



Deer Ridge Annual General Meeting Minutes

Date: April 08, 2014, 6:00 pm, Deer Ridge Dining Room

1. **Open Meeting**

Mr. Mark Schumacher, President of the Club calls the 24th annual general meeting of the Deer Ridge Golf Club to order, declares Quorum present and declares the meeting as duly constituted. Mr. Schumacher requests Club Secretary, Roy Ojala to act as Secretary for the meeting.

2. **Minutes of the 2012 Annual General Meeting**

MOTION by Mr. Alan Paleczny SECONDED by Mr. Pat George, that a motion to dispense with the reading of the minutes of the 2012 AGM.
CARRIED.

3. **Introduction of Directors**

Mr. Schumacher presents the 2013 Board of Directors:

Mr. Mark Schumacher, President,
Mr. Craig Moore, Vice-President,
Mr. Richard Ernst, Treasurer,
Mr. Roy Ojala, Secretary,
Mr. Roger Farwell, Director,
Mr. Jeff Butt, Director,
Mr. Michael Rhiger, Director,
Mr. Jason Winter, Turf Superintendent,
Mr. Rich Morel, Head Golf Pro

4. **Election of New Directors**

Mr. Schumacher calls on Mr. Ojala to present the results of the ballots for two open Board positions. In accordance with By-law #3-11.02 of the Corporation, the following members have been elected to the Board:

Mr. Richard Ernst, Director,
Mr. Jim Malcomson, Director,

5. **Appointment of Auditor**

Mr. Schumacher recognized Cameron Keller as being the auditor for the Club for many years past and the Club wished to recognise all of his work and efforts over the years to ensure that the Club's finances were properly audited and reported to the membership. This Board was completely satisfied with the service that Cam Keller delivered this past year. However, the Board felt that in order to fulfill its duty of fiscal responsibility it

should competitively tender this work. The Board invited a number of Auditing firms to submit a proposal for Audit services through a formal RFP. RLB LLP Chartered Accountants and Business Advisors was thereby selected as the Board's recommendation to the membership as our Auditors for the 2014 fiscal year. A motion was presented from the floor for the appointment of RLB LLP as Auditors of the Club for 2014. MOTION by Jim Malcomson : I hereby move that RLB LLP, Chartered Accountants, be appointed as auditors of the Corporation to hold office until the close of the next annual meeting of members, or until their successor is appointed at such remuneration as may be fixed by the directors, and the directors are hereby authorized to fix such remuneration. SECONDED by Bart Sing; CARRIED.

6. Report from Professional Management Team

(a) MWS Introduction

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(b) Rich Morel

- a. Three new employees in pro shop
- b. Cart fees broken out of green fees
- c. Profits from pro shop shared between pro and membership
- d. Increased social media contact
- e. Fore caddy program
- f. Fewer events, more access to 1st tee
- g. Focus on employee training

(c) Jason Winter

- a. Severe winter has affected poa
- b. Greens survived the winter well
- c. Turf health for the rest of the course TBD
- d. Presented 5 weather related detrimental factors to grass
- e. Action plan for turf health presented
- f. Focus is on opening the course
- g. Driving range opening target date of May 3
- h. Course opening target date of May 10

(d) Tom Schellenberg

- a. Brief introduction to membership
- b. Bachelor of business from Georgian College
- c. Previous positions at Muirfield Village, the Country Club of N Carolina & St George's Golf Club

7. Treasurer's Report

(a) Richard Ernst thanked Mark Schumacher for his service as President of the club and for his 5 years serving on the Board of Directors and for his consistent and inspiring leadership.

(b) Financial Statements

- a. Mr. R Ernst presented the highlights of the financial statements for 2013.

- b. Food and beverage was highlighted as an area for improvement.
- c. Salaries were recognized as having been increased substantially.
- (c) Auditor
 - a. No recommendations received from the Auditor for 2013.
 - b. 2012 recommendation of members signing chits is carried over.
- (d) Expenses
 - a. New turf standards document may increase costs for turf maintenance.
 - b. Expenses to be minimized but not at the expense of quality/service.
 - c. New credit card agreement will reduce fees.
 - d. Professional fees to be decreased with new Auditor.
 - e. Number of free events to be decreased.
 - f. Halfway house hours to be decreased.
- (e) Cash Flow
 - a. 2013 cash flow issues to be addressed in the upcoming year.
 - b. Capital spending to be decreased from \$554k to \$274k.
- (f) Member's Dues
 - a. Aggregate membership dues increased by 1.42%.
- (g) 2014 Capital Budget
 - a. Diffusers for pond at #16.
 - b. Collar removal (already started)
 - c. In flow pipe at #10
 - d. Tree storm damage costs to be accounted for

Motion to adjourn meeting by Pat George at 7:00pm

8. Question Period

- (a) 2013 Salaries
 - a. Q: why have salaries increased so much (12.7%)?
 - b. A: Board is aware of these increases and will be addressing them.
- (b) Golf Cart Fees
 - a. Q: can golf cart fees be reduced for physically challenged members?
 - b. A: Board declines to comment due to the upcoming Human Rights tribunal hearing.
- (c) Ontario PGA
 - a. Q: what is the cost to the club of holding this event?
 - b. A: The Club receives a small profit from the event. This is the final year of hosting for Deer Ridge.
- (d) Tee Yardages
 - a. Q: can the Club establish shorter distances to suit the aging Club population?
 - b. A: Silver tees were established to represent a blend between the old White/Blue tee placements. Further variability of tee locations is being considered by the Board.
- (e) Board Minutes

- a. Q: can the Board publish abbreviated meeting minutes?
 - b. A: Board will direct management to provide abbreviated meeting minutes.
- (f) Cash Flow
- a. Q: can issuance of dues on a monthly basis help with cash flow?
 - b. A: Board is investigating options to improve the Club's cash flow position through the year.
- (g) Food & Beverage
- a. Q: The loss of \$7k in F&B needs to be fixed.
 - b. A: Board is aware of these shortfalls and will be taking steps to improve F&B profitability through various measures.
- (h) Food & Beverage
- a. Q: why are there sometimes extra staff in the dining room during periods of low occupancy?
 - b. A: Tee sheet drives the staffing of the dining room but the occupancy is difficult to predict. These questions will be taken up by the F&B Manager to improve staffing.
- (i) Membership Transfers
- a. Q: Does the Board establish minimum values on membership certificates and can the Board comment on its policy on membership pricing?
 - b. A: The Board has no policy on influencing membership pricing nor does it set a minimum share value.