfing magazines and committee expenses – these being largely the AGM and the small meals provided to the Board on their meeting nights.
- Tennis legal expenses had been recovered through insurance. Overall the tennis costs of $1M including Integra's contribution of $351,000 was very much in line with the estimated expenditure as approved through the SGM held for that purpose.
- The capital reserve fund had reduced due to the tennis related payments.
- Liabilities have increased by approximately $225,000 – this largely being a timing issue associated with taxation payments and monitoring fees associated with the new gaming regime.
- Employment cost provisions were being closely monitored.
- The strategic review was being undertaken and any financial implication would be carefully considered and reported as appropriate.

Paul then asked for questions:

P Chamberlain – questioned the cost of tennis and whether there has been a "sign off" letter from tennis.
P Foley and M Phillips responded that payments had been in accordance with the courts process and the "sign off" process was in effect achieved through the obligations of the Clubs commitments under the agreement reached.

There being no further questions the President asked that a motion be moved to accept the Annual Report and Balance Sheet be received. **Moved** D Torpy **Seconded** P Banks Carried.

The President then called on the Captain – Wayne Hines – to present his report.

Wayne then

- Congratulated all trophy winners during the year and noted that trophies were now presented on the awards night which was proving both popular and enjoyable.
- Noted that he had now served on the Board for 6 years and as Captain for 2. He thanked Jeff Powell and his team, "dad's army" Michael Phillips and his team and the members for their great support.
- Noted that serving had been a great honour that he will miss greatly.

**GENERAL BUSINESS**

The President opened general business and asked for questions from the floor.

Ron Clark noted that a report of member numbers / losses was to be provided following last years AGM but was not in the report.
M Phillips responded – providing details including the members billed at the end of 2012 for subs was 816 – with 53 advising of ceased membership and 52 who had not responded at all. 37 members who were contemplating their continued membership had moved to the new limited category and a further 30 new members had joined this. Our current membership number was 825 with a further 1103 social members. He also noted that the reducing number of members was of concern for all clubs across the district.

Rod Brauman noted that Bill David was listed under the Hole In One's achieved but that it should read Bill Davis.
Rod Brauman asked why the reports provided in the Annual Report has 2 different ranking figures.\
The President explained that they were 2 different measures – one for the course and one for the course presentation.
Rod Brauman asked if the Bank Charges shown as FID were correct as FID charges were no longer correct.
P Foley responded that the figure was correct but that the wording was not.
Rad Brauman asked why the Annual Report was only available 1 week before the AGM when the financial year ended 31/12.
M Phillips responded that no work could commence on the financials reports on until at least the end of January as the club needed to get all invoices in from suppliers relating to the financial year. Also the staff and directors had worked extremely hard and the report was 2 weeks ahead of schedule but that the club was very reliant on

its Auditors and that the Audit report was not received until the 18th of March despite reasonable pressure from the club to have them completed ASAP and that the Annual Report cannot be issued without it.
Rod Brauman asked if Social members paid a yearly subscription.
M Phillips advised that this was the case – but that as the membership type had been introduced mid way through 2012 and as an incentive to sign up the fee was to go through until the end of 2013.
Rod Brauman asked why the Clubs dress rules were not policed.
M Phillips responded that the Pro Shop did a good job policing the rules though it was difficult once players were out on course. He then read the Clubs dress rules and noted the Board had introduced an amendment for competition players requiring them to be in a collared or high necked shirt.

S Peters asked why the same collared code was not enforced fro green fees players.
M Phillips responded that the club had been losing green fees players to other clubs when its general dress code had been stricter and that it was a balancing act to ensure that a reasonable standard of dress, flexibility and a fiscally responsible position in relation to this was achieved

Michael Dunne moved that the AGM be adjourned as it was near time for the scheduled Special General Meeting. Seconded K Wagner. Carried.

The meeting was adjourned at 8:55PM

The meeting was re-opened by the President at 9:15PM and General Business continued with questions from the floor.

B Coltman stated that it was a good thing to have dress standards but they should be reasonably high and need to be strictly enforced.
The President re-iterated M Phillips earlier comments and that the club was working very hard to maintain a responsible position in relation to the matter.

G Butcher noted that his home was close to the course and that he had witnessed on many occasions carts being driven across greens and asked what was being done to stop such behaviour given clear markings on the ground prior to greens and asked if this was indicated on the hire carts.
The President responded that there was some course marshalling but that it was impossible to monitor the behaviour of everyone on the course at once. He noted that members need to contact the pro-shop immediately and report any such issues so that action could be taken – as has happened recently.

V Waldron asked why the Friday night 20% members discount had ceased as she felt it had helped with Friday night numbers.
M Phillips responded that the 20% had been a marketing exercise trialled in the first half of 2012 but that during this time member numbers and income had actually decreased and therefore the trial had ceased. He also noted that other changes had been suggested by the Social Club and subsequent changes adopted in an attempt to attract more members to the night.

P Roberts noted that as club historian he wished to congratulate the club and the greens staff for the magnificent achievement over the last 5 years stating that all members should be incredibly proud of what we had and how it had developed in that time.
This was greeted by a warm round of applause and the President thank Phil for his comments.

M Bibby asked about the progress of fencing around the course and the offset to housing that has or will be developed in the future.
B Allan (Board and Greens) noted that meetings were regularly held with Integra in relation to these issues and that the agreement was that fencing would be established as the various housing areas were developed. Temporary fencing was soon to be in place along the 5th and that meetings had taken place to discuss ball flight and future plantings that would take place with housing development.
G Butcher noted that as a neighbour he has a covenant on his title preventing him from taking any action against the club or player who may cause accidental damage to his property while playing golf.

P Chamberlain noted his concern in several areas of the finance reports in particular the percentage increases in some areas of operations, the loss position in some and the ability of the Club to undertaken major works unless these concerns were addressed. He also asked if all areas – particularly course and general were given budgets to manage.

P Foley responded that the stated purpose as per the rules is to operate a golf club and member and guest facilities. The club was a not for profit and tax free organisation and there were certain requirements that the club needed to meet to ensure that it maintained these classifications. He noted also that budgets were set and strictly monitored throughout the year. The club was very focussed on the balance between being fiscally responsible and competitive in its various markets. He offered to discuss all the matters Mr Chamberlain had raised in detail outside of the meeting as he felt that the members present would not wish to go into such detail at the meeting. Members verbally acknowledge agreement with this statement.

R Titheridge raised a concern that at a recent mixed event the bar in the member's area used was not opened for use and the bistro bar had to be used.
M Phillips responded that this was what had occurred and it should not have as staff resources had been allocated for the bar for that event. As soon as this matter had come to his attention it was addressed so that such circumstances would not occur in future.

L Caldwell asked if there were any places for men's beginners' classes as the ladies had proved popular and a number of members signed as a result.
The President noted that D Azzopardi (Pro) would look at this option

L Caldwell asked if there were any plans to provide children's play facilities.
The President noted that there was a Strategic planning committee in place and that this matter would be referred to them as part of their considerations.

There being no further business the President called for the election results.
He was provided with a signed and sealed letter from the election scrutineers, Michael Phillips, Barry Parker, Michael Dunne and Gary Fry. The President noted that there were 4 positions to be filled with 5 nominations having been received and that the successful candidates were John King, Michael Erbacher, Gilbert Fryatt and Phillip Chamberlain and congratulated those successful.

The President declared the meeting closed at 9.24 PM and invited all those in attendance for a drink on the Club.