



# The Blairgowrie Golf Club

## MINUTES OF COMMITTEE MEETING

<b>DATE:</b>	29 <sup>th</sup> March 2021
<b>VENUE:</b>	Online via Zoom
<b>MINUTES RECORDED BY:</b>	Stuart Wilson, Managing Secretary

<b>ATTENDEES:</b>	
James Macfarlane - Club Captain	Russell Martin – Match & Handicap
Margaret Kerr – Ladies Captain & House Convener	Eric Lindsay - Committee Member
Colin Allison – Vice-Captain	Stuart Wilson – Managing Secretary
Alistair Batchen - Finance	
Mike Mullins – Marketing & Strategy	
Craig Hay - Greens	

### **APOLOGIES:**

There were no apologies received as the full Committee were present.

### **1. APPROVAL OF PREVIOUS MINUTES:**

The minutes of the meeting held on 1<sup>st</sup> March 2021 were approved and will be published online.

### **2. MATTERS ARISING:**

The Action Points list from the previous meeting was reviewed and updates on progress were submitted.

- Other Matters arising for discussion were discussed under the relevant agenda item

### **3. FINANCE REPORT:**

The Finance Report was approved; highlights include:

#### **Profit and Loss Account:**

- The Management Accounts to the end of February and forecast have been circulated and these continue to make very good reading.
- Membership Subscriptions are ahead of budget although this was a rather prudent budget figure and circa £50, 000 less than achieved last year.



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- To provide a fairer analysis on how the income is performing the grants received for the CJRS (furlough) and Hospitality have been separated out to demonstrate the level of external support we expect to receive through to April when it is anticipated any further income from these sources will cease.
- The month end balances are projected to sit in excess of £900,000 in April reducing to just under £700,000 at the end of September. This is a year on year increase of circa £68, 000 which includes the £50, 000 Bounce back Loan, so in real terms we are currently forecasting adding £18, 000 to the Club's Cash Reserves.
- I indicated in my last report that the existing cash flow and Budget is prepared to September 2021. Now that the subscription income to date is known Stuart and I plan to prepare a cashflow/P&L account through to the end of March 2022 to cover the winter period. This will be updated as the year progresses and will assist Stuart and I in preparing the figures for presentation at the AGM. It also means if we are looking at longer term planning we have a good start point.

### 4. MARKETING & STRATEGY REPORT

The Marketing & Strategy Report was approved; highlights include:

- It was agreed to reintroduce members' referral programme which was successful in 2019, i.e. £50 credit to spend in pro shop for referring a new full member, £25 credit to spend in pro shop for referring a new intermediate or 5 day member, and £10 credit for referring a new junior or overseas member. Terms and conditions as before.
- It was agreed to advertise for new members in the Blairgowrie & Rattray Hub Online Magazine.
- The Club are to liaise with local developers/ sales staff by handing out flyer advertising membership options at Blairgowrie GC.
- Mike Mullins to liaise with Margaret Kerr re the possibility of Facebook advertising to attract new lady members. Colin Christy highlighted the Facebook notification used by Kilmalcolm GC.
- Contact will be made with members who have resigned recently seeking feedback, and letting former members know they can re-join without having to pay joining fee.
- Facebook advertising for new members has been undertaken for residents within 25 miles of Perth, which will run from 19-28 March. The Scottish Golf Noticeboard have also posted our open days on their Facebook page. The recent advert reached 4, 200 Facebook users and generated 613 visits to the membership page on the Club website.
- Competitors who have previously played in open competitions at Blairgowrie have been contacted about this year's events with good conversion rates.
- Given that lockdown for travelling outside local authority areas ends on 26 April, SW to advertise the P&K county golf rate of £35 per round on social media.
- Discussion re pricing of Rosemount and Lansdowne- need to undertake research re local competitors pricing policy. Probably too late to implement price changes this year, but further analysis will be required. Dynamic pricing to continue as appropriate.
- Draft Business Plan to be updated and shared with committee members before next meeting.



## 5. GREENS REPORT

The greens report was delivered with the following highlights:

- The green keepers have been busy getting the courses ready for the start of season and they are shaping up well considering the poor weather at the start of the year.
- The maintenance work scheduled for Lansdowne in April has been carried out early due to the good conditions which will make the course more available at that time.
- The communication of changes to fixture card and operational matters such as the removal of the requirement to use fairway mats was discussed. All concerned are to be more cognisant of communicating to the members of any changes in circumstances at the Club.
- The new turf adjacent to the 17<sup>th</sup> green on Rosemount has been well received and a path is to be installed to take the traffic away from this area.
- The course policy is to be circulated to the Committee for review and either the Scottish Woodland Trust or Tayside Biodiversity are to be invited in to survey the woodlands for recommendations on tree management.
- The areas that have been laid out in turf are to be monitored as it is felt that the turf edges are requiring care and attention.
- The replacement clock for the 1<sup>st</sup> tee on Rosemount has been ordered and is to be chased up.
- A new Club Flag has been arranged for the opening game of the season.
- The practice net had been discussed previously and is to be repaired as soon as possible with a further view taken on replacement, relocation and an additional net later in the year.
- The putting green is now open for play.

## 6. HOUSE REPORT

The House Report was approved; highlights included:

- The new taps for the basins in the ladies downstairs toilets have been ordered and will be fitted by a plumber who will also have a look to see what is wrong with the cubicle that is out of order.
- The white fence is to get painted and the gate is getting closer to being fitted.
- The carpet cleaners, Boag's have been contacted and the carpets are to be cleaned before the end of the month.
- Craig Hay is conducting the condition survey on 22<sup>nd</sup> March and I await his report.
- Craigie's rough Casters are to visit within the month of April to sort the chimney stack, clear valleys and gutters, repair slipped and broken slates and to conduct a survey on the condition of the roof.
- The green keeping staff have been tidying up around the clubhouse. The toilet on Rosemount course needs upgrading with regular cleaning to bring it up to standard. I was speaking with Neil, our Pro and I asked him what his thoughts were – I said that harling had been mentioned but not for long term and he suggested what about harling meantime and putting a budget in place for the next five years so that we were in a better financial position to replace walls. I have to agree that this course of action seems the better one.
- Stuart confirmed that there are interviews taking place for bar positions.



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- The wall at the first tee of Rosemount & Lansdowne was discussed with quotes to be sought for renovation.
- The Car Park raffle did not take place last year and the ticket situation is to be investigated. Until such time as a draw will be made the 'reserved' space will be removed.

### 7. MATCH & HANDICAP REPORT

The Match & Handicap report was approved, highlights included:

The fixture list is at the printers and can be viewed online. The changes for April are

#### Ladies

- Will play for handicaps in April.

#### Gents

- Sat 3rd As previously mentioned Have a 4 ball entering in pairs no draw. First pair playing for captain scores recorded outside pro shop.
- Captain and Ladies Captain will raise the flag at 13:00
- Sat 10th play a white stableford with the David Maxwell moved to Sat 26th June on Rosemount
- Sunday 18th Lyle Coronation mixed foursomes postponed possible date Sunday 20th June although ladies are down to have alt day for millennium trophy and the ping qualifier may have to go.

#### Matchplay

- All trophies are being drawn apart from foursomes with first round not to be completed until middle of May to ensure as many members as possible can play.
- Scorecards are in the process of being completed and printed.
- Opens in general are booking are looking good.
- Mixed Greensome on 6/6 – may have to postpone or change to fourball dependant on government regs.
- Junior 15/7 no entries will need to keep eye on entries.
- 5 day open has only 2 entries. May be better to cancel after April meeting to save people booking hotels etc and replace by a senior open

#### Club Matches

- The match fees for Club Matches are to be set at £15 for weekend matches and £10 for week day matches.
- Glasgow Golf Club have made an approach for a Club Match which has been approved and convenient dates are to be discussed.

### 8. LADIES REPORT



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The Ladies Report was approved, highlights included:

- Once travel restrictions are lifted and we resume competitive golf, it was agreed that our Friday entries will continue as follows:- 08.45 and 08.54 will be the early slots with the rest in half hourly slots with Div 1 – Gold (plus to 20) followed by Silver Div 2 (21 +) unless otherwise specified. There will be 2 buffers in front and 1 behind and the lunchtime draw will remain the same as last year (12.30 – 13.15hrs) and likewise for evening times if daylight permits.
- The knock out competition draws will be done and advertised online and the date for the first rounds to be completed will be mid-May. I need to remind you that once you are through to the next round, in line with what was agreed at the AGM, you have one week in which to challenge your opponent. The recommendations these days is for full allowance for match plays so 54 would be the upper limit.
- On 2<sup>nd</sup> April instead of an opening day for the ladies, this will be played as a stableford. The gents are to play their Opening Day on 3rd April as a 4BBB with ladies participating if they so wish. I have to assist the Captain to raise the flag at 1 p.m. that day. Our remaining Fridays in April will also be played as Stablefords to get us back to playing competitive golf. Our April trophy competitions will be moved to later dates – more about that later.
- The Invitation Days entries are now available for booking online. The Columbine Cup it is hoped will be played during the last week in April, once travel restrictions are removed in order to allow everyone who entered to play.
- It has been agreed that new cards with the WHS information are to be prepared with the ladies having a separate card. Our Managing Secretary will no doubt issue an email regarding handicaps and how we are to update them.
- The ladies at Crail are interested in playing some team matches during the winter, say October to March. I have confirmed to them that we might be interested once we know what the format is to be.
- I sent a card to Noreen Fordyce expressing our sadness at the loss of her husband Douglas.
- Lastly, I would remind all ladies not to tee off before the time booked and make sure no-one is left behind.

### 9. SENIORS REPORT

The Senior report was approved, highlights included:

- Under the prevailing Covid-19 pandemic and the resulting restrictions imposed, our Seniors' matches against Edzell (H), The BGC Ladies (H), Pollok (A), Glenbervie (A) and Gullane (H & A) have now been cancelled. Edzell would be keen to re-schedule and, meanwhile, the away fixture against them remains in play, subject to an alternative date for the home leg being agreed. The Lady Captain and I are in touch about the possibility of re-arranging our match. Pollok have offered an alternative date, 12th August, which I have accepted. Glenbervie are keen to play at Blairgowrie as arranged on 29th July and have made a generous offer, which should allow that to happen.
- Other matches, particularly in May, hinge on relaxation of travel and catering restrictions and I am in regular contact with convenors of the other clubs in order to keep our members informed.



## 10. JUNIOR REPORT

The Junior report was approved, highlights included:

- Declan's Coaching Programme is more or less full which means 24 children will be coming to coaching on a weekly basis from Saturday 10th April 1-2pm and 2-3pm. 12 in each class and working through the 'My Pathway to golf programme', using the app and digital means. Each child is charged £5 each with Declan benefitting fully from that.
- It is proposed that out with the Saturdays, Declan will be asking the children who come on a Saturday to develop their own learning by reserving part of the Wee Range, short game area or blocking off a couple of spaces on the wee course, to complete simple tasks with the assistance of a parent or guardian. This will take place on Wednesday nights but not necessarily every week.
- A Facebook page has been set up for the exclusive use of the junior coaching programme at Blairgowrie Golf Club, which will give Neil and Declan, or any other junior club volunteer, the platform to communicate to the parents and inform them about coaching, golf coaching links to any aspects of play that their child may want to develop, information about the app and other related issues.
- As things progress, we obviously would like the children to convert to become members of the Golf Club, to strive to secure a handicap, and ultimately to take a full part in the life of the Club. Hopefully this would form part of their natural development and progression and feed their appetite as they grow through the coaching they receive and also by having times allocated to play with their peers on a Wednesday.
- In the longer term, the benefit to the Club should initially show a rise in the number of new junior members at £75 each. In the longer term, they in turn will hopefully establish themselves as full Junior members in their teens, and later as Intermediate members after the age of 18.

[juniorgolf@scottishgolf.org](mailto:juniorgolf@scottishgolf.org). Presentation by Gavin Forrester

- Stuart and I tuned in to the above last Thursday. An impressive and comprehensive delivery covering most aspects of their newly launched "Interactive Framework programme". Briefly this comprises "6 Pillars of National Junior development" which take the junior golfer through the many and varied aspects of golf technique, coaching, resources, games, activities, videos and so on. For full details of the programme, login to the link above, it really is worth a quick look. I'm not entirely sure how it fits in with the "My Pathway programme" that we are currently embarked on, but perhaps Stuart could compare and contrast....? Maybe we will end up with a hybrid of the two programmes ....or pick-and-mix version.....?

Some points I thought worth highlighting from the presentation:

Anyone who is a registered member of Scottish Golf can sign up. There are extra benefits to registering as a Club as opposed to an individual. (but not sure from my notes what exactly! Stuart can you shed any light?- if not, omit this.) They flagged up that there is funding available through HSBC, if we were to enrol, in increments of between £250 - £1000 to help towards community involvement (schools?) They could assist with a "Golf club hire plan" They were also at great pains to highlight the importance and necessity of a structured system of



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“Safeguarding Officers”  
I’m pretty sure that there will be large areas of overlap in what “My Pathway to golf” and this new “Interactive Framework” both have to offer, but at the end of the day , if there is a wealth of resource to tap into, so much the better for the end user.  
With thanks to Neil and Declan for their invaluable input.

## 11. MANAGING SECRETARY’S REPORT

Managing Secretary Report was approved; highlights include:

- Membership – The membership numbers are attached with values for the year end to September 2020, the 2021 Budget and a comparison between figures from March 2020 to March 2021. We are currently on a similar level of renewals to 12 months ago and continue to take in payments from existing members and new members. However, the post lockdown ‘boom’ in membership that occurred last year produced 80 new members last year and I do not think we will have this effect this year. We have a Facebook advert running for membership just now centred on Perth and we will continue to promote membership and escalate activities leading up to the pro rata fees that will become available on 1<sup>st</sup> July.
- Admin – Office staff continue to work from home and all now have remote access to the server within the office. The broadband has been upgraded and is now more than twice as fast than before although it is still at the slower end of the scale. There is an additional broadband line being installed at the end of April which will be a dedicated service for members and visitors to the Club.
- Staffing – All staff are back from furlough in some capacity apart from Elaine who will return when hospitality is about to re-open. We are currently looking to recruit 3 seasonal for greens, 3 golf operations personnel, 3 bar staff, 1 competition admin and a cleaner. These roles will come online as and when in the lead up to and shortly after we open on the 26<sup>th</sup> of April
- Practice facilities – Both driving ranges are now open for use and there has been 4000 range balls acquired from St Andrews Driving Range.

## 12. CORRESPONDENCE

- Letter from Mr Euan Mordaunt, Director of Amateur Championship for the R&A, inviting the Club to host the Junior Vagliano Trophy and the Jacques Leglise Trophy in August of 2022. This was approved and confirmation is to be sought on the use of Lansdowne during the week of the event.

## 13. A.O.C.B

- A notion of a good will gesture to the Club Members was discussed given the recent lockdown situation. A social event to include new members as a welcome is to be considered for later in the season when and if Covid restrictions allow.
- The idea of supplying the ranger with a hospitality cart to add to the experience of playing golf at Blairgowrie was discussed. This is to be pursued further.



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- The Clubs provision of Defibrillators was discussed. The locations of these machines are in the foyer of the Clubhouse and in the driving range at Carsie.
- The toilet facilities on Rosemount are to be reviewed for discussion at the next meeting.
- Guest tickets are to be limited to 6 visits per individual guest in any one year. This is in line with the Information Sheets as published and will be monitored throughout the season by the starters.
- The tee booking system has caused some issues recently with members not fully allocating the slots with other members of guests which leads to vacant slots being occupied by unwitting members who then must be re-booked in another time. Guidance is to be sent out regarding the practice of booking tee times.

<b>DATE OF NEXT MEETING:</b>	Tuesday 27 <sup>th</sup> April 2021	<b>TIME:</b>	18.00
<b>CAPTAINS SIGNATURE:</b>		<b>DATE:</b>	