



Royal Montrose Mercantile Golf Club

Annual General Meeting

Tuesday 27th February 2024

RMMGC Clubhouse

ATTENDEES: Jamie Pert, Edna Wallwork, Virginia Jamieson, Carol Lyon, Steve Lyon, Robert Sim, Scott Henderson, Michael Gove, Debbie Leslie, Gemma Phillips and approximately 120 members without office

APOLOGIES: 19 members without office

MINUTE: Carol Lyon

Agenda

- Welcome
- Apologies
- EGM (approval for delayed date of AGM)
- Golf Clubs – The National Picture (Dougie Cleeton, Golf Insights)
- Approval of 2023 AGM Minute and Matters Arising
- Captain's Report
- Treasurer's Report
- Membership Subscriptions for the Coming Year
- Any Other Business
- Club Enhancement Programme, including discussion of timescales
- Election of Nominated Board Members
- Annual Prize Draw
- Meeting Close

Welcome

Jamie Pert, Club Captain, welcomed everyone to the meeting.

Apologies

The Secretary conveyed apologies on behalf of nineteen members.

EGM

12.2 of the Club's Articles of Association state that the AGM should be held no later than the 31st January each calendar year. The Secretary explained that the timing of the move back

into our permanent clubhouse had made this impractical this year and sought approval from the floor for the delay in conducting this year's AGM.

Approved by: Rick Brown Seconded by: Louise Campbell

Golf Clubs – The National Picture (presentation by Dougie Cleeton, Golf Insights)

The Club Captain introduced Dougie Cleeton and provided some background about the origins of Golf Insights.

With a wealth of experience and knowledge working within the world of golf in Scotland, Dougie provided an informative presentation on the state of golf and the issues facing Golf Clubs. Footfall, and members' increased use of clubhouse facilities, is one of the ways in which Clubs can mitigate day-to-day running costs for both bar and catering services.

In a review of the RMMGC, Dougie had identified that we were out of step with our continuation of the discounted Life membership category. In his experience of visiting Golf Clubs across Scotland, it has become apparent that the majority have discontinued this practice. The impact on revenue streams is not sustainable and this is compounded by an ageing golf membership dynamic.

Dougie also promoted the importance of the 'One Club' ethos, with absolute equality across all Sections for all members. A positive result of adopting this approach is a reduction in bureaucracy.

Dougie concluded by saying the RMMGC is in a good position, having completed the Enhancement Project. Addressing issues such as Life membership will enable the Club to move forward on a stronger footing.

Approval of 2023 Minute and Matters Arising

The Secretary requested approval of the 2023 AGM Minute. Graham Robb proposed that the Minute be approved. This was seconded by Tom Murray. There were no matters arising.

Captain's Report

The Club Captain began by thanking all Board members for their support over the past year. He reported that the Club has faced many challenges, from all directions, but our greatest accomplishments have been the way in which members and staff have risen to the demands of using and working in a temporary building, developing our Enhancement Project, working with the contractors and generally coping with the financial stresses of the ever-increasing costs of operating a Golf Club. In addition, he thanked volunteer members who have carried out various elements of the work (in particular, the sourcing, refurbishment and installation of lockers) and handled the relocation to our new premises with minimal upheaval.

The Captain was pleased to report that feedback to date on our new facility has been extremely positive with members and visitors alike all enjoying the comfortable surroundings and atmosphere.

As is often the case with projects of this scale, there has been a shortfall on project costs due to unforeseen works and the Club is seeking further financial support from members through various avenues: prepaid membership, loans, donations and fundraising. This will enable the Club to maintain a sound financial footing.

The Captain thanked all volunteers for the massive amount of work they have done throughout the year and hopes that we can now concentrate on running the Golf Club. He stressed the importance of encouraging members to become involved in sub-committees, to help the Club streamline and build a future legacy that we can all be proud of; one that will continue to promote and welcome individuals in all aspects of Club life.

He concluded by reminding members that we are ONE Golf Club comprising a vibrant and diverse group of members.


Graham Robb thanked the Captain for his hard work and achievements on behalf of all members.

Treasurer's Report

The Treasurer outlined Club income and expenditure during the financial year ending 31st October 2023 and highlighted key points contained within his report.

He stressed that, whilst the picture shows a healthy Nett Profit of £37,327 for the year (an increase of £8330 on last year) we must be mindful that this was only made possible due to the Club reaching out to members with various package of support options during the latter part of 2022, helping to make the proposed Enhancement Project viable.

Accounts for the financial year 2022/23 were approved (see slides below and overleaf).

<div>  <div>Summary Profit & Loss</div> </div>			
Profit and Loss totals			
Accounts	2023	2022	Difference
Total Income	£441,479	£369,909	£71,570
Cost of sales	£100,089	£74,827	£(25,262)
Gross surplus	£341,390	£295,082	£46,308
Administrative expenses	£304,428	£267,662	£(36,766)
Interest receivable	£3,078	£1,577	£1,501
Interest payable	£2,713	£-	£(2,713)
Net surplus	£37,327	£28,997	£8,330
Member donations and brick	£57,122	£5,900	£(51,222)
Net operating deficit / surplus	£(19,795)	£23,097	£(42,892)



Income

Income	2023	2022	Difference
Bar Sales	£131,465	£124,538	£6,927
Coffee	£21,690	£17,121	£4,569
Catering	£91,934	£67,812	£24,122
Match and Competition income	£41,488	£47,808	£(6,320)
Gov Grants	£-	£5,900	£(5,900)
Members Subs	£79,757	£75,966	£(3,791)
Other	£75,145	£30,764	£44,381
Total Income	£441,479	£369,909	£71,570



Cost of Sales

Cost of Sales	2023	Margin Gross Profit	2022	Margin Gross Profit	Difference
Bar Purchases	£66,306	49.56%	£66,967	46.23%	£661
Coffee Purchases	£7,584	65.03%	£6,343	62.95%	£(1,241)
Catering Purchases	£26,715		£-		£(26,715)
Merchandise purchases	£148		£1,026		£(878)
Opening Stock	£7,606		£8,097		£491
Closing Stock	£(8,270)		£(7,606)		£(664)
Total COS	£100,089		£74,827		£(25,262)
Gross Profit (Total Income less Cost of Sales)	£341,390		£295,082		£6,540



Overheads

Expenditure	2023	2022	Difference
Wages and Salaries	£143,773	£90,386	£(53,387)
Catering Expenses	£21,688	£68,323	£46,635
Matches and Open Competitions	£33,676	£36,295	£2,619
Other Expenses	£105,291	£72,658	£(32,633)
Total Expenditure	£304,428	£267,662	£(36,766)



Balance Sheet

Account	2023	2022	Difference
Fixed Assets	£628,085	£298,843	£329,242
Stock	£8,270	£7,706	£564
Debtors	£20,044	£6,789	£13,255
Cash at bank	£289,981	£382,818	£(92,837)
Net Current Assets	£318,295	£397,313	£(79,018)
Trade Creditors	£(26,522)	£(11,071)	£(15,451)
Other Liabilities	£(49,130)	£(27,684)	£(21,446)
Net Current Assets Liabilities	£242,643	£358,558	£(115,915)
Long term loans	£176,000	£-	£(176,000)
Total Net Assets (Liabilities)	£694,728	£657,401	£37,327
Capital Account	£568,677	£568,677	£0
Retained Earnings	£88,724	£59,727	£28,997
Profit for the Year	£37,327	£28,997	£8,330
Total Capital and Reserves	£694,728	£657,401	£37,327

The Treasurer provided details of the budget for financial year 2023/24, giving an estimate of where the Club expects to be.

Membership Subscriptions for the Coming Year

Life membership

Analysis of the fee structure of many other Golf Clubs across the country illustrates that no other Club has this category in the form that we have, i.e. reduced fees. A small number offer a Life membership package which involves the member paying a substantial 4-figure sum upfront to 'buy' themselves this privilege. Supporting Life membership in its current format is unsustainable.

The RMMGC currently has 90 Life members paying 54% of the FULL Ordinary fee. Consequently, the Board proposed phasing out the Life membership category as follows:

- From 2024/2025 there will be no new members added to the existing Life membership category. This category will effectively be closed.
- In 2024/2025, *existing* Life members will pay 70% of the Full (Ordinary) membership fee,
- In 2025/2026 *existing* Life members will pay 85% of the Full (Ordinary) membership fee and,
- In 2026/2027 there will be *no* RMMGC Life membership category – existing Life members will pay the Full (Ordinary) fee.

Following discussion, a vote was held. The proposal was accepted by a clear majority.

Proposed levy

As a direct result of our major Enhancement Project, the Board proposed that all Ordinary, Life, Country, International, Young Adult, Honorary and Associate members pay a £25 levy

per head for the 2024/2025 and 2025/2026 seasons. This will help off-set the increased construction costs experienced during the project build.

The Captain outlined the many benefits of Club membership and invited comments from the floor on the above proposal. A clear majority voted in favour of the proposed levy and fees for season 2024/25 (see below).

Board Proposal for Fees 2024/25

Membership Category	2023/2024	2024/2025
Ordinary (30 years and over)	£175	£193
Life (65 yrs old and 25 yrs consecutive membership)	£96	£135 (70% Ord)
Country (Resident more than 20 miles from Montrose)	£128	£141
International (Resident outside UK)	£128	£141
Intermediate (18 to 24 years)	£106	£97 (50% Ord)
Young Adult (25 to 29 years)	£128	£135 (70% Ord)
Ordinary New Member Introductory Offer**	£75	£97 (50% Ord)
Honorary Men/Ladies	£20	£22
Student (over 18 year/Full time Education)	£55	£58
Junior (Up to 18 years)	£15	£15
Family (Up to 2 Ordinary Adults and 3 Juniors)	£350	£385
Lockers – 1st Floor	£25	£25
Lockers – Ground Floor	£25	£30
Associate/Social (non golfer over 18 years)	£64	£70
Associate/Social (non golfer over 18 years) introductory offer	-	£50
Winter (Oct-Mar) Golfing Member	£70	£77
Club Loyalty – Full Year Membership (18 years and over)	£30	£30
Club Loyalty - Winter Membership (18 years and over)	£15	£15

Any Other Business

N/A

Election of Nominated Board Members

The Captain said he was pleased that the majority of existing Board members had stood for re-election, ensuring continuity for the Club. He thanked all Board members, including the Lady Captain, Lady Vice-Captain and Club Match and Handicap Secretary, who were standing down.

Office Bearers were elected as per the list overleaf.



Election of Board Members (Directors)

Director Position	Nominee	Nominated by	Seconded by
Club Captain	Jamie Pert	Graham Robb	Rick Brown
Club Vice-Captain	Peter Wood	Scott Henderson	Jamie Pert
Treasurer	Robert Sim	Jamie Pert	Carol Lyon
Secretary	Carol/Steve Lyon (CL nominated Director)	Christine Rothnie	Kevin Rothnie
Match & Handicap	No nominee to date (Alan Mercer nominated post meeting)	Steve Lyon	Graham Robb
House	Scott Henderson	Graham Robb	Brian Criggie

There has been no nomination for Lady Captain or Lady Vice-Captain however, with a review of Governance forthcoming, the Board feel that, in line with other businesses, our Board should be Gender Neutral. The above positions are **ALL** gender neutral and are open to **ALL** voting members to be nominated.

Annual Prize Draw

The Annual Prize Draw was made by Debbie Leslie and Gemma Phillips. The winners were:

1st Prize: £500 Brian Leask
 2nd Prize: £200 Craig Traill
 3rd Prize: £150 Alistair Darling
 4th Prize: £50 John Adams

Meeting close

The meeting closed at 9.00pm.