

Allendale Golf Club

AGM Minutes

4th January 2024

Present:

Ian Dunn Chair)	Robin Down (Treasurer)	Valeria Dunn
Neil Forsyth (Secretary)	Don Cooper	Rod Milburn
Peter Robson	Mike Carter	Debbie Carter
Jonathan Stubbs	Kevin Philipson	Mike Leveratt
Malcolm Aitchison	Jon Armstrong	

Apologies:

Mark Kimberley (Auditor)	Robin Makepeace	Steve Newman
Sylvia Milburn (President)	Cliff Dalton	Paul Scott
John Martin		

1. Receive and approve minutes of previous AGM:

The minutes of the 2022 AGM were approved.

2. Chairman's opening remarks – Ian Dunn:

After two years as the Club's Committee Chairman, I looked at my introductory remarks from last January's AGM and thought, I could really just change the dates and no-one would know.

However, that wouldn't do justice to key features of my experience in helping manage the Club's expanding affairs during 2023. So, here are some particular observations around that topic before we move on to the main items of business for today's AGM.

First, I need again to register some necessary thank yous....

- to all my fellow Committee members for their collective commitment and their significant personal contributions to the management of the Club during the past 12 months.
- to the encouraging number of our members who added their invaluable volunteer input, in particular, to the maintenance of the Clubhouse and surrounds, and to Junior golf; and, lastly.
- to the golfers, led by Steve Newman and Neil Forsyth, who played non-stop golf for a day to raise funds to pay for the fibrillator and its installation.

Debbie and Mike Carter have left the Committee after a number of years of sterling service. Possibly, I think, to focus more on their successful, quasi-professional career as Pairs golfers on the Opens circuit! But I am certain that the many tasks they have performed regularly for the Club will need to be covered going forward.

And Robin Down is standing down as Treasurer, a role he's filled throughout this Century with professional acumen and an immeasurable level of personal input, all to the Club's benefit. He is staying on this year to help the new Treasurer-elect, Mike Leveratt, to take up his role but a little later this evening the Committee will be proposing appropriate recognition of all Robin's work on the Club's behalf.

Now let me turn to my general observations.

With four resignations from this year's Committee, we really do need new blood and 'bums on seats' to actually maintain a working management team. We reached 100 adult members this year and we need some help, particularly in looking to identify and exploit new and expanded income earning opportunities in 2024 and beyond.

I have been particularly pleased to see the continued, positive development of our Ladies Section this year. And I would be even more pleased if one or more of the Ladies would join the Committee. As of now, there is no female representation.

My final observation, as ever, relates to the Club's operational financial profile. In 2019, before Covid, we made a cash profit before depreciation and in 2023 we will have made a slightly larger cash profit. So, on the face of it has been a reasonable, gradually improving 'journey', as they say.

But, in 2019, income totalled £36,600 and in 2023 income was over £59,000. It has, in fact, therefore been a very different journey over the past 4 years, with the Club moving from a lower cost, lower value business model to a high cost and high value model.

Your committee is unanimous that this is way to go – it is why we have more members and more visitors all of whom enjoy the excellent golfing experience that Allendale now offers. But it isn't a comfortable ride, particularly from the income generation perspective and that's why two or three or four more members, with ideas, energy, and enthusiasm, will be a great help to our new Committee.

Sorry, but just as I planned to close, this reminds me of one area where I am personally disappointed with my own record. This Clubhouse continues to be our most under-used asset because we have no social activity and none of the associated potential income. At November's Presentation night, the bar takings were over £250 in 2 hours, so it's not as though we Allendale golfers aren't a social community! I thought we had a real opportunity to begin trialling some hospitality arrangements back in October but unfortunately it didn't get past the starting blocks. However, I would like to think that the introduction of some social activity this year should be a key objective of the new Committee.

Thank you ... and let's now move on to the Secretary's report.... Neil.

3. Secretary's Report – Neil Forsyth

Good evening, all.

As usual I will forgo with specific numbers suffice to say that membership has increased in all categories this year which is great for the club, obviously I hope this trend continues and we can keep the momentum. The weather was not the best last year on the course which led to a lot of machinery problems but we got through the year in the end and have done some good work on the greens and tees over the autumn which is just as well as I have never known as much rain in my 6 years working on the course - not even close to be honest, but both are holding firm and the course is remaining open where others have not been for many days this autumn and winter.

With the plan not to increase subs and hopefully alliance cards to continue, hopefully we remain attractive to retain our members and perhaps collect a few more new ones. There is also a plan to introduce a monthly payment scheme which may make it easier for our members to budget their fees in what is a harsh financial current climate for many.

The volunteer days went well, and I have received increased help on the course and elsewhere around clubhouse surrounds from amongst the likes of Joe Hislop maintaining the windows; Jon Armstrong painting the car park fence; and Don Cooper for work in the car park and maintaining the machines this winter plus much more. So, thanks to all who have got involved as it makes work on and around the course run much more smoothly.

Thanks to yours truly, Steven Newman, John Martin and Mark Elliott we now also have a defibrillator on course. My only hope is it gathers cobwebs but great that it is there. Generous donations were also received from Whitfield Clay Pigeon Shoot, Rahmon Nassor and Barry Fuller.

The members use of BRS continues to be supported for tee bookings which I annually in this speech like to commend all regular users and yes, I keep saying that it helps massively to maintain the players out on course because it really does.

We now have a card payment system for visitors in foyer and more and more visitors are using BRS to book which is all good news but the more do it the merrier. Basically, if you don't turn up with cash in your pocket you have no excuse not to pay your fees with the aforementioned card machine, but alas we still appear to

have many people not paying the correct amount or nothing at all on the course. How we counter this has been a question which has been posed for many years and not yet answered.

We have had some great days and turn outs in the club house this year including Richie Rutherford's Kingswood Open, the Golf in the Wild Open and the Thornley Leazes Open. However, to make more profit from this splendid asset, I would like to see us have more social nights in here. Maybe, we have a person or two who is willing to take this on.

I read the 2010 minutes while preparing this report and we had many events including a race night, quiz night barbecue and more which was great for the club, with more members you would hope this could happen again. I would support it so hopefully more of you would sitting in this clubhouse and beyond ??

Finally, I would like to thank the chairman committee, volunteers, and all members for all their help to me as secretary and out on the course - it truly means a lot. And finally, to Robin down from a personal note, I can't put into words what you have done for the club but it will never not be appreciated or forgotten and I am pretty sure it will not be the last time you get a thank you tonight,
Cheers, Neil

4. **Treasurer's report – Robin Down:** PowerPoint presentation attached as appendix to these minutes.
 - 4.1 Valeria suggested that 2024 Prospects should be extended to include greater use of the clubhouse and social events consistent with the chairman's and secretary's comments – RD will amend before the final version is published.
 - 4.2 Neil observed that the Cleaner's wages had been deducted from the wrong income stream – cash was paid from the green fees, not the bar income. RD will amend the accounts and presentation before publication and audit (this explains the inflated bar profit).

5. **Junior Organisers Report – John Martin:**

It's been another good year for Junior golf at Allendale. We have a fantastic environment for beginners to fall in love with the game of golf and huge thanks to Neil and Lucas for preparing the course to a very high standard. Beginners will take a few extra divots on the fairways and create a bit of work for the guys, but it is very much appreciated. We'd also like to thank the committee and membership for their support in providing Tee times for junior competitions and being patient when coming across novices on the course.

Junior participation has been great, particularly the fantastic numbers attending Wednesday evening sessions (around 15 at times!!), this has helped the club capitalize on the interest generated via the school program (an externally funded scheme via the School). A huge amount of thanks and recognition is due to Valeria for driving the School initiative where she arranged for PGA Pro Phil Waugh to deliver coaching for Allendale Primary School Pupils and for facilitating and delivering the follow-up sessions on Wednesday evenings. The Boys and Girls attending these have got the golfing bug and we've been able to restart Blue Tee comps for the new intake.

The Juniors in the teenage/red tee bracket have dipped slightly but we've maintained a core group and been able to run 7 Competitions over the season with 4 or 5 entrants. They continue to impress with their development, and it was nice that each of the 4 regular entrants won at least 1 Competition during the season. There are a couple of new members in this age group that are practicing regularly, and we hope will join in comps from next year.

It is also encouraging to note that a couple of the older teens are regularly seen out on the course and have been occasionally entering the Adult competitions.

I would also like to give a couple of special mentions to Juniors who have represented Allendale Golf Club in external events.

- Jamie Edwards won the intermediate category in the Northern Rookies Tour at Dunstanburgh GC
- Kieran Edwards Junior Club Champion 2022 & 2023 represented Allendale in the Champion of Champions Event at Longhurst Hall Golf Club and came away with the best Nett score!

It's always nice to see Allendale represented at these events and it's fantastic for the Clubs reputation when we place so highly, especially in comparison to the size of the clubs we are competing against. It's certainly a case of quality over quantity!

Looking to Next year, the plan will be to run a full program of both Blue and Red Tee competitions (1 per month). We didn't do much in terms of providing PGA coaching opportunities this season, so we will look for funding opportunities that will help us lay on some sessions if there is interest. In terms of equipment, it would be helpful if we can source some intermediate size clubs so we will also look into that.

Apologies I cannot make the AGM in person, I wish you all the best for 2024 and see you soon.

Valeria Dunn: 12 and under Junior Coaching report

The intention is to continue the weekly Wednesday afternoon Junior Club afternoons, 3.45 – 5.00 p.m. The 12 regular players (and Junior members) who attended in 2023 will be invited to attend in the first instance. Thank you to the Club and members for this course access in 2023 and in anticipation of the similar arrangements this year.

Golf coaching with children from Year 4 at Allendale Primary School is also planned. However, The Golf Foundation who have for many years given a grant to pay for 6 hours of group coaching by PGA professional are no longer providing direct financial support. Instead, they will supply "golf starter" equipment which is actually of minimal value to Allendale GC's junior coaching initiative.

As a result, the Primary School has proposed that they will pay for the Year 4 coaching using money from their Sports Premium Funding. Philip Waugh has agreed again to be this year's designated coach for the 6-hour programme with specific details of the programme's delivery still to be finalised. Those children wishing to pursue their golf experience after this coaching will also be invited to join the Wednesday afternoon sessions at the Club.

6. **Club Captains' reports:**

No reports presented.

7. **Election of Officers:**

The Chairman (I Dunn) and Secretary (N Forsyth) were re-elected without change. R Down is retiring as Treasurer and Mike Leveratt was proposed and accepted as his replacement. Mark Kimberley also retired from his role as auditor, a role he has undertaken for the entirety of Robin Down' tenure – the committee expressed their thanks for his professional support throughout.

Debbie and Mike Carter retired after many years of sterling service. The current standing includes:

- I Dunn
- D Cooper
- P Robson
- M. Carter
- R. Down
- N Forsyth
- K. Philipson
- S. Newman
- D Stuart (proposed and accepted as Vice-Captain for 2024)

2024 Captains will be: Gents – Peter Robson; Ladies – TBA; Seniors – Dennis Cousins.

8. **Fix 2024 membership fees:**

The recommendations of the committee for no change from 2023 were unanimously accepted:

Full membership: £330

Second club: £110

Intermediate - 18/25: £110

Intermediate - 26/30: £160

Juniors under 18: £50

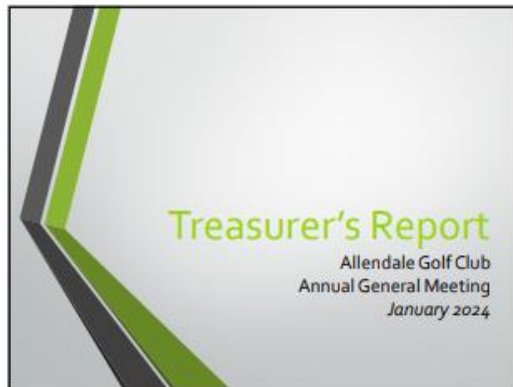
Juniors under 12: £30

9. **Any changes to Constitution and Rules:** ID outlined the changes to the Club Rules which simply bring them up to date without changing the spirit of the rules.

10. **AOB:**

- 10.1 The Chairman proposed, in recognition of his long service to the club, that Robin Down should be awarded life membership – this was carried unanimously.
- 10.2 MA made the following remarks in support of the above: *Since its formation in 1905 Allendale Golf Club has had numerous willing members and supporters volunteering their time and working hard to ensure the club has survived and thrived. Looking through the old records however it becomes apparent that a handful of dedicated individuals can be identified who have delivered exceptional service, way beyond the call of duty, over long, significant periods in the clubs challenging history, and whose efforts have fundamentally ensured that the club has actually survived and has gone on to thrive. Our club has been so fortunate in recent history to have had one such rare individual in Robin Down. Robin's dedication and expertise in managing and influencing the finances over the past 20 years have delivered the club, through some very challenging periods, to the current unprecedented position of relative financial security, and golf course quality at its highest level in living memory. Without Robin's extraordinary efforts there is a strong possibility that the club may not have survived and certainly would not have prospered to our current level. The members of the club therefore wish to recognize a huge debt of gratitude to Robin and wish him very best wishes for the future.*
- 10.3 Peter Robson confirmed a donation of £1500 by R A Dalton (instigated by Cliff Dalton) and proposed that this should be used for improving the various paths around the course. This will be progressed within the main committee.
- 10.4 A brief discussion on trustees concluded that the club is currently one short – Malcolm Aitchison and Rod Milburn are the current incumbents and to address the shortfall, it was proposed that Robin Down should be the third. This proposal was approved.

11. **Next Meeting: Date to be confirmed.**



1

Direct Costs

Item	2023	2022	2021	2020
Wages	£21,560 (£20,636)	£17,019 (£17,000)	£12,380	£11,740
Greens	£4,416 (£2,300)	£5,162 (£4,000)	£4,137	£2,515
Repairs/Cons.	£10,004 (£1,000)	£5,150 (£1,000)	£6,813	£3,403
DIRECT COSTS	£35,980 (forecast £29,035)	£27,331 (forecast £28,500)	£23,330	£17,658

4

Business Plan

- 2023 Business Plan headlines:
 - Forecast income: **£51,870** – actual **£59,742**
 - Forecast expenditure: **£48,065** – actual **£57,526**
 - 2023 Profit/Loss excluding depreciation = £59,742 minus £57,526 = **+£2,216**
 - 2023 Balance Sheet Loss, including £5K depreciation (£5,000 less £2,784) = **-£2,784**
 - Reserves in the Business Savings Account = **£20,467**

2

Overheads

Item	2023	2022	2021	2020
Insurance	£1,996 (£2,000)	£4,105 (£4,100)	£2,630	£2,101
Postage/Statn.	£101 (£0)	£35 (£100)	£0	£149
Clubhouse	£3,134 (£4,500)	£2,703 (£3,000)	£2,986	£2,410
Bar	£2,784 (£2,800)	£2,717 (£2,900)	£2,773 (-£134)	£1,163 (+£244)
Other Sundry	£7,364 (£3,300) <small>(includes adjustments for letters of cheque - £2K)</small>	£3,196 (£3,100) <small>(includes adjustments for letters of cheque - £21K)</small>	£3,585	£2427 <small>(includes adjustments for letters of cheque)</small>
Fund Raising	£905 (£900)	£918 (£900)	£695	£380
Marketing	£180	£360	£360	£0
Golf Union	£1,957 (£1,000)	£1,553 (£1,000)	£1,116	£1,890
Electricity	£911 (£1,000)	£918 (£1,000)	£1,213	£849
OVERHEADS	£19,339	£16,505	£15,339	£11,369

5

Income

Item	2023	2022	2021	2020
Green fees	£11,495 (£12,000)	£10,578 (£12,000)	£13,197	£12,828
Comps	£1,130 (£800)	£970 (£800)	£776	£1,125
Fund raising	£1,248 (£1,100)	£1,106 (£1,100)	£1,033	£773
Sponsors	£1,280 (£800)	£1,260 (£1,100)	£1,620	£1,580
Membership	£31,818 (£28,000)	£23,285 (£23,000)	£22,345	£19,315
Bar	£4,776 (£3,100)	£3,585 (£3,300)	£2,639	£2,004
Other/Grants	£5,485 (£3,000)	£1,004 (£3,000)	£18,979	£29,664
FIT	£2,519 (£3,300)	£2,639 (£3,400)	£2,044	£3,240
TOTAL	£69,742	£44,627	£62,633	£70,629

3

Other costs

Item	2023	2022	2021	2020
Depreciation	£5,000	£5,000	£2,646	£6,832
Lease costs	£2,442	£4,014	£4,014	£4,014
Bank charges	£236	£23	£4	£122
COVID-19 grant accrued				£9272
OTHER	£7,206	£8,991	£6,666	£20,240
DIRECT COSTS	£35,980	£27,331	£23,330	£17,658
OVERHEADS	£19,339	£16,505	£15,339	£11,369
TOTAL COSTS	£62,525	£52,827	£45,345	£49,267

6

2023 Fixed Monthly Costs

- Council Tax - Nil
- Insurance - £166
- Electricity - £78
- FIT income - -£210
- Rijo 42 - £0
- Lease costs - £203
- TOTAL £237**

2022	2021	2020	2019	2018
£516	£485	£311	£389	£633

7

Bank balances at year end

- 2021: £10,910.70 - £248 unrepresented cheques, -£1,720 subs in advance = £8,942.70 + £20,204.96 in the savings account = **£29,147.66**
- 2022: £6249.61 - £74 unrepresented cheques, -£2,827 2023 subs in advance = £3,348.61 + £20,231.49 in the savings account = **£23,580.10** (reduction of £5,567)
- 2023: £7,728.76 - £115.48 unrepresented cheques, -£2,284.22 2024 subs in advance = £5,329.06 + £20,467.10 in the savings account = **£25,796.16** from **£23,580.10** in 2022 = **+£2,216.06**
- LOSS = £2,284 which includes £5,000 depreciation ...
£5000 minus £2,284 = **£2,216**

10

Profit/Loss Summary

- 2017 Balance Sheet showed a loss of **£2481.05** for the period January 2017 – December 2017.
- 2018 Balance Sheet showed a profit of **£2557.66** for the period January 2018 – December 2018.
- 2019 Balance Sheet showed a profit of **£2752.17** for the period January 2019 – December 2019.
- 2020 Balance Sheet showed a profit of **£21,261.91** for the period January 2020 – December 2020.
- 2021 Balance Sheet showed a profit of **£17,188.90** for the period January 2021 – December 2021 (grants received - £17,435).
- 2022 Balance Sheet shows a loss of **-£8,200** for the period January 2022 – December 2022.
- 2023 Balance Sheet shows a loss of **-£2,784** for the period January 2023 – December 2023.

8

Prospects for 2024

- New Treasurer
- Increased consumables costs
- Monthly costs negligible – no debt, no lease costs - £20K+ reserves
- 2020 £10K greens cutter; 2021 £12K fairway mower; 2022 £2.8K Quad – all paid in cash - no additional lease costs – depreciated over 5 years
- Continue to invest in the course and maintain good progress with member growth
- Find ways to exploit a primary little used asset – the Clubhouse

11

Bank balances at year end

- 2015: -£475.12 -£1765.02 unrepresented cheques, -£3360 subs in advance = **-£5600.14**
- 2016: £2003.85 -£97.18 unrepresented cheques, -£3180 subs in advance = **-£1273.33**
- 2017: £2615.34 -£211.50 unrepresented cheques, -£4558 subs in advance = **-£2154.16**
- 2018: £6383.38 -£1029.88 unrepresented cheques, -£3446 subs (Incl. £160 sponsorship) in advance = **£1907.50**
- 2019: £3818.67 -£235 unrepresented cheques, -£915 subs in advance = **£2668.67**
- 2020: £22382.37 -£1427.78 unrepresented cheques, -£670 subs in advance = £20,284.59 + £10,200.57 in reserves = £30,485.16, less COVID grant balance (£9272 committed spend) = **£21,213.16**

9