Draft. 24 Feb 2023.



 Minutes of the 116th Annual General Meeting of the

Glen Golf Club, North Berwick, Held in the Glen Clubhouse on Thursday 23rd February 2023.

The Club Captain, **Colin Fairgrieve**, opened the meeting at 7.30pm and welcomed Members to the 116th Annual General meeting of the Glen Golf Club. The Captain outlined the emergency procedures in the event of an incident.

The Captain confirmed that there was a quorum. The following apologies were noted: -

Karin Milivoyevich, Anne Littlefair, Helen Seward, Ann Nimmo, Ann Wood, Marc Burrows, Amanda Bartholomew, Paola Burrows, Anne McMenigall, Ian Peebles, Iain Buntain, Charlie Shearer, John Burnett, Moira Simpson, Gordon Simpson, John O’Flaherty, Jackie Hamilton, Alistair Shaw, Isabel Nisbet, Alan Nisbet, Paul Campbell, Wendy, Gootjes, John Murray, Stuart=rt Hunter, Bob Serafini, Willie Halliday, Jim Renton, Shona Hamilton, Ali Carslaw, Katie Murray, Marlene Waudby

Douglas Paul, Stephen Harley, Jo Yates, David Dixon, Christianne Maher.

The Captain introduced the top table to the Members: -

Tom McGinley,Managing Secretary, Robbie Dalgleish of Grieves West and Ayre, the Club’s Chartered Accountants, George Gordon, Greens Convenor, Alan West, Finance Convenor, and Marion Currie, Match Secretary.

The minute of the meeting would be taken by Sandy Ross

**1.** **Minutes of 115th AGM on 10 March 2022.**

The Captain confirmed that the Minutes of the 115th AGM held on 10 March 2022 had been on display in the Clubhouse and that no proposal or amendment to these Minutes had been received.

Adoption of the minutes was proposed by Ian Brown and seconded by George McNicoll.

They were unanimously approved as a true reflection of the meeting. The Captain signed the Minute Book.

**2. Matters Arising From the Minutes**

There were no matters arising from the Minutes.

**3.** **Captain’s Report**

The Captain introduced his report which had been circulated prior to the meeting and taken as read. For the record a copy of the Captain’s Report is appended to this minute as Appendix 1.

The Captain added the following comments to his report.

Water.

Looking to the future the club must consider how water will be provided for the course. After commissioning a geologist’s report, it was decided to drill on the course for water so that we could be future proofed against increased water charges and risks to water supply by having a reliable independent source.

The reputable company who were contracted to do the job sunk bore holes to a depth of 150 metres at two points on the course but did not find water.

The management committee will be further investigating the supply of water and will explore other avenues which could make us independent of outside supply.

The Captain’s report as issued noted the names of three members who had died during the year, Dave Portway, John Mather and David Brown. The Captain wished to add a further two names to the deaths in the past year. They were Angus Wilson and Bill Kloepfer. Our thoughts are with their families.

On a happier note, the Captain was pleased to announce that Honorary Membership of the Club had been awarded to Bert Stitt to mark his long membership of the Club. Bert first joined the Glen as a junior member in 1965.

Bert expressed his thanks to the Club for this recognition of his membership.

There were no questions to the Captain.

**4. Green Convener’s Report**

George Gordon, the Greens Convenor noted that his report had been circulated prior to the meeting and was taken as read. For the record a copy of the Greens Convenor report is attached to this minute as Appendix 2.

The Greens Convenor had no comments to add to his report and was happy to take questions.

Andy Flood asked if the policy regarding mats would be clearer in the future and if mats would continue to be used.

The Greens Convenor said the decision on whether to use mats would always be one for the course manager and the green keeping staff on a day-to-day basis, but that mats would continue to be used in the future.

Jim McColl asked if the use of buggies while mats were in use caused more damage to the course.

The Greens Convenor said that buggies would not be used while mats were in use with the exception of three buggies which were allowed to be used by members with medical conditions.

Tom McGinlay noted that there were 40 members with medical conditions which required them to use buggies and therefore it was not possible to dispense with buggies entirely.

The Captain added that guidance was given on the use of buggies but that tyre damage to the course was more likely to be caused by the green keeping plant machinery which was much heavier than the buggies.

Brian Bevan asked what the current policy is with regard to the felling and planting of trees.

The Greens Convenor said that no more trees would be felled on the course. Apart from anything else the cost of removing trees was very expensive.

Brian Bevan asked what the policy was with regard to the fallen trees to the right of the 9th fairway.

The Greens Convenor said there were no plans at the moment to do anything with them. Advice from arborists was that trees which fall and lean against other trees will die.

At the moment we have no members of staff who are qualified as chainsaw operators. But two members of staff will undergo chainsaw training and we will then be able to deal with tree issues using their expertise.

Jim Sear asked if the 14th green will remain at its current size?

The Greens Convenor said that it will remain at the same size. This will allow more pin positions to be used. The 14th green is one of three greens, the others being the fifth and the fifteenth which have problems with Nematodes in the soil.

Work will be carried out on these greens. We have been advised to carry the work out three times with a gap between each application of the chemicals designed to control the problem.

Once the problem is solved it may be possible to consider the size etc of the greens again.

Sam Cowie commented that we once had a bore hole beside the green keepers’ sheds but on extraction it was discovered that the water from the bore hole had too much lime in it and we were advised not to use it. He wondered if we could take drainage water off the caravan site and road above the course.

The Greens Convenor said that this raised issues about what might be in that water and whether it could be used safely on the course. Much of the run off will have passed through farm fields.

We were also looking at the Burn which runs through the Glen but again there were questions about the quality of that water since much of it again was run off from farmers’ fields.

There was also an issue with SEPA, the Scottish Environmental Protection Agency and whether they would allow the use of water from those sources.

The Captain said that some golf courses were using land on the course to create a large lake like sump which could contain water to be used on the course. Unfortunately the Glen does not have a piece of land which could be used for this purpose.

Archie Douglas said that he was a new member of the Glen who regularly used the practice facilities, and he was concerned about the number of people who use the practice area and who do not repair divots or other damage they do to the practice ground.

The Greens Convenor said he was aware of this, and members should treat the practice area with the same respect they give to fairways. The club was looking at installing Astroturf areas on the practice ground as a way of resolving this problem.

Margaret Wellwood asked if birds on the course were a source of damage to the fairways and the practice area.

Mike Dyer suggested that we should consider making sandbags for divot repair compulsory to be carried by players on the course

The Greens Convenor thanked members for the comments and said that they would be considered.

**5. Match Secretary’s Report**

The Match Secretary, Marion Currie, noted that her report had been tabled and would be taken as read. For the record the Match Secretary’s report is attached as Appendix 3 to this minute.

She had the following additional comments to make.

The Gents Championship Competition for the coming year would be subject to some changes to make the C Championship more viable and competitive.

The A championship would be for handicaps from scratch to 9.

The B championship would be for handicaps from 9.1 to 16.

The C championship would be for handicaps from 16.1 to 28.

Hopefully this would ensure the C championship would have 16 qualifiers.

The new Scottish Golf website was up and running but was still experiencing a few teething problems. Scottish Golf was working on it, and it should be in order for the start of the season.

Ian Melrose asked (on behalf of someone else) if the money in an individual’s Golf App account was still there?

The Match Secretary said that it was still there, and this was one of the fixes which was being made to the system.

At the moment members can see the balance of their accounts on the Scottish Golf website.

**6. Finance Convenor’s Report: Financial Statements for the year ended 30th November 2022. Adoption of Accounts and Reappointment of Reporting Accountants**

Alan West, Finance Convener referred to his report as contained in the notice of the meeting. He said it was not his intention to go through the report in detail or to run through the swings and roundabouts of income and expenditure or assets and liabilities, but he would make the following comments on it.

For the record a copy of the report is appended to this minute as Appendix 4.

The main headline to the accounts was that the club had had one of its most successful years financially. Visitor income had peaked at £500000 which was an amazing achievement.

Our success this year will be seen as we continue to invest in the course and pay down debt.

However, it is hard to predict if this level of income will continue and therefore costs will continue to be tightly managed because like all small companies we are being hit by higher prices in all areas of expenditure.

We expect a good performance in the coming year, but we will not expect at this stage to reach the heights of 2021/22. If we do that it will be a bonus. We have predicted a visitor income somewhere between this year’s high and the previous year.

At the moment the club has £330000 of long-term debt, and we will continue to pay that down as fast as we can.

The Finance Convenor thanked former Finance Convenor Graham Noble for his help and support and thanked Tom McGinlay, Karen (surname) and the starters for their help during the year.

He also thanked Robbie Dalgleish of Greaves, West and Ayre for their continued support of the club.

The Finance Convenor asked if there were any questions.

Jim Edgar asked why cleaning costs seemed to have increased so much?

The Finance Convenor said that he would come back on that, but the Captain and former Finance Convenor said that one explanation might be that we are not comparing like with like. The previous year’s accounts included a lengthy period when the club house was shut due to COVID restrictions, and we would not have been incurring the same levels of costs in areas like cleaning.

Tom McGinlay thought this was a factor since the per hourly rate for cleaning costs had not increased.

Mark Burrows asked if it was policy going forward to take the debt out?

The Finance Convenor confirmed that this was our policy.

Mark Burrows asked what was the “Competition Surplus” referred to in the accounts?

The Finance Convenor thought that this was a sum which had accrued from Open Competitions but would confirm this.

The Match Secretary confirmed that this money did not come from Club Competitions.

Jim McColl said that the small increase in annual subscriptions was to be welcomed but asked if the club could be getting more income from five day and country memberships?

The matter of winter membership was also raised.

It was agreed that there were issues surrounding the categories of membership and the costs and incomes surrounding them.

Jim Edgar suggested that the management committee should investigate them and report but that nothing should be done until there was a proper consideration of the issues raised. This was agreed.

This will be a matter for the new Captain and management committee.

Alan West proposed that the Accounts for the Financial Year 2021 /2022 be adopted.

This was proposed by Graham Noble and seconded by Jim Edgar.

It was agreed unanimously.

Alan West proposed the reappointment of reporting accountants Grieves West and Ayre.

This was proposed by Jim Sear and seconded by Ian Farquharson.

It was agreed unanimously.

**7. Junior Convenors report**

The Juniors Convenor’s report presented by Lynne Malcolm was taken as read. For the record a copy of that report is attached to this minute as appendix 5.

There were no questions on the report.

**8. Election of Office Bearers**

The Captain advised the meeting that it was now time to elect the office bearers for the following year. The Captain added that it had been a privilege to captain the club and he had actually enjoyed it.

The following nominations had been received.

|  |  |
| --- | --- |
| ***Name Proposer***  | ***Seconder***  |
| ***Captain Alan Nisbet***  | ***Colin Fairgrieve***  | ***George Gordon***  |
| ***Vice-Captain David Dixon***  | ***Alan Nisbet***  | ***Colin Fairgrieve***  |

Unfortunately, neither Alan Nisbet nor David Dixon was able to be present this evening.

Both members had submitted their apologies.

The nominations were submitted to the meeting and both the Captain and Vice-Captain were elected unanimously.

David Dixon had sent a message congratulating Colin Fairgrieve on his Captaincy.

In the absence of the new Captain, outgoing Captain, Colin Fairgrieve continued to chair the meeting.

**9. Members Motions**

There were two members’ motions to be considered.

1. That the constitution is amended to increase the Ladies’ roll-up times to 3 on both Monday and Thursday.

There was a discussion on this motion. Bert Stitt thought it was wrong to enshrine the provision of tee times in a club’s constitution. A constitution was a statement of principles, the allocation of tee times was an administrative matter and should be dealt with accordingly.

It was noted that by allocating tee times to the Seniors’ and Ladies’ sections in the constitution previously we had already confused this issue.

Jim McColl asked if by guaranteeing tee times to selected groups within the club we breached our constitutional commitment to dealing with all members and sections of the club on an equal basis?

Jim Sear said that the seniors tee time allocation had been introduced during his time as Captain and perhaps the whole issue of the allocation of tee times should be considered again.

Seniors Captain Elliot Chisholm pointed out that the seniors’ times were used effectively.

Margaret Wellwood wondered if the tee times could be allocated without invoking constitutional change. She pointed out that despite the allocation of tee times the ladies’ section were always willing to hand back the times if they were required for the good of the club.

It was agreed that the matter be referred to the management committee but in the meantime a vote could take place on the motion before the committee. This being a constitutional matter it would require a two thirds vote in favour to be passed.

Vote.

Those in favour of the motion 47

Those against the motion 23

The two thirds vote in favour of the motion having been reached the motion was passed.

2. That the area around the practice nets, which is to be planted this spring with native tree species, is dedicated to the reign of HM Queen Elizabeth II.

There was a discussion on this proposal.

Sam Cowie asked if the club was aware that there were grants for the planting of trees.

Colin Fairgrieve said that the club was aware of this.

Margaret Ross said that she was concerned about the proposal because she could not see the link between the former Monarch and the club. This was nothing to do with any opinions on Royalty but to do with the fact that there were many individuals who had contributed greatly to the development of golf in East Lothian and who perhaps had a better claim to have an area of the course dedicated to them – for example, Bell Robertson, Jessie Valentine, James Braid or John Muir.

The motion was put to the vote. A simple majority was sufficient for this motion.

Vote.

Those in favour of the motion 48

Those against the motion 21

The motion was carried.

**10. Any Other Competent Business**

There had been no written questions submitted for the meeting. The Captain asked if there were any other matters members wished to raise?

In the absence of the incoming Captain, John Lunn wished to thank outgoing captain Colin Fairgrieve on behalf of members for his hard work and endeavour on behalf of the club.

His time and effort had been much appreciated by members.

There was a very warm round of applause from members present.

Ian Brown raised the problem of rabbits on the course and the damage they were causing.

It was pointed out that the only way we could deal with rabbits was chemical and this might concern some members. However, it would appear that myxomatosis has reappeared in the rabbit population and perhaps this would have an effect on their numbers.

Ian Melrose raised the issue of no shows at tee times. He said this was particularly noticeable on Sunday mornings.

Tom McGinlay replied that every no show is sent an email telling them that their no show has been noted. A second offence is punished by booking privileges being suspended for a week.

George McNicoll asked if the water fountain on the 9th tee could be refurbished and made suitable for the refilling of water bottles.

It was agreed this would be looked at.

Bert Stitt wondered if the bunker in the middle of the 6th fairway could be filled in as people of his advanced age were finding that their second shots on the sixth were being punished.

The answer was no.

Mike Dyer wanted to minute the club’s thanks to Clint and his team in the bar and restaurant.

This was unanimously agreed.

The Captain thanked the members for their attendance at the AGM and wished them a good golf season and brought the meeting to a close at 8.38pm.

Appendices.

**Appendix 1) The Captain’s Report.**

1. While the direct effects of COVID19 are thankfully receding into the distance, the ramifications are still disturbing the Club. We have had a hugely busy year, espe- cially through the high summer. Perhaps this was as a result of having the 150th Open in St Andrews, the British Ladies Open at Muirfield, Scottish Open at The Renaissance and all the pent-up demand following all the recent travel re- strictions. The extended periods of fine weather also encouraged a lot of golf to be played. Of course, the upside to this was the wonderful set of accounts Alan has presented.
2. While I am obviously delighted in paying down our bank loan and the significant investment in the course, we clearly cannot depend on having record income eve- ry year! Hence the reason for the modest, below inflation, increase in subscrip- tions this coming year. We took delivery of two new pieces of course machinery last year, with a further four on order for this coming season. This equipment is sorely needed, with a lot of our older machines well past their “sell by date”.
3. We have also reintroduced a small bar levy on all members of £30.00. This is to encourage all members to use our wonderful clubhouse. I am hard pressed to think of venue with more stunning views in East Lothian.
4. I wish every success to the incoming Management Committee and to Alan Nisbet, the incoming Captain.
5. First on my list of thanks is to Marion Currie, our retiring Match Secretary. Mari- on has completed five years of service, through very challenging times – less as a result of COVID-19 – but the changes introduced as a result of the World Handi- capping System.
6. All the activity on the course put a lot of pressure on both the course mainte- nance and the office; so a huge thank you to Des, Tom and their teams. Also to Clint and his team, who always offer a warm welcome.
7. Fraser Malcolm has had a change of personnel, with Kieran McCormick moving to a new position, we wish him every success. Fraser now has a team of assistants working in the shop.
8. On the playing front, congratulations to all the trophy winners through the year and to Phil James, Anne McMenigall our Gents and Ladies Champions. The final of the Junior Championship for 2022 will be played shortly.
9. Our thoughts are with the family and friends of Dave Portway, John Mather and David Brown who passed away during the past year.
10. Finally, as my Captaincy draws to a close, I’d like to thank all the members of the Management Committees, the past captains who were happy to pass on some of their experiences, all the club staff and all the members for their contin- ued support over the last two years. As one past Captain once commented; it is only once you retire, you realise how much you enjoyed it! Well, I’m getting there.

***Colin Fairgrieve Club Captain***

**Appendix 2 The Greens Convenors Report.**

With this update being the end of a successful year, we can now look back on 2022 as being eventful, exciting and, at times challenging.

We continue to work closely with agronomist Chris Haspell and have been gathering a lot of data to help rectify the loss of quality during the summer months over recent years. Nematodes are still present in the soil but we are using garlic extract (the only nematicide legally available) to help control the problem.

The Air injection machine( 2G2), has been busy throughout the year on greens, surrounds and tees. We have ordered a new rough cutter- the industry leading Wiedenman 500. This machine has multi attachments to perform a wide varie- ty of tasks.

The construction projects on the bunkers have been delayed by the bad weath- er but every effort is being made to catch-up. You will no doubt have seen the tidying up to peripheral areas of the course with lots of tree pruning, strim- ming mounds and general tidying up.

The repair and resurface to the bottom of the path at 18 was a success so this work will be extended further up to the notorious sharp corner. Also in the pipeline is a new rubber-crumb path from the office building to the 1st tee, vastly improving the general appearance of this area.

**Fairways.**

Some minor reshaping work has been implemented and localised verti-draining carried out to facilitate air water infiltration. The air 2G2 will be used for local-

ized wet spots. We have been playing of mats for the past few weeks and this has helped enormously in keeping the damage to the fairways to a minimum during the wet and cold spells of weather.

**Greens**

Again, we are currently happy with the conditions of the greens and are follow- ing our agronomist’s recommended programme. They are still performing well despite the varying weather patterns we are experiencing at the moment. We continue to carry out light aeration, air injection and apply regular small amounts of nutrition- it is critical, we keep the greens ticking along during this period so they come out of the winter and into spring in a good place. We have also applied a two wetting agent and soil penetrants to all greens to draw surface water down through the surface, improving dew and reducing frost accumulating, also helping drainage capabilities. We must increase our sand input up to 150 tonnes per-annum. To do this we will now do 3 sand injec- tions, on top of the bi-annual coring in order to combat disease and improve

drainage capabilities. Sanding is never popular but it is an absolutely essential short term disturbance for longer term gain.

The pitch mark problem is something that could be easily improved, with a lit- tle help from the membership. So could I please ask for you all to please repair pitch marks correctly when arriving at the green.

Some greens are particularly bad so we might need to look at keeping pin placements to the front of the green or tuck pins to edges if the situation doesn’t improve. Extra sanding may also be required.

**Irrigation**

In order to ensure a water supply in the future that fulfils our requirements we are in the process of surveying for a new borehole. Running off mains as we do at present is costly and could be unsustainable in the coming years.

**Bunkers**

We have been working on the maintenance schedule for the bunkers. We have unfortunately run into the Scottish weather and this has caused some delays and has been a big challenge for the team this winter. Hopefully we will get the remaining bunkers completed by spring.

**Tee work**

The tees suffered a lot from last year’s intensive dry spell. To recover the sur- faces and improve the quality longer term they have all been verti-drained and sanded and several tees have had the sprinklers replaced.

Following last year’s successful trial, we continue to use mats on the Par 3’s and also on some of the worst damaged Par 4’s, this is helping the recovery of the tees.

**Other Projects**

Apart from the continued work on the greens, which is our priority, we are looking to start work on the path leading down from the 18th tee and further upgrades to the other paths on the course, including a new path from the shop to the 1 st tee. We are also continuing to undertake an inventory of the irriga- tion system. The proposed test well for the new borehole will commence shortly, with drilling starting above the green keeper’s sheds, (beside the 5th green).

We are also looking to improve the course furniture over the coming months so that it has a uniform appearance over the whole course.

The significant storm damage to trees on the course in 2021 will unfortunately take a few seasons to clear. We are following closely the environmental con- sultant’s plan for the course, that improves the aesthetics of the course, and we are hopefully going to be planting new trees beside the first tee in the spring, which will be beneficial to the environment.

**George Gordon. Des Kerr**

**Appendix 3 The Match Secretary’s Report**

2022 proved to be another successful season in terms of member participation in all club competitions. Gents’ medals were as always very well supported throughout the year. The ladies numbers in competition did not show an im- provement from 2021, however there is now an increase in ladies membership to 103 and this may eventually boost the numbers playing competitive golf.

The club scrambles at the beginning and end of the season are always well sup- ported, as are the match play events in both sections.

Our Open competitions continue to be popular with visitors from all over the country and further afield..

Club Championship week in June produced some great golf and worthy winners in each of the divisions.

We have made a change to the Gents B and C divisions for the coming season to spread the numbers more evenly in each of those divisions. This may help the numbers qualifying for the C Championship, where it has proved difficult in past years to find 8 qualifiers to play.

Division A is +7.9 to 9, Division B is 9.1 to 16 and Division C is 16.1 to 28.

The past two and a half years has been a period of change with the introduction of the WHS, the introduction of the App and a change of software on which we run our competitions.

Most of you will be aware by now of the recent changes made by Scottish Golf who have moved to a new platform, dot.Golf, which will support the WHS CDH for Scottish Golf Clubs.

Dot.Golf is already being used by the English, Irish and Welsh golf unions for WHS CDH.

Dot.Golf will also replace the VMS system used to run our club competitions, and this will be in place for the start of our season in April.

There is a new App, which many of you will have already downloaded. This will continue to provide the competition function, including online entry, payment, and scoring. All features have not yet been enabled on the App and Scottish Golf will advise when this is fully functioning.

I am now standing down as Match Secretary after 5 years in the post. I would like to thank Tom and his team for all the support they have given me over this time.

**Marion Currie Match Secretary**

**Appendix 4 The Finance Convenor’s Report**

Where information from 2019/20 is also shown, this is to enable a secondary comparison with pre-covid Accounts.

For the year ended 30th November 2022, the Club produced a record post tax surplus of £259k from total revenue of £1.016m. The surplus was up from £163k the previous year and the following table outlines comparative figures from both years together with YE Nov 2019 (the most recent pre Covid year).

**Summary of Accounts for 2021/22**

**Total Revenue**

Clubhouse Expenditure Course Expenditure Admin/Office Expenditure Depreciation

Corporation Tax

**Net Surplus**

**£000s Nov 2019**

**738**

109 327 199 50 2 **46**

**£000 Nov 2021**

**739**

83 329 176 42 8 **163**

**£000 Nov 2022**

**1016**

97 377 210 55 26 **259**

The bank balance started the year at £427k and ended at £284k, however, this was after paying down debt of £307k during the year largely to use our surplus cash more efficiently. Our term loan now stands at £323k.

I hope most members would agree that this is a fantastic result and puts the club’s finances on a sound footing. This time last year there remained some un- certainty on whether the bounce back for the golf industry post Covid would con- tinue and this result confirms the continuing appeal of golf at The Glen.

Everyone involved in promoting the club should take great credit and long may this last. Now it wouldn’t be a Finance Convenor’s report without some caution- ary notes and it will be noted that our costs (particularly course related) remain on a rather steep upward trajectory.

**Income**

Subscription income was up 6% to £423k through a continuing strong take up from members as well as those coming off the growing waiting list (which cur-

rently stands at 94). Bar/catering income rose primarily from the low base of £16k from a Covid impacted 2021 and shop income was substantially up most- ly down to having no depreciation charge against our buggy fleet which has lasted a year longer than the lease maturity.

Green fees from visitors continues apace with yet another record of £500k gen- erated in the year (previous peak was £343k) which seems to endorse the con- tinuing reputation of golf in general, East Lothian as a destination and The Glen in particular. Whilst bookings for the coming summer are looking healthy at this early stage, we cannot be complacent as nothing is guaranteed and it would be quite a feat to get anything close to 2022 levels of visitor income. That said, your Management Committee is very conscious of striving to balance course usage between members and visitors. To this end green fees have been increased both weekdays (Fridays in particular) and weekends with the aim of reducing footfall but maintaining revenue.

**Expenditures**

Whilst careful management of costs across the club continues we are like many other small businesses facing sustained pressure on basic energy, supplies and machinery costs.

**Clubhouse**

Cleaning costs are up 17% year on year albeit this is somewhat misleading in that clubhouse was closed for certain periods in 2021 as we were still experi- encing lockdown measures. Repairs and maintenance were down 15% despite some necessary expenditure on fire suppression systems in the kitchen as well as work on the chimney. Water charges were also down 26% over the piece.

**Course**

Payroll costs were 3.4% higher than the previous year and will continue to come under pressure going forward as cost of living aspects become apparent and recruitment to fill vacancies remains a challenge.

Course supplies (chemicals, sand, seed, fertilisers) are up considerably alt- hough volume did play a role as we adhere to the agronomist’s advice. Water usage/cost is of course dictated by weather and the unusually dry summer has impacted here with costs up 50%. Finally machine hire and leasing costs have grown 10% as we have taken on various new replacements during the year.

**Admin and Customer Services**

Many cost lines here are repeating but necessary items and are not influenced by golf activities or weather. Payroll was up 4.7%, insurances up 30% (market is becoming increasingly tight), interest rates are rising (albeit this should fall next year following the debt reduction), and IT/computer running costs remained broadly neutral.

Our ability to recover input VAT on our expenditure depends on the ratio of vatable revenues (bar, catering, sponsorship) to non-vatable revenues (visitor income and subscriptions). Having such strong visitor income unfortunately dilutes the proportion of input VAT the Club can recover. For 2022 the increase in non-recoverable VAT reflects a good business outcome as these additional revenues far outweighs the extra VAT cost. Depreciation is substantially up as we added to our course assets during the year (mainly machinery) and the suc- cessful year inevitably leads to a higher Corporation Tax bill.

**Outlook for 2023**

As ever cash is key and the emphasis during the coming year will be to maintain a healthy bank balance throughout to mitigate against any unforeseen risks. To this end a prudent but realistic budget has been sanctioned by Management Committee to allow for remedial action to be taken should we stray off course dramatically on any of the assumptions.

In this regard, on the income side of the business you are already aware of the planned 2% increase on members subscriptions and whilst well below current inflation, we believe the rise to be reasonable in the circumstances. Revenue from visitors is notoriously difficult to forecast (this has ranged from £150k to £497k over the last 5 years) and thus we have adopted a pragmatic forecast of £390k based on nothing more scientific that an approximate halfway point be- tween the last 2 years. Advance bookings are already quite healthy but that guarantees nothing as weather/exchange rate/course condition/cost of living are all factors that can affect visitor traffic.

I’m sure members are fed up hearing about inflation but the unfortunate fact is that our costs are on the rise with currently little sign of them settling down an- ytime soon. Coupled with an aspiration to invest further in both clubhouse and course for the short/medium term, we have deliberately taken a cautious view on expected costs for the year ahead.

In this regard we have assumed a further 22% increase in clubhouse costs which is primarily down to energy and a desire to improve the fabric and inven- tory. Course expenses are expected to go up by c. £70k (16%) on 2022 numbers,

largely due to salaries, supplies, water charges, new machinery and investment in course aesthetics (furniture/signage/paths etc). Finally admin/office costs are expected to increase from payroll, insurances and our corporation tax bill of £26k. This will be partially offset by savings on marketing and reduced loan in- terest costs.

Excluding major shocks and any one-off capital spends, we are forecasting to generate a modest surplus of £50/100k should our assumptions prove to be broadly accurate. The aim is end the year with cash balances of over £300k. At this moment in time the picture remains very healthy and members should be commended for continuing to support the club.

***Alan West Finance Convenor***

**Appendix 5 The Junior Convenor’s Report**

In the 2022 season the Junior section entered a team into the Sixes League, the East Lothian Junior League and also the County Cup.

The Sixes is a special league for the younger juniors with either no handicap or a high handicap. We played against Gullane, West Links, Craigielaw, Royal Musselburgh and Musselburgh. Unfortunately we couldn’t quite manage to de- fend our title this year but came a very respectable second to Gullane. Some of our team have become too old to compete in this year’s event but are working towards their handicap to move up to the main Junior league.

We started well in that particular League (ELJL) this year but unfortunately struggled for numbers during some of the events which ended up lowering us down the League table. The Junior League is played as 10 stableford rounds over 6 months, which it can be quite tricky logistically to consistently field all players. However the Team are all developing well and still enjoy representing the club. Any juniors in the club with handicaps that would be interested in playing in this league please do get in touch. It is a great way to play many of our neigh- bouring golf courses.

The County Cup is being played as a Winter League as many clubs were unable to get a team available to play during the October holiday week. We are due to play Haddington this weekend in the quarter finals.

Our Club Championships were also played this winter, the main Junior League dominates the calendar over the summer months, which has pushed back this type of internal club event. Our winners this year are:

* C Champion - Andrew Milne
* B Champion - Finn Ryan
* A Champion - Owen Malcolm

Well done to all our winners!

The Girls Championship wasn’t played this year unfortunately, but we have a group of girls moving up within the club so I am hopeful of a good battle for the 2023 championship.

Fraser will be starting up Beginning Golf classes again soon whilst continuing with a Friday girls and Glen Academyc lasses. Other sessions may be starting up soon, utilising the indoor swing room.

A Junior Convenor Team is planned to be created this year to help develop the junior section even more but also to help lighten the workload.

***Lynne Malcolm Junior Convenor***