



300 McGimpsey Road, Campbell River, British Columbia, V9H 1K8

September 19, 2023

Welcome - call to order:

Meeting called to order at 2:00 pm by Scott Oldale

Present:

Directors Scott Oldale – President
 Cathy McCartney – Vice President
 Shelly Boates - Treasurer
 Gerry Jackson – Director
 David Fitzsimmons – Director
 Barry Rinehart – Director

Staff

Steven MacPherson - Head Professional
Deb Olsen – Business Manager
Marty Smith – Food and Beverage Manager
Rob Watson – Course Superintendent/Operations Manager

Regrets:

Gerry Gillis – Secretary
Liza Hadfield – Director
Chris Roper – Director

1. APPROVAL OF THE AGENDA:

Motion To approve the agenda as amended.

M/S: Shelly/David carried

2. APPROVAL OF MINUTES

Motion To approve minutes of August 15, 2023

M/S: Cathy/David carried

3. MANAGERS' REPORTS:

COURSE SUPERINTENDENT'S REPORT

Maintenance Report (August 11, 2023 to September 14, 2023)

Submitted by Rob Watson, Golf Course Superintendent: September 15, 2023

It has been an amazingly busy time down in the maintenance department over the past few weeks made even more challenging with the loss of our numerous students who have all returned to school. Luckily 3 of our students are still working part time helping on weekends.

From mid August until Labor Day our focus was maintaining the course to the highest level possible and having ready for the Club Championships and the Labor Day Amateur. Our focus has now shifted to healing the course from a long season of drought and heavy play.

Tasks that have taken place or are ongoing are as follows:

- Greens were aerated on September 6 and 7. To remove a significant amount of material we used 5/8 hollow tines on 2 inch by 1.5 inch spacing which allowed us to remove approximately 11% of the surface area to a depth of approximately 5 inches. This allowed us to incorporate approximately 60 metric tones of clean well draining USGA sand into our profile.
- Greens height of cut has been raised from .100 to .125 and tees and approaches have been raised from .350 to .400.
- Tees were topdressed, over-seeded with 5 lbs of ryegrass per 1000 ft² and aerated with solid 5/8 tines to a depth of about 4 inches.
- Fairways were fertilized on August 28 with .65 lbs of Nitrogen per 1000 ft².
- We have begun overseeding week areas around greens with approximately 10 lb per 1000 ft² of ryegrass. This will continue over the next 2 to 3 weeks or until soil temperatures get too cold.
- Greens were sprayed with Fungicide on September 13. Because disease pressure is so high from early September until late October / early November we will be spraying approximately every 2 to 3 weeks until temperatures and frost reduce pressure substantially.
- Tee were sprayed with a fungicide / fertilizer combination on September 14.
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While we were closed for aeration, Jake Shepherd who specializes in working within environmentally sensitive areas and Molly Duncan from Current Environmental were on site removing the crushed culvert at 17. Once the culvert was removed, the area was graded to allow for fish passage, had L-Blocks installed to act as bridge supports and had spawning gravel spread over the base and up the slopes. On Friday morning we went and built the new bridge and had it open and ready for traffic by 3:00.

Tasks that will be taking place over the next few weeks or are ongoing are as follows:

- Approach and Fairway aeration and topdressing.
- Aeration, overseeding and topdressing of the driving range tees and target greens.
- Overseeding of week areas around greens and tees as well as select fairway areas.

- Irrigation blowout is set for October 17 and 18
- Verna Mumby we will be on site on October 17 to conduct a hazard tree assessment.
- We will be renting a boom lift to repair any holes in the driving range netting ahead of winter storms.
- Vancouver Island Powerlines will be in to check and tighten all the anchor wires for the range poles.

Manager's report accepted as presented.

HEAD PROFESSIONAL'S REPORT

Pro Shop Report

September 2023

Rounds of Golf August

Lot's of rounds in August. Not quite at 2021 level, but ahead of all other August numbers in the past ten years.

Year	Total Rounds	Member Rounds	Public Rounds
2023	7356	3829	3527
2022	7287	4049	3238
2021	7591	3635	3956

Membership

One Young Adult Member joined in August.

Type	Age Category	Amount
Super Senior	80	10
Senior	65-79	157
Adult	40-64	120
Young Adult	30-39	38
Young Adult	19-29	45
Twilight	All	43
	Total	413

Game Packs

We sold another 9 Game Packs in August, with over \$100,000 in Green Fee Revenue for 2023.

Type	Amount	Revenue
5 Pack (9 hole rounds)	0	0
5 Pack	3	\$1,200
10 Pack	28	\$21,000
20 Pack	37	\$51,800
30 Pack	16	\$31,200
Total	84	\$105,200

Revenue Streams

August was another strong month for Green Fees, with a 10% gain over budget and 2022 figures. Each other category landed closely to projected revenue. We're now sitting \$500,000 ahead of our 2023 revenue budget.

Type	YTD 2023	YTD Budget	YTD 2022	August 23	Aug Budget	Aug 22
Green Fees	\$943,000	\$638,500	\$780,000	\$208,000	\$190,000	\$193,000
Power Carts	\$213,000	\$172,000	\$181,000	\$47,000	\$47,500	\$46,000
Driving Range	\$104,000	\$96,000	\$98,000	\$13,500	\$15,000	\$15,500
Pro Shop	\$446,000	\$398,000	\$448,000	\$74,000	\$72,000	\$68,000
Membership	\$922,000	\$813,000	\$935,000			
Total	\$2,628,000	\$2,117,500	\$2,442,000			

August Green Fee History

Year	August Green Fee Revenue
2023	\$208,000
2022	\$193,000
2021	\$221,000
2020	\$169,000
2019	\$129,000
2018	\$139,000
2017	\$128,000

Labour

Through seven months, the Labour spend for Golf Operations is sitting below budgeted figures.

Golf Canada Canadian University/College Championship

Adam Cinel, the Senior Manager for Amateur Championships and Rules contacted me to enquire as to whether Storey Creek would be interested in hosting their 2024 National Championship. I have created a separate document detailing the length of course closures, the depth of commitment for volunteers and the remuneration involved. We can discuss during our meeting.

PGA of BC Assistants Championship 2024

Mark Strong, the Executive Director of the PGA of BC contacted me to enquire as to whether we would be interested in hosting the Provincial PGA of BC Assistants Championship. I have added the specifics to the same document mentioned above for discussion.

Events

We're near completion of our 2023 Event Season. 24 Men's Night's averaging over 150 golfers. 20 Ladies Nights, averaging 70 golfers. Closing in on 30 Senior and Tuesday Women's Leagues each, with 30-40 golfers each week. 5 Couples Nights. Salminen Spring Shamble, Midsummer Madness, Club Championships, Ironman/Ironmaiden, Mixed Open, Crystal Open, Generations Cup, MLDA, Cystic Fibrosis, Hospital, Nanwakolas, Transition Society.

Sales Incentivization Program

When I compile the Golf Operations budget for 2024 I'm interested in venturing into the world of

Sales Incentives for Retail Sales for my Staff. The incentives would be based upon our Sales History for Units, Profit and Margin. Does the Board object to me in principle presenting a program such as this? I set up a similar program at Bear Mountain and am interested to see if it would promote an improvement in sales here.

35 Year Anniversary 1989-2024

While compiling next years budget, I would like to incorporate a 35 year anniversary gift for each Member. Can I provide some ideas for the October Board Meeting? Shirt, Commemorative Coin, Glassware, Headwear, Towel, Golf Balls, Headcover, etc.

Indoor Training Studio Set Up

The netting costs quote have come in for our Temporary Indoor Training Studio, the Cage Construction quote should be here by Tuesday and extra, temporary lighting should be insignificant. I will try and add an additional quote for a cloth material that would receive the balls, and in future winters, would accept a projector's visual imagery of the golf hole being played on a golf simulator. (We're only intending to use the bay for Member/Student training, teaching and clubfitting this winter and wouldn't need the cloth material for this).

TagMarshal

I have been researching competitors rival products to Tagmarshal and will include their programs/costs/features and benefits to the Board in October prior to finalization of the budget. I will include animated GPS screen technology for golfers.

Staffing

The plan for staffing through the winter months is Megan, Max and myself. Arthur has found employment for the winter months at Comox Curling Club, and is excited to have a break before resuming his great work at SC. Rob will continue to work through October until monsoon season hits. He will rejoin us in the Spring. I have worked in excess of 400 overtime hours for the season and will now work that figure down over the winter months.

Spurk Golf

The short pile Mobile Grass Tee has been utilized at many golf courses in recent years, in an effort to improve fairway conditioning after heavy play during winter months. With divots incapable of recovery over this period, facilities that insist on the use of mats have noticed considerable improvement in conditioning coming into the Spring months. Covid saw a restriction in travel and an increase in winter play at Canadian courses, therefore further-protecting the condition of the golf course was a natural consequence of this movement.

In consultation with Rob, we don't wish to enforce a program upon our Membership over the winter months, rather a slow bleed in the direction of golfers choosing to use the grass pad in an effort to make conditions as good as they possibly can be for Spring through Autumn.

Having seen Members eagerness to adopt sand and seed bottles, we're hopeful they will continue to protect and improve conditioning through the use. We would sell the mats to golfers at our cost.

Manager's report accepted as presented.

FOOD AND BEVERAGE MANAGER’S REPORT

September 14, 2023

F&B Report to the Board, August 2023

August 2023 saw revenues just over budget, but under same month last year. A large event being moved from August to September had an impact on this.

Some revenue figures for review:

	<u>August 2023 Actual</u>	<u>August 2022 Actual</u>	<u>August 2023 Budget</u>
Sales	\$100,640	\$107,840	\$98,490

Our summer staff are now finished for the season, some have returned to school, one has gone travelling, another moved away, and a couple are no longer with us for other reasons. Labour costs for the month were slightly higher than budget. Year to date, labour costs remain approx. 3% higher than 2022 and 4% higher than budget. As mentioned previously, this is not unexpected due to the higher sales volume and extra overtime being paid to kitchen staff due to ongoing shift shortages. I expect labour costs to continue to be elevated for the foreseeable future. Misc. & overhead expenses are within budget. Margins for the month were excellent, COGS under 30%. Year to date net income is looking good, ahead of budget and ahead of same period last season.

September is shaping up to be another strong month. Some days are a challenge with the shortage of staff but with the reduced kitchen hours we are managing. The final day for kitchen service is Sunday October 8th. There may be some limited food service after that date depending on the weather, we will look at it week by week. Afternoon bar service on good weather days will remain until late October.

As always, your questions or comments are welcome.

Regards,
Marty Smith
Food & Beverage Manager

Manager’s report accepted as presented.

BUSINESS MANAGER’S REPORT

Financial Report – August 2023

Attached is the Income Statement and Balance Sheet for August2023.

- Balance Sheet:
- GIC setup terms 1yr, Prime Linked, Cashable @ 5.2%
 - Food inventory - 40% food cost estimate was calculated due to timing of Mens Am, inventory was not completed until into September.

Income Statement:

- Deposit interest - \$36,457.53 earned on the \$890,000 we held in GIC's that expired Aug 22,2023.
- Proshop and FB on Budget
- 40% food cost estimate for Aug. This will be corrected in September FB revenue.
- Expense overages from budget due to timing of invoices and larger than anticipated water bill for this quarter.
- Suspense Account - prior month adjustment

Items of Note:

1. Permissive Tax Exemption application - Notification was received that our application will **NOT** be recommended to Council for approval. A request for meeting to discuss this matter with Council was submitted to Mayor Kermit Dahl September 5th, in hopes it would be discussed at the 1st/2nd reading of the Bylaw at their September 7th council meeting. It was not discussed. Have been informed by the City Controller that our letter has been sent to Mayor and council, for discussion at their September 28th meeting.
2. An application to present to the city council was submitted September 18th for Storey Creek to make a presentation at City Council to discuss our PTE Application. The Board of Directors will need to select a member to represent Storey Creek at the September 28th city council meeting and present our application. I will be there as support but would like not to have to present.
3. Notice will be sent out to membership this week, from the Board in the form of a newsletter, updating them regarding our PTE application. Some members are/aren't aware of us having been in receipt of the PTE for the past 6 years as this is an operational matter.
- 4.

Manager's report accepted as presented.

4. OLD BUSINESS

- a. Winter Mats – Steven
Steven will purchase mats to inventory for sale in the Proshop at cost to members.
- b. Indoor Studio – Steven
Approved the go ahead for this season. Cost to come out of current years budget. Nov 1 -Feb 28 tentative dates of use.
- c. Tribunal
Mr Kaiser has officially withdrawn his complaint. This has been accepted by BC Tribunal Council. No further action by SC is required.

- d. Tournament Sponsorship Committee Report – Dave
After a few word changes to the proposed policy, a motion to approve Policy #30 Tournament Sponsorship was put forward.

M/S David/Shelly Carried

5. NEW BUSINESS

- a. Board newsletter articles – Oct Newsletter
The Board Letter to Members regarding the Permissive Tax Exemption will be the article for October.
- b. Golf Canada/Golf BC sanctioned events
Steven to reply to event organizers stating timing is not great for us to hold these events due to proposed renovations and course improvements to a few fairways. We would be willing to consider future events.
- c. Permissive Tax Exemption
Discussed all communications regarding PTE. Cathy, Chris, David, and Deb will meet to prepare the presentation to council for the Sept 28th City Council meeting. Chris, David, and Deb will represent SC at the City Council meeting. Tanille Johnston, counsellor is willing to meet with us to discuss our PTE application, prior to the city council meeting. Meeting to be arranged.
- d. Oct 23/24 tentative date for October meeting. Need to confirm date with absent directors.
November meeting will be Nov 21st, Finance Meeting budget review Nov 14th.

“In Camera”

Adjournment 3:55 pm

Next Meeting: October 23 @ 6:00pm

