

Call to Order – 5:49 PM

In attendance

Shaun Morris

Matty Gray

Meredith Wilson

Hughie Graham

Brett McDonald

Winter Haley

Jenni Bruce

John Nahanni

Justin Bailey

Regrets – Joan Hiron, Euan Mclean

Approval of Agenda – Motion to approve, Jenni. Seconded, Meredith. Carried

Approval of Minutes – waived spring general meeting approval to AGM

President’s Report – written report as provided. Motion to approve, John. Seconded, Brett. Carried

Treasurer’s Report – Jenni provided verbal report. Bottom line is looking healthy despite weather. Food and Beverage has been run well with low food cost. Many Board members expressed an increase in quality of food in the clubhouse.

General Manager’s Report - written report provided. Motion to approve, John. Seconded, Meredith. Carried

Old Business

Committee Reports

Grounds and Maintenance – No report given - Euan

Golf Course Development – Justin – verbal report given regarding new tee boxes.

Volunteers – Meredith verbal report given regarding success of volunteer program

Tournaments – Brett gave a verbal report regarding club tournaments, North/South Tournaments, Club Championship, Glow Ball , August 54 hole Tournament, Opening Members’ Scramble

Midnight Tournament – Hughie provided verbal report

Membership and Clubhouse Services – Jenni provided a verbal report

Rules and Handicaps – John provided a verbal report

Sales and Marketing – Winter provided a verbal update

HR & Safety – no report

Government Relations – no report

New Business

New Tee Boxes – will attempt to put 6 or 10 more tee boxes in play this year depending on price of material and shipping. New netting has been installed behind forward tees for player protection.

Kitchen Flooring & Carpet Replacement – Kitchen flooring will be replaced at season's end after the kitchen is closed. Pricing is underway for carpet replacement in club house

Green Conditions and future plans

Discussion regarding green replacement. Matty discussed an evaluation from a green material supplier. Budget numbers will be provided. Opportunity comes from a club run tournament to support green replacement, infrastructure funding through government, green replacement levies, or hole sponsorships.

Green Replacement Levy – discussion regarding green replacement levy when irrigation levy expires

2019 Clubhouse Lease or Manager

Discussion regarding clubhouse food and beverage management. During the off season, information will be gathered regarding the potential hiring of an F&B manager, contracting out services or other options to operate the clubhouse

2019 Membership Prices & early bird Membership sales

Discussion was had regarding membership incentives used in 2018

Land Lease increase letter – GNWT

Information provided regarding a letter from the GNWT regarding the cost of the Land Lease being increased as stipulated in the Lease document

Next Meeting

AGM September 16th, 2018 2:00 PM

Board members are asked to put their committee reports in by September 2, 2018 for assembly

Adjournment

Motion to adjourn, John. Carried

Yellowknife Golf Club

Box 388 Yellowknife, NT X1A 2N3

www.yellowknifegolf.com

phone: (867) 873-4326 fax: (867) 8734326

August 21, 2018

Presidents Report – Spring General Meeting

Well this has been an interesting summer at the Yellowknife Golf Club with this summer being the wettest I can remember in my 27 years in Yellowknife. On the bright side the grass aprons look fantastic and we haven't had to spend much money on fuel for the water pump this year!

Fuel Tank

As discussed at the Spring Meeting the Gasoline Fuel tank is well past its life expectancy and we have ordered a new 500-gallon Westeel tank that will be placed by the maintenance shed when it arrives which should be any time now.

Tee Boxes

The new tee boxes have been installed and are holding up very well, it took a little while for me personally to get used to the "cushiony stance" but I really like them now. The new locations of some boxes have redefined how some holes are played but I feel in general, this has improved the playability of the course. We are hoping to complete five more before the end of the season, but it will be weather dependent.

Grass on Hole 2

Finally Hole 2 looks fantastic! A couple of seasons of trying to get the grass to grow without success but the new sod installed this year has matured and held up exceptionally well. Great job by Matt, Andy and all the maintenance staff at the course.

Honours Board

The honours board, hole in one board and past presidents' boards have been mounted in the clubhouse and the actual information is being printed at Signed as we speak so hopefully it will be installed before the AGM. I am sure most of you have also noticed that Silvio's Plaque has been mounted by the tee on hole 10, this mount was designed so that we can take the plaque down for the winter to prevent vandalism and weathering.

Kitchen Repairs and Clubhouse

The kitchen flooring replacement that was mentioned at the Spring Meeting are still scheduled to start once the clubhouse closes for the season on September 16th. We are still looking at options for replacing the carpet in the dining area of the clubhouse and will hopefully have that completed before winter as well.

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Overall, I feel we had a very successful season to date at the golf course, we have had a few challenges with staffing and staff issues in the clubhouse, some disciplinary actions handed out to members for behavior at the facility and all have been handled by Matt with his usual level of professionalism. We have some new challenges that are coming up and will need to be discussed as a board to create plans for dealing with, such as the Driving Range Net, the age and replacement of the Greens, as well as how we want to run the clubhouse next year based on incredibly challenging staffing and human resources issues of the last few seasons.

My term as president of the golf club will be up at the AGM this year, I have expressed to Matt my interest to remain as club president and will be putting my name forward for re-election. Unfortunately, I will not be able to attend the AGM in person this year as I will be out of town for work travel at them time. I will be writing a letter to be read at the AGM in my absence.



Shaun Morris

President – Yellowknife Golf Club

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General Managers Report

August 21, 2018

Pro-Shop:

Inventory sales have been really good this year, we had great success with the Taylormade drivers, unfortunately their irons have been a tough one to move. We have had really good success with the shoe lines we did this year, having Puma and Sketchers in the shop provided a nice product range and something for everyone. I will be sending as many shoes as I can back in the coming weeks. I have the ability to send 100% of my Puma order back and 30% of my opening order of sketchers.

Logo clothing hasn't gone quite as well as hoped this year, I have purchased a line of PUMA Clothing for next year on closeout deal, this clothing is all logo'd and won't be available till 2019.

Once again it looks like we are going to sell out of majority of our golf balls, this allows us to not carry a large inventory level of golf balls over the winter months.

Current Inventory held in the Pro-Shop is \$48,245.00, my goal is to get this down to under \$30,000.00 of carry over inventory. And we will be starting a rather large blow-out sale of inventory here pretty shortly. And with the inventory replacement plans we have with different companies, I am confident that we can achieve this.

I feel a survey is required for clothing in the Pro-Shop to get a better understanding of what our membership is looking for when it comes to clothing, as it's looking like we will carry over a decent amount of inventory for this again. But will be looking to blow out inventory here very shortly.

All in all, fairly happy with how the Pro-Shop has gone, River turned out to be an amazing worker for the Yellowknife GC and can't thank him enough for his services, hopefully he will be back next summer. Thanks to Cole and his Professional services he provided as the Assistant Professional and his dedication to Junior coaching. Thanks to Connor O'Brien, James McKay for their services to the membership and the Yellowknife GC throughout the season.



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Clubhouse:

Clubhouse is looking to turn a nice profit this year, Angus and his team of chefs of Heather and Jesse were able to keep food costs low while increasing revenues of food sales. Have nothing but positive comments on the quality of food being sent out of the kitchen this year.

Thank you to all the clubhouse F&B Servers that have served our membership throughout the season, myself and members appreciate everything that you provided.

Golf Course:

We saw an increase in membership for 2018 with having 342-members compared to 2017's 311-members, of these 342-members 29 were considered "new" members. This may be a result of the membership incentives that were started at the beginning of the year or a result of older members making a return to golf. I do still think there is an opportunity to grow our membership with different membership categories that may target players that are on the fence. Such memberships could be "weekend memberships" for the players that know they won't have an opportunity to get out during the week but still like the idea of being a member. And vice versa for weekday members. This may target people that head away camping each weekend.

Below is a breakdown of our current membership categories compared to 2017;

	Adult	Senior	Junior	Student	Social	League	Life	Board
2018	224	77	5	6	1	15	5	9
2017	206	65	7	7	7	5	5	9
Difference	18	12	-2	-1	-6	10	0	0

Rounds played this year have been down compared to last year, below you will see the comparisons from 2017-2018: (August 19th 2018)

Unfortunately it seems that it's been a year of rain, wind and clouds and all these have put a bit of a damper on the golfing season. That being said, for the summer weather we have had our round counts are really not as far out as expected.

Month	2017	2018	Total +/-
May	969	1135	+166
June	2246	2048	-198
July	2357	2546	+189
August	1729	1437	-292
Total	7301	7228	-73

Below you will see some number for League Nights and Club Tournaments (August 20th)

	Men's Night	Ladies Night	Club Tournaments
NO# Players	756 Players	645 Players	139 Players (no midnight)



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Power-Carts continue to be our best source of steady revenue, this year we have had all 38 power-carts running for the whole season which has been a nice change from every other year. In the financials you can see that the cart rental revenue is slightly down but this is matched by the “private-cart” fees. The private cart fees are the 5 carts that are allowed to bring their cart onto the course but can’t leave it at the course.

	9-Hole Members	18-Hole Member	9-Hole non-member	18-Hole non-member	9-Hole Rise&Shine	18-Hole Rise&Shine
2018	1307	756	888	375	12	31
2017	1318	845	919	318	32	25
Comparison	-9	-89	-31	57	-20	6

2018 Green-fee comparisons from 2017 to 2018,

	9-Hole Green-Fees	18-Hole Green-Fees	9-Hole Rise&Shine	18-Hole Rise&Shine	Member Guest 9-Hole	Member Guest 18-Hole
2018	1697	677	23	15	61	27
2017	2017	780	69	40	NA	NA
Comparison	-320	-103	-46	-25		

Seeing the number of green-fees down this year is a direct reflection of memberships being up, as we have more members at the Yellowknife GC is shows a loss of Green-fee revenues. I have noticed it in the corporate events as well, with more members that non-members playing in these corporate events. Would like to explore the options of a set rate for the use of the course for these corporate events to counter this.

Corporate Tournaments:

Corporate Tournaments have been a mixed bag this year with the first few events being lower than expected numbers, this may have to do with the weather we experienced or people just simply don't have the time or money to support these corporate events. However, there was a couple events later in the season that were able to increase their numbers substantially from last year which is a positive sign.

We got hit pretty hard on a couple events with weather & rain delays, and this really effects the Food & Beverage aspect of the event. As many won't stick around after their rounds which is unfortunate but out of our control.



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Season Wrap-Up:

As we move closer to September we will start looking at shut down dates for the Irrigation system, at the moment I have looking at the week of September 10th for a full system blow out of the lines, pump shut-down and end of season service by Canadian De-Watering.

After the AGM (September 16th) we will start the snow fences, we need to get the rebar into the ground before any freezing starts.

Power-Carts will be put through their final water service in the first week of September and go on a rotation of rental for the last month, this ensures that all batteries have a chance to mix the battery fluid before getting shut down for the season.

Paul from Club Car will be up late September to do a year-end service as per our service contract, he will also install the new batteries into carts 29-38 (covered under warranty). Once Paul is up we will shut down 90% of the Power-Carts and only leaving a few available till October. Power-Carts will be available for rental till the first week of October, and the Pro-Shop open till Thanks-Giving weekend.

Matthew Gray

General Manager

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