



## **AGM MINUTES**

### **HURON PINES GOLF & COUNTRY CLUB MEETING**

**October 24, 2022**

**Town of Blind River Council Chambers**

**PRESENT:**

- M. DEVERELL – President
- G. RAINVILLE – Treasurer
- J. CAMPBELL
- K. GIBSON
- M. SHAMAS
- S. HAGMAN
- P. STOS
- J. POSTERARO
- A. SPOONEY
- K. CAIN

**REGRETS:**

- C. ASTLES – Vice President
- E. SIMONS

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**1. CALL TO ORDER**

The meeting called to order at 7:00PM with M. Deverell chairing the meeting.

**RESOLUTION TO ACCEPT THE FINANCIAL REPORT**

**MOVED BY: J. CAMPBELL**

**SECONDED BY: G. RAINVILLE**

“THAT the Huron Pines Board accept the Meeting Minutes from the AGM on October 25, 2021”.

**CARRIED**

## **2. ANNUAL FINANCIAL REPORT**

*Presented by G. Rainville*

Huron Pines is owned by the Town of Blind River and our operations are consolidated with the Municipality's Financial Statements for the year ended December 31, 2021. As part of the statements they publish a schedule of operations (Revenue and Expenditure) for the year ended December 31, 2021.

As of October 19, 2022, we have a bank balance of \$322,648. Accounts receivable is \$52,274 which is mostly one vendor who needed to be re-invoiced along with some other small items that are being cleaned up. Our prepaid expenses deposit on Golf Carts was \$8,300. Total assets reported \$826,284.

Gerard highlighted that our accounts payable includes \$30,740 owing to Receiver General, \$2,287.11 in credit cards, and \$113,026 due to the Town of Blind River. Total liabilities \$826,284.

Total Revenue was \$844,810 which surpasses the budget in Memberships and Green Fees, along with a small shortfall in Rentals and Food & Beverage. Total expenses which includes wages, office supplies, bank charges was \$592,954 and a net income of \$251,856.

### **RESOLUTION TO ACCEPT THE FINANCIAL REPORT**

**MOVED BY: G. RAINVILLE**

**SECONDED BY: M. DEVERELL**

"THAT the Huron Pines Board accept the Financial Report of the Treasurer".

**CARRIED**

## **3. PRESIDENT'S ANNUAL REPORT**

*Presented by M. Deverell*

After last year's AGM, the board's first annual task was to prepare a budget that would face the scrutiny of town council for their approval by early December. Inflationary pressures were very evident at that time with talk of a minimum wage increase on the horizon. Obtaining and maintaining good employees was also a concern, so a graduated skill-based wage scale was implemented. Additional Pro Shop staffing was planned to give double staffing during peak periods in an effort to fix the "phone back log issues". Our wage budget climbed to \$369,000, 18.5% over the previous year.

Fuel prices were on the rise, so an additional 9% was suggested, 23% increase was agreed upon. With the addition of new carts with more electronics, a 4000 sq foot cart shelter was budgeted for, initially estimated at \$100,000. 12 more replacement carts at \$82,500. Other capital costs including a new sod cutter at \$10,000, new phone system at 15,000 and clubhouse renos at \$7000. Despite the obvious forecasted expense

increases, we chose to limit the increase to only 5% on memberships, green fees and cart rates. The distance rate was brought in-line with our new member rate.

Men's & Ladies' night program was modified to integrate with the POS system during league nights to automatically enter names in scoring program only after payment has been recorded. This appeared to rectify the multiple errors that occurred previously due to volume of traffic during a short time interval.

Telephone communication continued to be problematic. Dealing with a nonlocal vendor and old equipment that was gradually failing became unbearable much to the chagrin of our staff and patrons. A new system was ordered and eventually installed fixing many but not all of the "phone issues". So, all in all 2022 was a good year, but not exactly as budgeted,

- Membership revenue was 25% higher than budgeted (\$44,000)
- Green fees 7% higher than budget (\$22,000)
- Wages not as high as expected due to non-return of co-manager...moved on to bigger and better things.
- Cart revenues down \$7,000 despite having 12 additional carts.
- Fuel expense has doubled over last year already to date at \$57,000, well surpassing the 23% budgeted increase.
- \$15,000 irrigation repairs secondary to a single lightning strike.
- Cart shed delays/complications have at least doubled the budgeted allocation. Fortunately, we have been deemed eligible for possible grants to help offset this increase.

#### **4. MANAGER'S REPORTS**

*Presented by K. Cain*

Kevin thanked the board, the membership, and the Town of Blind River in my role as General Manager of Huron Pines Golf and CC. The learning curve, was steep, with some bumps along the way. Our ability to retain experienced people when other business 's is struggling to hire and retain quality people. Pro Shop staff Abby Hagger, Cayden Murray, Jake Hagger, Ben Baillargeon and the return of Nancy Clarke. Kyle brick and Ray Quenneville, 2 new hires in 2022, did an exceptional job as starter/marshal on Mondays and whenever else were needed. Thank you to Mark, and the other board members who have helped train, mentor and offer advice throughout the year.

We have some challenges in the pro shop and have worked to try and resolve them. Late in the season, we got our antiquated phone system, replaced, and upgraded. This will certainly help alleviate some of the access issues people had reaching the pro shop.

One thing we need to get members comfortable with is booking online. Out of over 20k tee time bookings, almost 17k were made over the phone or at the counter in the pro shop. This ties up our staff to an unmanageable level. We are also working on opening a store, connected to our online POS so all tournament entries and payments can be done online. With the proper planning this winter, members, and anyone playing here will see much more of an employee presence outside, and in the pro shop. Our goal is to ensure that a golfer's experience at Huron Pines is equal to the quality of the course itself.

There will be significant changes in the pro shop for 2023, we will be carrying Nike, Cleveland Golf, Callaway and of course Titleist -Foot Joy. On the financial end, we managed to exceed most of our budget benchmarks in 2022 and will continue to balance customer service and budget constraints.

We were 25% higher in memberships revenue than budgeted and green fees were up 7% higher than budget. On the golf front, we had a very good tournament season, especially our numbers for our Club Championships. We have 3 new club champions in 2022, Senior Ladies Club Champion, Fran Lemire, Ladies Club Champion Alyssa Spooney, Men's Senior Club Champion Pat Bartley and our only repeat champion, Men's Club Champion Ryan Hagger.

## **5. COURSE SUPERINTENDENT REPORT**

*Presented by P. Stos*

Every year I talk about our volunteers, and there is good reason for that. Over the 26 years that I have been here at Huron Pines, I haven't ever seen a situation where we have been short of people to look after the long grass and other peripheral areas. I am always impressed with the dedication they show toward our course! From what I understand we will have a couple of openings on our volunteer crew next spring as Gerry Guillette and Bob Horton "retire" from their routes on the team. They will both be missed as they knew the ropes on the substantial areas they looked after.

We started this cool spring in need of 3 new fulltime bodies. I would like to thank Mark Everitt and Larry Payette for their help in training and mentoring our new hires. We all made every effort to make this transition as seamless as possible and I think by and large it was a successful endeavour in that regard.

This spring saw us return to re-sod the seeded 17th white tee deck as temperatures were not adequate to coax seed along in a timely manner. This fall we dug into #9 tees and have sodded the tee surfaces and added tee space to make the sizes more adequate for our play volumes. Those tees will be ready to play in the early part of next year.

Over the course of the year we had a few setbacks with a lightning strike that disabled many sprinklers on the course, as well as the communication system that runs the irrigation system. In addition, we had a situation in which we had a catastrophic failure of an engine on a tractor and despite having another newer tractor, there was a point at which neither was functional. Our most excellent mechanic, Dennis Krauter had improved that situation in no time at all once we had parts available.

Many thanks to all staff, volunteers and board members who made this a great season.

## **6. NEW BUSINESS**

It was recommended to have a Communication Plan put in place to improve communication to members. Alyssa Spooney to connect with Johanne Falk to create a Communication Plan. It was requested that the Lessee review their prices on the food provided and be open to constructive feedback in regards to the range in food sold.

## **7. ELECTIONS**

Huron Pines Board accepts the resignation of E. Simmons

G. Rainville Nominates M. Deverell for President, seconded by J. Campbell

M. Deverell Nominates C. Astles for Vice President, Seconded by S. Hagan

Armand Pitre Nominates G. Rainville for Treasurer, seconded by M. Deverell

M. Deverell Nominates M. Shamas for Tournament Committee Co-Chair, Seconded by J. Posteraro

A. Spooney Nominates M. Shamas for Club House/Kitchen Liason, Seconded by J. Campbell

M. Deverell Nominates A. Spooney for Secretary, Seconded by G. Rainville

M. Deverell Nominates Ryan Hagar to join the Huron Pines Board, Seconded by G. Rainville

## **8. 2022-2023 BOARD OF DIRECTORS**

Mark Deverell

Chris Astles

Gerard Rainville

Alyssa Spooney

Mary Shamas

Ken Gibson

John Campbell

Ryan Hagger

**9. ADJOURNMENT**

**MEETING ADJOURNED:** Motion was made by J. Campbell, and seconded by K. Gibson to adjourn the Huron Pines Board meeting at 8:33PM.

**MOTION CARRIED.**

**9.1 NEXT MEETING DATE**

The next meeting and the Annual General Meeting (AGM) will be held in October 30, 2023.