

Kilsyth Lennox Golf Club

Minute of Annual General Meeting : December 7th 2023

Club President, David Napier welcomed the 23 Members in attendance.

Apologies : M Waters, C McKay,

President's Introduction

Club President, David Napier welcomed Members to the Meeting. He thanked them for attending in spite of the dreadful weather. In his report, Mr Napier commented on a difficult year and outlined the challenges which the Club had faced. He thanked the Greenstaff and all who had assisted on the course and all the Staff involved in running and maintaining the Clubhouse facilities. He thanked all Conveners and outgoing Captain Michael Fitzsimmons whose Captain's Day had raised over £2000 for Charity and he wished incoming Captain Colin McKay all the best for the coming season. He congratulated the new Club Champion, Peter Griffin who had prevailed in an excellent final with some showcase golf. He paid tribute to Club Manager Andy Green and Treasurer Robert Fleming for their management of the Club Finances and astute sourcing of deals.

He closed by reporting on long time Committee Member and Bar Convener Harry Hagen who was currently in hospital and the sad passing of Bill Gracie at the age of 102, another long term Member and former Committee Member .

(Full report – see Appendix 1)

Report on Club Accounts – Consilium Mr B Thomson

Mr Thomson reported that the Club's accounts and financial records had been checked in the same manner as former years and indicated that the Club had been given a 'clear' report, there being nothing within the accounts to bring to the Club's attention. However, a number of issues required to be flagged up. It had been a challenging year but this was the case for many Golf Clubs.

Membership numbers had decreased from 467 to 439 but increased subscriptions had increased membership income from £190,419 to £196,552. For the year ending 2023 , the Club reported a deficit of %5,754 compared to the previous year deficit of £19,833. However, this figure continues to show a deterioration in the financial position of the Club.

Overall, revenue had increased by £1,097 to £252,444 and the key movements in this area were summarised.

Costs excluding depreciation were £258,198 down from £277,180 – a decrease of £12,982. Again key areas were summarised.

The net deficit including depreciation was £21,061 and although lower than the previous year due to cost cutting, was reflective of the 'cash loss; of the Club. At 30th September, the Club was running an overdraft of £34, 860 compared to last year's £10, 446.

As with other businesses, the Club was battling against the cost of living crisis, inflation and a huge hike in utility prices. He felt it prudent to mention that the Club was nearing its £50k over draft limit and with net current liabilities around £64k, this situation was not sustainable. It was imperative to increase the membership and hopefully encourage greater use of the Clubhouse given the new catering franchise.

Question : Would there be any advantage making the Club a Charitable Trust ?

Mr Thomson replied that in some circumstances there could be tax advantages. Mr Fleming added that the Club had checked this out a few years ago and it was shown that any benefits would not be worth the accompanying concessions.

Question. What was the position regarding rates/ Council Tax exemptions?

Mr Fleming replied that only Clubs with high visitor turn over could benefit from tax breaks.

Mr Fleming thanked Brian Thomson for presenting his report and Mr Thomson left the Meeting.

(Full report – see Appendix 2)

Election of Auditors

Mr Fleming proposed that the Club continue with Consilium and this was seconded by Mr Deryck Nutley and carried unanimously.

Minutes of 59th Annual General Meeting

The minutes had been posted on the website for scrutiny. Prior to the adoption of the minutes, Mr Friel raised an issue regarding a comment made at the Meeting regarding taking the Auditor to task for painting a ‘ blacker’ financial picture than existed. This had not been included in the minute. Having acknowledged this omission, adoption of the minutes of December 2022 was proposed by M Fitzsimmons seconded by D Stewart.

Mr Napier indicated that he would revert to Mr Friel regarding this issue.

Matters arising from the Minutes

Election of Office Bearers

The following members having been duly proposed and seconded were elected as Office Bearers for season 2024.

President	David Napier
Captain	Colin McKay
Vice Captain	Tom Winters
Secretary	Alan Stevenson
Treasurer	Robert Fleming

Election of Members of the General Committee

There were currently five vacancies

The following members having been duly proposed and seconded were elected to the General Committee for a period of 3 years.

D Arnott, P Griffin

There were 3 additional vacancies and nominations were requested from the floor

D. Conway was nominated by A Green, seconded by P Griffin

Grant Penman was nominated By M Fitzsimmons seconded by T Winters.

There being no further nominations, both members were elected to the General Committee for a period of three years

Captains Report

Mr Fitzsimmons indicated that it had been an honour to serve as Captain for the second time and it was good to see the election of younger members onto the Committee since they would be the future of the Club.

His charity for the year had been Alzheimer Scotland – given that this affliction was becoming more prevalent within our aging population. He thanked all those who had assisted him throughout his year and with the organisation of Captain's Day.

He thanked Kilsyth Rangers football club for hosting the Charity Rangers v Celtic football match, the Club Committee and all those who helped out at the event. The 'Celtic' team ran out 4-1 winners with Mitch Brown 'Man of the Match'. The event raised £500.00.

The weekend events included target golf and a long driving competition won by the Club President. The event was a Hawaiian dress code Texas Scramble and he thanked the Greenstaff , Catering and Bar Staff and all Competitors for helping make it a memorable day. Total raised was £2,137.

He regretted not being able to referee the fantastic Club Championship final between Peter Griffin and Eoin Brown , having fought through to a final himself.

He thanked Mr Napier for making the presentations on the day and for the Greenstaff having the course in immaculate condition.

He thanked Mr Waters and Mr D Stewart for their work organising last Friday's presentation of prizes and closed by wishing next year's Captain , Colin McKay all best wishes and hoped that he would receive the same support as himself.

Bar Working Group

Mr Napier indicated that the full report was published on the website .

(Full report – see appendix 3)

It had been a challenging year trying to balance price increases from the brewers and other suppliers while keeping prices competitive. There had been a problem with the till integration system which meant that the membership card did not operate throughout the season. Fridges had been upgraded and the vinyl flooring replaced. Stock had been upgraded with new premium beer introduced and an increased range of wines. Catering had proved to be a recurring problem. It would cost the Club around £40k to employ a caterer so it was decided to go down the franchise route. Christine had applied but gave up in August. Fiona Meechan had submitted her cv after the closing date but fortunately was still available and has since taken over. She is currently doing a fantastic job and her drive and enthusiasm is starting to pay dividends as the number of functions and events within the Club increases. The half-way house was now operational during competition days and would run a catering service for the members through the winter. The introduction of the Friday 'fish tea' had been a great success.

It was now intended to give the lounge a 'face lift' to encourage additional trade. Tennents had initially offered a loan for refurbishment but had since withdrawn the offer given that the residual from a previous loan was still outstanding. Mr Napier proposed a £25.00 one off payment ring fenced for improving the lounge area. This would be taken off the February payment in order to accumulate a lump sum which would allow work to be carried out prior to the season.

Question. Might the £25.00 payment scare some members off ?

Mr Fitzsimmons replied that this amounted to around an extra £2.00 per month. The advantage in having this sum available was that the Tennents loan could be paid off. Cutting the tie with Tennents would allow the Club to become a 'free house'. The total cost of a complete refurb would be around £30k . This would involve upgrading the floor and furniture. The Club would have the option of financing elsewhere. At present the Clubhouse did not have an improvement budget.

Comment : Would £8k be enough to carry out the necessary work ?

Mr May indicated that members would need to see the actual improvements if this was to be done over a number of years and it had to be shown that this was value for money.

Mr Napier replied that a plan was in place . There would be an initial improvement in the décor, freshening up the paintwork. Better tables and chairs were required along with an improved seating lay out. This had all been priced.

Mr Friel commented that Members would need to see the plan in advance so nothing was hidden.

Question: If the Bar revenue increased, could some of the profit be ring fenced?

Mr Napier replied that the Bar revenue was not retained by the Bar but integrated into the Club income. Last year the Bar had made a loss and the argument was that the money could be better used elsewhere.

Mr Alan Brown commented on comments made at last year's AGM where some Members indicated that they would be willing to pay more. He felt that the £25.00 could be regarded as a minimum payment and any member willing to contribute additional money for this purpose could do so. The scheme needed to be well publicised through social media and communication with the whole membership in order to 'boost the pot'.

Mr Cooper commented that he had no issue with this but he did have various issues with the condition of the course. Was there an option to split the money raised – some for the course and some for the Clubhouse? Members of the Club were primarily golfers and he felt that there could be a backlash.

Mr Griffin indicated that members could contribute additional money for course improvements

Mr Fitzsimmons indicated that this was usually covered through the annual subscription

Mr Cooper felt that if Members didn't use the Clubhouse, why should they pay an additional £25.00?

Mr Napier replied that this was being proposed to generate revenue which could be diverted to the course.

Mr May suggested that the Committee should simply increase the fee by a set amount.

Mr Stewart indicated that the 50:50 Club could help to generate money. Currently some of the money generated was used for the Clubhouse and some for the course.

Mr Cooper felt that any scheme should be all Members to be equitable.

Mr Napier indicated that other avenues would be explored for raising funds. It was intended to charge Club Members £50.00 for rental of the hall to cover cleaning costs and additional expenses. It was commented that the Club could charge more for the hall hire in line with other establishments. The ambitious new caterer could generate more bookings and hence increase Bar returns.

Mr Napier proposed the £25.00 one off payment. Mr Cooper seconded the proposal.

Mr Seghr put forward a counter proposal which was to increase Bar prices or put money on the fees. There was no seconder for this proposal.

Mr Napier's proposal was carried. A £25.00 one off payment would be added to the fees of all qualifying members. This payment would be taken in February.

Social

Mr Winters reported on a steady flow of private functions in addition to the four major Club functions. More involvement from Club members was required. Fiona Meehan has been generating lots of new events and has promoted lots of different types of functions in her relatively short tenure to date. He commented that given the lack of support from the membership, the Bar might as well close if there were no functions to generate income.

Greens

Mr Griffin reported that Brian had been dealing directly with the Committee up to now and now that he had taken over the reins as Convener he was becoming actively involved with Brian and the Greenstaff. Given the difficulties faced this year, the course had been a credit to the Greenstaff. He felt that he was now in a position to do something about the issues which had caused problems during the last year. He indicated that good communication was the key. Communication between the Greenstaff and the Committee and communication between the Committee and the members. Members required constant updates – daily if necessary. Mr Green would assist with this aspect. He hoped to enable Brian and his team to do what they want to do with the Greens Committee helping to shoulder the burden. He anticipated seeing the fruits of their collaboration begin to take shape by 2025. He was excited taking up the job but also remained realistic.

Comment; The Committee should look at what apprenticeship schemes were available and bring new people in

Mr Cooper commented on the need for machinery

Mr Griffin replies that Brian had already spoken with John deere and Toro regarding the various ways of financing new machinery. He wanted Brian to control his budget since he understands the intricacies of his job. Once a budget is set, they can sit down together and discuss the yearly spend.

Question: The question of irrigation was raised given that there were times during the dry spell when the course was unplayable.

Mr Griffin replied that Brian doesn't see this as a main problem but alternative solutions were being investigated.

Mr Napier added that the Club had looked at the scheme propose for Braehead. This was completely unaffordable. However, construction of retention ponds to minimise travel was a possibility. A gravity fed system might also be feasible. A basic irrigation system would cost in the region of £250 - £300 k. In addition, maintenance costs were high – it cost Hayston ,for example , around £20k per year.

Mr May commented on the planned maintenance of the Course. He felt that coring, for example, was planned around the competitions and there were times when coring was being done at the wrong time of year. Fewer competitions might allow more flexibility. He cited courses where they shut down one nine one week for coring and the other nine the next week. Coring should be done at the optimal time of year so the greens recovered faster and help towards a more consistent course throughout the year.

Mr Nelson suggested moving the Club Championship to an earlier date and core the greens earlier. If coring was too late, the greens took longer to recover. He also mentioned that the tees took a pounding during the winter and didn't get a chance to be treated correctly.

Mr Friel felt that part of the problem was that the course did not get rested because of the winter league. The tees did not get a chance to recover. He felt that the winter league should be played on a winter course to allow tees and greens to recover.

Mr Griffin replied that the Head Greenkeeper had explained to him the way that frost affected the greens. As long as the frost had lifted play could take place on the normal greens. He felt that the course needed to be prepped for winter greens should this be necessary. The course closure was determined by the Head Greenkeeper after consultation with the Greens Committee. A decision would be made on the Friday following communication with Brian and the Greens Committee would check on the Saturday night to enable a decision to be made for the Sunday morning.

Mr Green felt that if the Mr Griffin, the Greens Committee and the Greenkeeper made the decision to play winter greens he didn't mind provided that the course was set up for winter play. Golfers would still play but it was important to relay decisions about the playability of the course to the members. Mr Griffin was excited about taking up the job and we should all be excited about his ideas. It was good to have him as a 'buffer' between the Members, Greenkeeper and Committee. Any queries or problems should be emailed directly to himself via the admin email address.

Match and Handicap

Mr Arnott gave the report in the absence of Mr Coyle who was unable to attend for personal reasons. He congratulated Michael Waters who had done a great job throughout the season. The full report was available on the website . (see appendix 4)

It had been a successful season with Match and Handicap generating more income than the Bar profit.

Mr Waters was looking at the schedule for next year and would discuss various issues with Mr Griffin. One matter up for discussion was whether the Club Championship should have four qualifiers or perhaps incorporated into the medals.

There had been teething problems with the handicap and booking system which he had been working through with Mr Green. There had been some issues with Saturday morning booking times for example where players were unable to book their preferred time.

All knock out competitions had been fully subscribed and played out.

With the new World Handicap System coming into operation next season, everyone's handicap will go down by one shot.

Mr Green asked if multi-tee competitions were now feasible given the World Handicap System. There was some discussion regarding this point and how the system might operate but in theory it was now possible and the Club would try it out during next season.

Mr Nutley explained the technical issues surrounding the way this system could operate and was prepared to present an information workshop on both the \world Handicap System and the Course Rating System to the Membership. He also indicated that nine hole competitions

were becoming more popular. This would allow the idea of coring the greens at particular times of the year as suggested in an earlier discussion.

Mr Napier closed the discussion by again thanking Mr Waters for his dedication and outstanding contribution to Match and Handicap.

House

Mr Winters summarised the main House activities during the season

Container with buggies /ride on buggies full, Gents locker room cleared of items left by members.

Additional electrics in kitchen and halfway house fitted, Vinyl work carried out in bar area.

Shelf and floor all funded by 50/50 money.

New external cart hose reel fitted with external tap.

Gutters cleared and repaired.

Gas certificate in place July 2023.

Kitchen checked weekly for hygiene and cleaning all in good order, used oil removed regularly.

Victoria Omand has kept the clubhouse cleaned throughout the year and has carried out a superb job.

Looking to refurb the Gents Locker room before start of 2024 season.

Marketing

The full report was published on the website (Appendix 5)

During the year functions had been promoted and Marketing was now liaising closely with Fiona in the kitchen. There had been problems with the booking system for 'Open' competitions where the entry money could not be collected in advance. However, despite these problems the Opens had been well publicised and supported.

Finance

The full report was published on the website. (see Appendix 6)

Mr Fleming reported on a challenging year. Thankfully, price escalation had slowed down in the past few months. Although membership levels recovered throughout the season, this had affected revenue. The Bar had made an operational loss. It was £5k down on last year which was more than forecast. His main focus was to stabilise the Club's financial position and maintain membership levels. As from yesterday, membership was down by 20. There

was usually a drop of about 4% at the start of the year. Last year, membership was down by 38/39 at the start of the season.

A number of course enhancements had been carried out as a result of donations and money raised by the 50:50 scheme.

There had been a drop off on visitors' fees but this was a widespread problem throughout golf clubs.

Although machine repairs were down, the cost of repairing machines was extortionate.

Utilities and rates had increased by £9k

He thanked the Membership for their continued support and Mr Green for his control of expenditure and his ability to source out the best deals available.

Mr Fleming detailed his proposals for next year's fees with a 6.5% increase across all categories. A £50.00 fee would be introduced for Juniors . This followed up a suggestion made at last year's AGM. The single payment discount would apply up to the end of February. There would be no additional Bar levy and members would continue to receive their 10% discount on Bar purchases. Mr Fleming , in reply to a question, indicated that this increase would generate an additional £17k of income.

Mr Nelson asked if the budget was set for a break even position , was this enough to improve the course. Was there any room for course improvements? Members were looking for consistency in the greens and rough.

Mr Fleming indicated that there was a limited amount of 'wriggle room'.

There followed considerable discussion involving the potential impact of the fee increase from the way it would affect Senior membership to the effect which Scottish Golf's monthly scheme would have on membership of golf clubs generally. In addition it was important not to set a fee which might discourage membership.

Mr Brown commented that he had played a lot of course, many of which were no better than ours. He felt that the difference in many cases was the way the course was presented but pound for pound the course was as good as anywhere.

Mr Fitzsimmons felt that the course could be managed better. It was not simply a case of throwing money at it. He indicated that the Meeting should either agree with Mr Fleming's proposal or table a counter proposal. He felt that the increase which amounted to about an extra pound a week would not be noticed.

Mr Griffin felt that with such a small attendance, the Meeting did not constitute a representative sample of the Club membership and hence was not in a position to make major changes to the proposal

Mr Cooper felt that the course was not improving year on year and was also concerned that the proposed increase would not provide enough money to finance improvements.

Mr May felt that fundamental improvements were necessary to mitigate against continual depreciation of the course.

Mr Penman stated that if the Greenstaff required the tools, the Club should acquire improved machinery. £17k was not enough to make significant improvements. The Committee required to come to the AGM with any programme for improvement clearly mapped out and costed.

Mr Napier indicated that it was intended to market the Club better next season but the proposals set before the Meeting were intended to be fair for all members. Some members played a lot of golf while some played rarely. The correct balance had to be achieved to stop members going to other Clubs, joining the Scottish Golf monthly scheme or indeed giving up the game altogether.

In reply to a question directed to him by Mr O'Neil, Mr Green indicated that in his opinion the fee could have been increased a little bit more but this might be counter productive in the long run. As far as machinery was concerned, John Deere's leasing scheme would cost the Club £2700.00 per year for the next five years.

Mr Blackwood suggested that if the financial situation require it, the Committee could revisit the fees later in the year.

Mr Fleming indicated that, following last year's AGM proposal, it was not thought necessary to constitute an EGM since it was not thought to be required. An open Forum was held instead.

Mr Fleming's fee structure for season 2024 was proposed by Mr Napier and seconded by Mt Fitzsimmons. There being no counter proposal, the motion was carried.

Long term membership

Mr Fleming out forward a proposal to invite applications for a limited number of 'long term' membership for Ordinary members only. Cost of these would be £3895.00 for a five year membership and £7999.00 for a ten year membership. The additional revenue gathered from this would be used to reduce the Club's overdraft costs and ease the Club's financial position over the next 2-3 years.

The Club had some 'soft loans' to see it over the difficult winter period given the poor revenue streams at this time of year. The Bank had also indicated that they wished to see an improvement in the Club's financial position.

Mr Friel asked if a number of members took up the offer, was there a plan to take this forward so the Club was back in the same position a few years hence.

Mr Fleming replied that reducing the overdraft made the Club more secure and the deal would be set at a number which would not hurt the Club finances. Current overdraft costs were around £4,500 per year. It had to be remembered that the Club was still paying back the Government loan from the COVID epidemic.

Mr Penman raised his concern as to what would happen if the Club folded during the period of the long term membership.

Mr D Stewart suggested that the financial climate might be less onerous in the coming year.

Mr Napier indicated that it was down to the Members who wished to subscribe. Numbers would be strictly limited to ten and the additional funds would allow the overdraft to be better managed.

Mr May didn't object to the proposition in principle. He asked if there was an option to make more people pay up front to generate a pot of money at the start of the season.

Mr Green indicated that around 90% of members paid by direct debit. He was concerned that the £50.00 discount might not be enough of an incentive for people to pay their fees in this way.

Mr Friel enquired whether the proposed increase in fees would be sufficient if no-one took up the long term offer.

Mr Fleming closed the discussion by indicating that his preference would be a mix of 2-3 ten year memberships and the rest five year memberships. In terms of value for money, this would appear to be a good deal over the time period, starting with a base fee of £800 for next season.

Mr Fleming proposed the motion that there should be a limited long term membership scheme as outlined. This was seconded by Mr Nelson. There being no counter proposal, the motion was carried.

Mr Conway asked about the returns from the shop. This was detailed in the accounts. He suggested that the management and staffing of the shop could be looked at and suggested that there were days when it could be shut but the Club was still paying staff. Other Clubs had younger staff who were paid less.

Mr Napier replied that if the Bar was not open, the shop acted as a 'security guard' and the person working in the shop was responsible for locking up the Clubhouse. However, the running of the shop would be monitored and the possibility of franchising could be looked at in the future.

Change to the Constitution – Section VI Suspension and Expulsion

Mr Arnott introduced the proposed alteration to the Constitution which had been submitted for consideration at the AGM. The amendment was proposed by D Arnott and seconded by D Nutley. Mr A Brown had submitted an additional paragraph regarding the right of appeal. The amendment was being added to bring the Constitution up to date to cope with the potential for abuse of the Club and its personnel on social media.

VI Suspension and Expulsion

If *in the opinion of the General Committee* the conduct of any Ordinary or Associate Member appears to damage the reputation, character, interests or good order of the Club, ***The Executive***

Committee shall have power to investigate both the circumstances and person, or persons involved and impose sanctions they deem necessary.

In this context (and without prejudice to the generality) 'damage' shall include any communication whether verbal, written, and or on social media that is in the sole opinion of the General Committee abusive of or detrimental to any member of staff or any committee or committee member or individual member.

Should the General Committee conclude reported rule breaches of this type are serious enough to require investigation the member of members involved will have their membership suspended with all rights and privileges revoked for the period while the alleged breaches of rules are investigated by the executive committee. Upon conclusion of the investigation process the member of members affected will be advised in writing of The Executive Committees findings and recommendations along with any sanctions deemed necessary.

Member/Members will have the right of appeal to the General Committee regarding any sanctions placed upon them following the outcome of the investigation process, this must be in writing within a fourteen-day period following Club notification of investigation outcomes or sanctions imposed.

On the outcome of both the investigation and appeal process being concluded should rule breaches be deemed serious enough to warrant revocation of membership and the member refuses or fails to resign within seven days of the request, the General Committee shall expel the member from the Club. The resigned or expelled member will be barred from re-joining the Club in the future.

Any member of the Club found to be in breach of the rules, regulations, byelaws or constitution cannot be elected to the General Committee for a period of three years following the said breach.

Mr Friel proposed an additional amendment which would cover the circumstances where an individual within the investigating team would have to reclus themselves should the comment be aimed at themselves.

Subject to Mr Friel's additional amendment being included , the motion was passed with no further amendment.

Any Other Competent Business

Mr Cooper felt that he had not been given any answers regarding how the course could be improved and would consider going elsewhere.

Mr Napier replied that there were new members on the Committee who would strive to drive changes which would improve the Club and the course. Mr Griffin would look at the whole greens situation from machinery leasing to improving communication channels.

Mr Penman suggested that at next year's AGM, Greens announce their budget and explain how it will be spent. He also suggested presenting a five year plan explaining how the course could be improved. Mr May added that he felt that the Club should be more pro-active with Conveners explaining what they were intending to do with their budget over the coming season.

This being all the business, the Meeting closed at 22.20

Appendix 1 – President's Report

PRESIDENTS REPORT FOR THE 60TH KLGC AGM.

It's been another difficult year with many challenges to overcome.

I would like to thank our hardworking green staff for all their efforts throughout the year even though they were without our head greenkeeper for a length of time during the busiest period of the season. John, Drew and they rolled their sleeves up and maintained the course to the highest standard possible. Special thanks to the divot fairies for all the unpaid time they spend helping the green staff I know it is appreciated by both green staff and members alike.

I would also like to thank our cleaner Victoria the shop and bar staff for all the efforts over the year providing a helpful and friendly environment to both members and guests with a special thankyou to Angela for taking the bar managers post which has helped run the bar more efficiently.

The catering looked as if was going be a major issue but has turned out very well with the introduction of Fiona Meechan and her staff. They have taken the club into there hearts and are striving to bring in more people to use the club and its facilities.

Fiona and Angela have also taken on the responsibility of take function bookings which should make the process more efficient.

All aspects of being on the GC has been challenging and would like to thank all the conveners and members of the committee for all their hard work throughout the year.

Many thanks to our captain Michael Fitzsimmons for what was an excellent captain's year and congratulation on raising over £2000 for his chosen charity. I hope this year's captain Colin McKay has a great captain's year for 2024 and hope all the members back him and get involved with events in aid of his charity.

Congratulations to Peter Griffin on winning the club championship in what was one of the highest quality matches in KLGC history.

Thanks to all team captains in the various categories for representing KLGC with special thanks to the senior team on winning their league.

Thanks to Rab Blackwood for all his efforts with the junior section with his merry band of helpers who are making sure that KLGC has young members continuing to play golf and representing the club at junior competitions and team matches. As we all know they are the future of KLGC.

The finances of running a golf club and keeping cost as low as possible just managing to keep our heads above the water has been very difficult this year with the rise in fuel and utilities charges with the cost-of-living crisis thrown in. I would like to thank Andy Green and Rab for all the efforts sourcing the best deals possible and allowing money to be spent where it was needed.

We have lost a few members and friends who passed away this year including our oldest member Bill Gracie and our thoughts and condolences go out to their families and friends.

A much-missed pal and longtime servant to club Harry Hagan who suffered a stroke and is in a care home with a form dementia. We have tried to contact and visit him but the family have requested we don't. Wee Harry once known never forgotten that's for sure.

Thanks to everyone who in some way or other helped keep this club running as there are lots of people behind the scenes doing their bit who don't want any recognition it is appreciated by the GC and myself.

Appendix 2 – Consilium

(needs to be scanned in)

Appendix 3 – Bar Working Group

Bar and house working group sub-committee

**MEMBERS D. Napier M. Fitzsimmons
T. Winters C. Mckay M. Waters D.
Stewart**

Action Points for year 2023

Ref	Action	Owner	Due by
1	Additional licensee's for the bar	DN	PLH test completed by DN/MF/TW
2	New licensee		TW
3	Shift organiser	MF/AN	Angela Napier has taken over as bar manager sorting the shift rota and doing stock takes and providing AG with items required.
4	Price comparisons to other pubs and clubs	MF	Prices have been checked and kept a low as possible for members using there card with a mark up for non-members. The only increases have been due to supplier prices going up.
5	Stock options that will provide a wider variety for all	DN/SF	We have listened to members and guest and have updated our stock

			giving a greater variety of brands of drinks.
6	Upgrade of beer lines and beers	DN/TW	We got new beer lines and cellar fit out at the beginning of the year and introduced a premier lager and mixed fruit cider.
7	Upgrade or servicing of fridges glass washer	DN/MF	We have upgrade the fridges and glass washer funding this is by rental deal with full cover for servicing and repair. With it being paid off in 3 years.
8	Provide better glasses for specific types of drinks	DN	Tennent's supplied new glasses for the lagers and cider and this has added to a better quality pint.
9	Staff training both bar/cellar and front of house	MF	This is still ongoing but an overall improvement has been noticed by both members and guests
10	Uniforms and dress code	AG	The staff have been provided with uniforms and are required to wear them when on behind the bar.
11	Confirm staff numbers	MF	Staff confirmed but we are actively looking to advertise for further staff to cover shifts.
12	Bar opening hours winter/summer	All	The bar hours have been under constant review in a way to save money throughout the year.
13	Lounge face lift and update	All	Some early discussion and some good ideas with 3 budgets set for different levels of improvements. Finance options to be discussed if we are to go ahead. We had early indications that Tennent's would loan us the money on the same deal as previous but this fell through due to the last loan not being cleared. Other options such as facelift fund of £25 per member and Easy fund raise APP where if downloaded by members plus friends and family could generate funds that could be used to spend on the lounge or clubhouse. It will be

			put in an email to members so they can get involved.
14	Floor covering options/cost and finance	all	Prices have been agreed but nothing has been ordered due to lack of fiancé.
15	Re-cover of seating to match the bar	MF	Looking at prices nothing decided as above but we are looking to buy new so it matches the bar.
16	Refitting works behind the bar		Some small improvements and maintenance has been done but the counter top needs replaced due to water damage,
17	Setting out options for functions	TW	We have set the hall out for different functions and has worked well.
18	Bar finance agreement	DN	We need to pay off old loan ASAP. How we do this is still up for discussion.
19	Catering options for 2023 season	all	We advertised for a caterer to take on the franchise as the KLGK could not afford to fund one. There was only one applicant per the cutoff date but unfortunately it didn't work out. With luck Fiona Meechan applied just after the cutoff date showing an interest running her catering business from the kitchen. I contacted Fiona after Christine had made, it clear she was leaving and offered Fiona the franchise. Fiona has been an asset to the club since taking on the franchise and long may it continue.
20	Requirements for functions visiting parties and team matches		Fiona has catered for all team matches and visitors with glowing reports.
21	Functions and social events		All external function request will be dealt with by Angela and Fiona. All club functions will continue to be done by TW.

In general, we have seen a drop in members using the bar and club functions badly attended.

The catering is going well with the introductions of Fishy Fridays and the opening of the halfway house on Saturdays. Fiona has tried different events with great success and is full of ways to drum up business and improve bar sales. The menu is reasonable priced and updated on regular basis with specials advertised every week.

The lounge looks tired, and we hope a face lift will increase the desirability of people wanting to use the lounge for functions and encourage members to use it also. This must be funded by the members as there is no other way of raising revenue to cover the cost. I propose a £25 refurbishment fund be added to the yearly subscription and this would be taken of in the February payment. This money would be ring fenced and on used for improving the clubhouse starting with the lounge.

The use of members cards all going to plan should be brought back in the new year it has been a pain but totally out of the control of KLGC committee.

Functions have been steady all year and go a long way to keeping the bar in profit. We have bookings for next year including a small wedding. We are looking at other ways for the lounge to be used for such as business seminars and working group events. KLGC marketing team have been actively advertising the availability of the lounge for these events.

Function charges have been set and we are looking at how best to cover additional staff cost to service these events.

Non-member night function £120. Daytime or funeral £60.

We propose members pay £50 for a night function this will cover the addition hours required for cleaning the next day.

If the function is not attended by the member and only booked under their name, it may be required that the full fee would be charged. This to deter people from abusing the use of the lounge for free which has happened on occasion this year.

The BWG are open to any suggestions on how best improve the use of the facilities and service provided by staff.

Appendix 4 – Match and Handicap

From a Match and Handicap perspective 2023 has been a challenging year, primarily as a result of the introduction of the new Scottish Golf VMS system. The use of this system marked a significant change from what was used in previous years. Thanks go to all members for staying patient and to the shop staff who have adapted to the new system. Ultimately by the end of the year I believe we had things running as efficiently as possible and we will continue with this practice into next year. On the subject of the new system, we foresee minor changes continuing into 2024, these should prove to be far less drastic than what we seen at the beginning of this year. The largest foreseen change will be when POS integration comes online, it remains to be seen if this will be a blessing or a curse from a Match and Handicap perspective. Even with this change, we hope that the member experience on the system will be largely unchanged and we will do everything from our perspective to ensure that is the case. Reflecting on the competitions from 2023, we have seen great attendance most Saturdays and Wednesdays and all of the knockouts were well attended. Thank you to Ian Currie who continues to do a great job at ensuring all ties are played in a timely manner. Another positive was the attendance in this year's Road to Dundonald, we will hopefully attract the same number, if not

more, for next year's competition. Again, we thank the membership for their support of the competitions and we will be running a fairly similar competition calendar for next year and hope to issue the updated fixture list early in the new year. Moving into 2024, Scottish Golf will be implementing a new system for calculating course handicaps. In summary, the calculation will be identical to what it is currently but with an additional adjustment to account for the difference between the course rating and the course par. At Kilsyth, this change will mean that all members will likely see their playing handicap be 1 stroke lower on the opening day of the 2024 season when compared with the closing date of the 2023 season. Scottish Golf have shared a document outlining this change and additional minor changes. Given the fact this will affect our membership, we will circulate the Scottish golf document at the beginning of next year and I am always available to address any questions or queries that may result from this change. Unfortunately, I am not able to attend the AGM this year but if there are any questions for me, I will look to respond as quickly as possible.

Appendix 5 – House

Container with buggies /ride on buggies full, Gents locker room cleared of items left by members.

Additional electrics in kitchen and halfway house fitted, Vinyl work carried out in bar area.

Shelf and floor all funded by 50/50 money.

New external cart hose reel fitted with external tap.

Gutters cleared and repaired.

Gas certificate in place July 2023.

Kitchen checked weekly for hygiene and cleaning all in good order, used oil removed regularly.

Victoria Omand has kept the clubhouse cleaned throughout the year and has carried out a superb job.

Looking to refurb the Gents Locker room before start of 2024 season.

Appendix 5 – Marketing and Social

- This year marketing strategy was limited to one promotion of memberships in our 'Don't Pay Until May' scheme. This was an early season push to replace some of the membership that we had lost from 2022 which involved a pro-rata payment deal if taken up before the end of April. It had limited success, with us still finding the biggest draw to the club is word of mouth and reputation. A special thanks to our Captain this year, Michael Fitsimmons, who attempts to sign up almost everyone he speaks to about golf, and is in the most successful in his endeavours. Winter golf for non-members will again be marketed on various social

media sites through-out Scotland to promote our use of normal greens to attract custom in the lean months for visitors. As always, we will assess the clubs needs in the new year, after renewals, to make a judgement on the marketing and promotions required for 2023.

- The Catering function at the club was fully supported by the marketing committee with advertising, signage, menus and promotion of events held by Fiona.
- Various social events including 70s/80s Disco, Summer Disco, Captain's Day, Charity Football Match, Long Drive Competition, Presentation Night and the upcoming Hogmanay New Year Party have all been advertised successfully on our social media outlets.
- With the Scottish national football team involved in Euro 2023 in June. We hope to run events and promotions to coincide with this next year and look forward to the support of our membership.

Appendix 6 – Finance

2023 Treasurers Report

Yet again last year was extremely 'challenging' from a financial viewpoint with the hoped for stabilization of increases to expense items just not happening. Sadly, this trend shows little sign of improving until at least the middle of 2024 with the latency of high levels of inflation still impacting us in numerous areas and also impacting many members via the ongoing 'cost of living' stresses.

Whilst membership levels have recovered creditably following an early year drop this has had an impact on the Club's forecast revenue and with reduced Bar revenue are the major factors in the year-end operating loss reported in the accounts despite aggressive control of costs.

Again, this will mean the financial focus for 2023-24 will be to stabilise the Clubs position, maintain current membership levels and control expenditure as much as possible in the current climate.

Some significant points to note;

- Total membership down overall by 20 (-4%) over the year.
- A number of course enhancements funded via 50/50 draw and member donations;

Hole Painter Starter Pack

Replacement Winter Tee Mats (4)

Reshaping of front Right Bunker @ 2nd

Reshaping of 4th Tee

Replacement tills for Shop & Bar

Hill road passing place works & fencing

New Pump for Bowser

New Hole Cups
New Tee Caddy's
Additional new logo'd greens flags (9 white)
Replacement flooring for behind the bar
Digital setting bar for mowers
Powerwasher for Greens / Club

- Bar income £5k down.
- Visitor & Guest income £4k down.
- Machinery repairs £12k down.
- Utilities & Rates up £9k.

I would like to thank the membership for the continued financial support shown throughout another difficult year and in particular to the efforts of Andy Green in controlling expenses incurred by the Club.

2024 Subscription Proposal

Despite the increase in fees last year the overall drop in revenue and continued escalation in costs will mean I unfortunately need to propose another increase in fees for 2024.

The proposed fee structure for 2024 will be;

Category	Monthly	Monthly DD	Single	Change	%
Gents/Ladies Ordinary	£799	£66.58	£780	£49	6.5%
Gents Weekday	£575	£47.92	£560	£40	7.5%
Gents Senior	£545	£45.42	£530	£40	7.9%
Ladies Senior	£435	£36.25	£420	£30	7.4%
Ladies Country	£490	£40.83	£475	£35	7.7%
Armed Forces	£575	£47.92	£560	£40	7.5%
Boys/Girls Junior (up to 16 years)	£0	n/a	£50	£50	n/a
Boys/Girls Youth (16-18 years)	£220	£16.25	£210	£20	10.3%
Boys/Girls Youth (18-21 years)	£295	£20.09	£285	£20	7.5%
Boys/Girls Youth	£425	£32.09	£410	£35	9.1%

(21-25 years)					
Pay as You Play (Individual)	£180	n/a	£180	£15	9.1%
Pay as You Play (Corporate)	£200	n/a	£200	£10	6.1%
Country Members	£80	n/a	£80	£5	6.7%
Sabbatical	£250	n/a	£250	£30	13.6%
Honorary Members	£0	n/a	£0	£0	0%
Social Members	£30	n/a	£30	£5	20.0%

Membership fees are due by 31/01/24 unless Direct Debit arrangements have been made and agreed with the Club by this date but as initially introduced in 2019 there will again be a discounted rate for members who pay by a single payment before the end of February 2024.

The above represents funding to maintain all course and club operations together with the baseline level of bar opening as previously detailed last year.

No additional bar levy is being proposed by Finance and all members will continue to receive a flat 10% discount on all liquid sales at the bar from 01/01/24.

I am also seeking approval to offer a very limited number, no more than 10, of long-term memberships this year. This 'offer' will only be open to Ordinary members at this time at a cost of £3,895 for the 5-year option and £7,999 for the 10-year option, effectively fixing the cost of your membership, excluding any subsequent levies raised, for the term selected and avoiding any upcoming increases. This deal will be open until end of January 2024 only and oversubscription will result in a ballot to notify the lucky 10 members. The revenue raised will be used to substantially reduce the clubs current significant overdraft with the bank, reduce ongoing associated costs to the club in servicing this overdraft and ease the clubs position over the challenging winter periods for next few years.

Approval is sought for the above proposals.

