

# CLARE GOLF & COUNTRY CLUB

## ANNUAL SHAREHOLDER MEETING

MINUTES APRIL 24, 2017

**Shareholders welcomed.** Thirty eight (38) shareholders present plus 7 by proxy, total of 45 shareholders. Guest Speaker Mr. David Campbell, executive director of Nova Scotia Golf Association introduced and welcomed.

**Approval of Minutes of 2016:** Minutes review as circulated, noting no errors or omissions. **Moved by Pat Nickerson and seconded by Dwight Wagner to accept the minutes. Motion carried.**

Business Arising: Suggested that the minutes reflect the names on the full board including not only the ones elected but those continuing on for the second year.

**Financial Statements & Review:** The financial statements having been circulated the Treasurer, Ray Tucker, reviewed the documents. Noting a correction on page 6 item # 4 should read, long term debt \$125,483 instead of \$139,483 leaving balance at \$111,483 instead of \$125,483. This does not impact the rest of the financial statement as the correct long term debt amount is shown on page 1 as \$111,483. Ray noted that it was a good year financially. The board held tight to the budget approved by the board. Although the revenues were down, credit to the manager, the expenditures were well controlled turning a slight surplus as budgeted for 2016. Sales were down, likely due to the Friday fish events, as attendance dropped in the fall. The event is a high volume low profit. However, the Gross profit margin was improved, reducing significantly the impact of the lowered sales. Suggestions for the reduced sales in dry canteen were the Friday Fish. Last year in late August the volume decreased significantly. There were competing events, particularly the popular Chase the Ace event in Pubnico. Mark indicated he is looking at another venue to replace the Friday Fish, but will consider doing the Friday Fish while fresh fish is available.

**Financial Review Committee:** The statements were sent to the Review Committee. Elie Thimot reported he review the financials and had no concerns. Pleased to see there was a positive net income for the first time in several years.

**Motion: by Ian Comeau and Andrew Saulnier to approve the financial statements for 2016. Motion Carried.**

**Budget Summary for 2017:** The Board in conjunction with the manager developed a budget which reflects positive net revenue of \$18,500 continuing to address our debt and cash flow issue. The board is continuing a moratorium on Capital Expenditures for 2017.

**Manager Report:** Full 2016 report circulated. In summary it was a very challenging year both in regard to expense and revenue. Having faced several previous consecutive years of deficit, the financial situation had to be addressed. Meetings were held with the board and Caisse Populaire to address our financial situation. A budget was developed with the board for 2016, and closely monitored. This has produced a positive financial year with a surplus.

Mark identified tournament revenue as an area that needed to be improved; participation in tournaments is down, thus bringing revenue down. Course opened early last year which puts pressure on the budget by increased expenses, with no great return on revenue. There were many 50<sup>th</sup> year anniversary celebrations throughout the year and all were successful. Thank-you goes to members and shareholders who participated to make this a success. Andrew had challenges on the course with a very dry year – a congratulations to the grounds crew for maintaining the course in excellent condition. The kitchen was busy last year with weddings, the anniversary events and 12 private parties. The reciprocal golf days with Greenwood and Parigon were very successful, enjoyed

by our members and well attended with visitors, over 50 golfers attending on one day from the Valley. Mark plans on expanding on this concept in 2017.

**President's Report:** Full 2016 Report circulated. In summary: Highlights were the hosting of the Provincial Men's Amateur and the many 50<sup>th</sup> year celebrations. Many very positive comments noted by the members and visitors regarding the condition of the course. The club attracts many avid golfers and continues to be acknowledged as being second to none and thanks goes to the Manager and entire staff. We are very pleased to have the honor of hosting the Future Links Atlantic Junior Championships this coming summer.

The fact that we turned several years of deficits to a year with a positive revenue situation was a major accomplishment thanks largely to our manager. A big thank-you goes to all board members for support, knowing that all decisions are made in the best interest of the club. A big thank you goes to all volunteers of the countless hours given and for the generous contributions from our sponsors.

**Ladies Division Report:** Full report circulated. A successful year, tournaments well attended. Division donated \$2,500 to the golf course after paying all expenses. Plans are to host the same tournaments in 2017. A thank you goes to all the ladies for making the year an enjoyable one.

**Election of officers:** The nominating committee put forth the following 5 share holders for nomination to the board for 2 year terms: Philippe Gaudet; Darren Blinn; Cecile Theriault; Ghislaine LeBlanc; Philippe Thibault.

A call from the floor for further nominations yielded no further nominations.

**Moved by Patricia Saulnier and seconded by Ernie Muise, that the nominating report be accepted.** There being no further nominations, the above are declared elected to the board for a 2 year term.

**The 2017 board consists of:** Desire LeBlanc – President, Stephane LeBlanc - Vice President, Blair Mellor – Past president, (Ray Tucker – Treasurer, appointed by the board) 5 directors with one term remaining: Bill Twaddle, Claude Comeau, Mark Deveau, Jacques Lombard and Donald Doucet. Newly elected for a 2 year term: Philippe Gaudet, Darren Blinn, Cecile Theriault, Ghislaine LeBlanc, and Philippe Thibault.

**Financial Review Committee for 2018:** A call for share holders to volunteer to perform the duties of the financial review committee. The following volunteered: Elie Thimot; Hubert Melanson; Lowell Briggs.

**Nominating Committee for 2018:** A call for 3 share holders and 2 board members to volunteer to perform the duties of the nominating committee for election of officers in 2018. The following volunteered: Patricia Saulnier; Lowell Briggs; Howard Blinn – shareholders. Board members: Stephan LeBlanc and Bill Twaddle.

**New Business:** Friday fish discussed, appeared to be interest in keeping it going. Mark indicated he would look at trying it for June. Other fund raising items discussed: Chase the Ace, Brian Melanson expressed interest in volunteering to work on it. This year Stephane and Jacques worked on the Masters Pool which raised \$660 for the Club. They will develop a pool this year for all 4 majors with the profits going to the Club.

Some shareholders indicated they did not get email notice of meeting. A committee is working on getting all emails up to date and working out some issues with the sending of emails. The AGM or any special share holders meetings will be posted as well in local media as well. Shareholders are urged to notify the pro-shop of their up to date email address if changed.

Acknowledgement was made of the job well done by the ground crews during last summer's very dry season in keeping the course in excellent shape all summer.

Board congratulated for developing and posting policies on the web site. It was suggested that it may be difficult to enforce some policies. Noted that all share holders are owners of the club and can assist in addressing policy issues.

**Presentation by Guest Speaker: Dave Campbell, Executive Director of NSGA:**

Announced that NSGA would be introducing a new membership model in 2018 offering a Golf Canada gold membership for all members. This would increase the dues to member clubs to \$30 a member from the current \$25. As a gold member of Golf Canada there would be an insurance for loss or damage of personal golf clubs, a property damage insurance in the event a golfer damaged property while golfing (anywhere in north America), or damage to a rental golf car. Also golf Canada would be providing stickers for clubs which would enable a lost club to be reunited with its owner. Golf Canada cards are available when you log into your Golf Canada account to record scores. If you wish a card indicate it on this site and one will be sent by Golf Canada, cards are only issued on request.

Dave reviewed NSGA strategic Plan and answered questions from the floor regarding Nova Scotia Golf Association (NSGA) and Golf Canada.

Dave also gave Clare Golf & Country Club great praise for the state of the course, staff, and friendliness of members. He indicated that Clare Golf sets the gold standards for a course of its size and is well know across Canada. Clare Golf has produced presidents for NSGA as well as presidents for Golf Canada and as well has had members achieving National Champions.

NSGA enjoy putting on provincial tournaments at Clare as the volunteers are excellent and players love to play the course. The fact that Clare Golf and Country Club was selected to host the Future Links Atlantic Champions in 2017 again speaks well for the excellent reputation the course has even on the National Level.

Shareholders invited to remain after the meeting to mingle and enjoy complimentary Wine and Cheese.

**Meeting Adjourned at 8:15.**

President: \_\_\_\_\_ Secretary: \_\_\_\_\_

Date: \_\_\_\_\_