

Qualicum Beach Memorial Golf Club -President's Review: 2022 - 2023

QBMGC has once again had a very successful year.

The Club's Financial matters are on solid footing while still taking on another lease payment to the Town with the construction of an amazing new, fully equipped Maintenance Building. The Pro Shop has increased membership to 320 with a waiting list of around 150. This speaks well of the 'welcoming' atmosphere presented by the Pro Shop staff. The Course Superintendent and his crew are busy working out of their newly finished building with their focus now on getting the course back to its favoured status on the Island. While the Thalassa Restaurant continues to deal with the staffing issues that all businesses seem to be facing post-pandemic, the owners are providing a quality product and the customers continue to return to enjoy the amazing patio view. Another area that has been addressed this year has been the increased security features in all the course buildings, as well as, an increase in communications pathways between all the course facilities.

This success, in all facets of the Course, comes from a dedicated work ethic that all parties involved provide toward the operation of the course.

Much appreciation goes out to the Board Directors consisting of Paul McPhie (Finance), Rob Diack(Course & Greens), David Lane(House & Bar), Bob Smillie(Director at Large), Phil Keeling(VP- Communication & Membership), Patrick Dunn(Director at Large) and to Secretary Donna McDonald. Recognition also needs to go out to Neil Bidewell and the Pro Shop Staff, to Oura Giakoumakis and Kalli Bourodemos and the Thalassa Staff, to Terry Lamport and the Grounds Crew and to David Green for their hard work and dedication to QBMGC. Recognition must also go to the four Club Captains (Janet Gilmore 18Hole Ladies, Doug Smith 18Hole Mens, Cynthia Hyde 9 Hole Ladies, Ian MacGregor 9 Hole Mens) and their Executives for taking on leadership roles to keep QBMGC the best Club in the area.

Last but not least by any measure, a 'thank you' to all the members for continuing to play the game at our course and for providing comments throughout the year that help to focus the Board to areas of concern around the course. Appreciation of your support goes without saying.

There are of course some concerns as we move into the new golfing season. Staffing levels appropriate for daytime hours continue to be a concern as does the process going forward to replace the current restaurant ownership as of Sept 30, 2024. The new Liquor consumption rules that apply to golf courses and restaurants that were recently introduced also prompt serious concern.

I am confident that the current Board and the soon-to-be elected Board will continue to face challenges as they arise and will deal with them effectively in the best interest of the members of QBMGC.

Lynn Cindric, President QBMGC

Qualicum Beach Memorial Golf Club
Course and Greens Report
AGM May 2023

I have now completed my third year as the Director of greens and although there has been many changes to the Board, it continues to be populated by members with a willingness to give and wanting the best for the club and the members. I will be stepping down and allow new blood and ideas to continue to help our club.

I have always and continue to do my utmost to better the golf course and to ensure we continue to have a quality, knowledgeable and motivated grounds crew.

Overseeing the construction of the new cart shed and later the patio expansion project was just a warm up for the next major project idea.

I have been pleased to work with Paul and others through the planning, many, many meetings with the town and contractors to bring the idea of a new maintenance facility to fruition.

The new building including the new asphalt road, apron, fuel tanks, driving range changes, wash-pad and security systems have now been completed. With some additional expenses we are over budget but now have a fully functional, modern maintenance facility which makes for a state of the art work environment and is now a place the employees of the course should look forward to working in and out of.

There are still many things to be done around the club and the Board and the crew need everyone's cooperation in keeping this a beautiful little course including: keeping up pace of play, picking up garbage on the course, not entering the ravine, not smoking or drinking anywhere on the course and having others do so as well.

We are planning to install a new drop zone on number five and plan to stop the sluffing of the bank by our beloved tree on number four.

I miss, and I wish Rob Liefer were here to see these positive changes and how we how we have progressed in his absence.

So.... Let us all, in his memory, continue to do our best to keep this the gem of the Island by repairing all ball-marks, fixing all divots and utilize the sand/seed regularly.

It's been a busy three years, but I was happy to do my part.

Rob Diack

Director – Course and Greens

Qualicum Beach Memorial Golf Club

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AGM Finance Report for 2022-23 and 2023-24

2022-23 (last year)

The 2022-23 fiscal year was a very good year for the Club with renewed demands for membership. We capped membership at 320 last year and had a waiting list of more than ninety.

Of the \$1,094,000 we collected in revenue, 51% came from green fees, 47% from members and new entrants, and the remaining 2% came from facilities rentals and interest.

Our Operating expenses were \$913,000 last year. Almost 36% went to wages and benefits for the grounds crew and book keeper, and 18% to the town. The latter included annual rent of \$76,000 for the site and a further \$85,000 to the town's Reserve Fund for the clubhouse and new workshop. Management of the pro shop and tee sheet fell to Neil Bidewell and staff which took up 9% of total expenses.

The club's Capital Fund comes solely from our annual Operating surpluses. Last year the club spent \$281,000 on building upgrades, new equipment, paving, fuel tank replacement and of course the new workshop and maintenance yard. We closed the year with \$192,000 in the Capital Fund.

2023-24 (this year starting on March 1st)

A budget is a planning document whose trajectory depends much on what the future holds. Because of the current optimism surrounding the threat of Covid variants, this year's budget is based on continuous club operations.

We are projecting \$1.110 million in revenues this year. Forty-seven percent of this will come from green fees and an equal amount from members' dues, initiations, and locker fees. The membership count was 319 at time of writing. The board had hoped to increase the ceiling to 330 this year but early spring pressure on the tee sheet has convinced us to remain at 320. We also noted that fewer members left this year than usual (18 versus 32). The waiting list is still close to 100.

Operating expenses are expected to rise due to catch-up wage increases (3%) and inflationary pressures for all materials to \$961,000. Rent to the town and payback for the clubhouse and the workshop total \$161,000. The projected Operating surplus of \$149,000 will be gradually transferred to the Capital Fund, its only revenue source. It is worth noting that, despite inflationary pressures generally, members' dues only increased by \$50 this year, well below CPI increases for almost all other goods and services.

Capital spending this year has already included a new fairway mower (\$97,000) with \$25,000 more in purchases anticipated.

As the finance director, I would like to offer my special thanks to David Green who has been both diligent and tireless in managing budget preparations and that of the outside audit. David also provides excellent counsel to the board on all manner of bylaw duties - a few of which include this annual general meeting and the election of new officers.

Qualicum Beach Memorial Golf Course: Annual House and Bar Report, 2022/23

Over the past year, the clubhouse has been managed and maintained well. This has required ongoing monitoring and repair or replacement of facilities. For example, we have replaced bathroom fixtures, the kitchen convection oven and grease trap, refrigeration equipment, and as of the time of writing, we have ordered window repairs, and further bathroom renovations. Also, we plan to upgrade the patio lighting and heating.

The principal focus of House and Bar is Thalassa, the independently leased operation that provides members and the public with restaurant operations. As was reported last year, the main difficulty Thalassa has is in hiring and keeping kitchen and server staff. In common with the restaurant industry throughout our area this is a continuous problem. In Thalassa's case it has led to occasional restrictions in service and shorter opening hours. And it lies behind the ongoing Monday closures. Thalassa has now moved to a summer schedule, with longer opening hours that facilitate 9-and-dine and opening on Sundays.

There have been positive indications, as well. The extended patio has proved a success accommodating more customers on fine evenings, with live music on weekends. The large-scale wedding celebration on August 20th was very successful, and two more events are booked for next summer, and another for 2024. Celebrations of Life and other smaller events are also regularly scheduled. All these special events are sources of additional revenue to the club. Thalassa resumed its winter take-and-bake menu, and local schools' pizza deliveries since the reduction of covid restrictions.

Thalassa and the club have come under pressure from the BC Liquor and Cannabis Regulation Branch (LCRB) who manage and licence alcoholic liquor consumption. Although we have been able to extend our liquor licence to include the larger patio, we have seen that LCRB are more closely monitoring liquor sales and consumption on golf courses generally. To us, this means the club must enforce the prohibition of bringing alcohol onto the course that has not been purchased in Thalassa. Also, Thalassa may not serve any individual with more than 24 ounces of beer, for their own consumption on the course, nor can one person buy for another. Any breach of the rules can result in large fines and licence suspensions. Members and green fee players can expect to see more information about, and monitoring of, on-course drinking in the months to come.

Starting in May, Thalassa will introduce bar counter service only for a trial period in the Flagstick Lounge and adjacent patio section. This is an attempt to speed up service to customers who only require beverages.

Thalassa operates under a lease provided by the club. The current lease will terminate on 31st March 2025. The management of Thalassa have indicated that they do not intend to renew the lease upon its termination date. Therefore, your Board will have to plan to tender for and appoint a new lessee to succeed Thalassa.

DIRECTOR'S REPORT (Communications)

Committee / Area of Responsibility	Communication & Membership
Report Date	FY 2022-2023
Director	Phil Keeling

Annual Report

Constant Contact Emails - newsletters, etc.

Total of 71 prepared and sent over the last 12 months. Graphical analysis below.

We have an open rate average of 77% (industry avg 36%) 88% are opened on a computer, 12% on Mobile.

Thanks to everyone who sent in or suggested articles of interest.

IT system and connectivity at new Maintenance Facility including refresh of Internet Connectivity for adequate bandwidth to security, irrigation and other systems.

Additional phones installed for staff safety. Added Cell phone repeater (building is metal impairing cell signals).

Relocation of Television services in Clubhouse to better use the system and reduce costs of specialty sports channels.

Overall Objectives

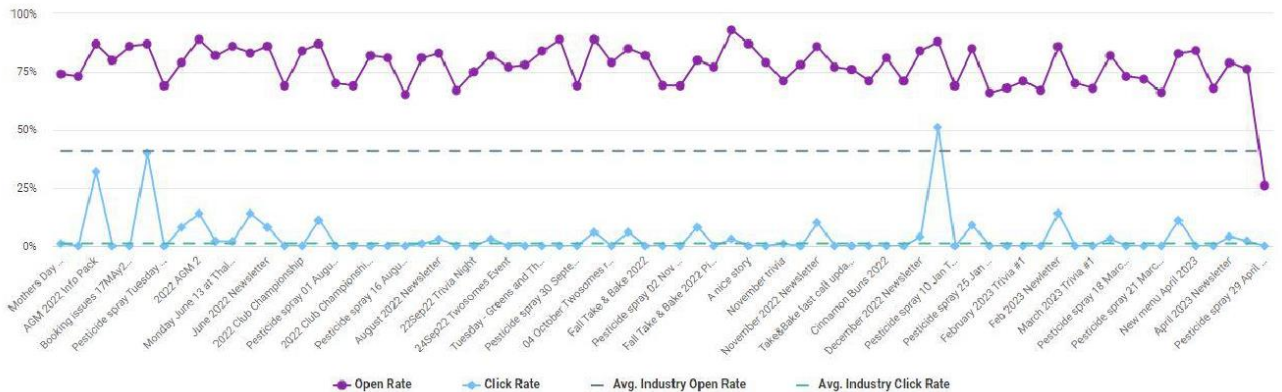
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DIRECTOR'S REPORT (Communications)

Qualicum Beach Memorial Golf Club

Director at Large Report

AGM May 2023

As director at large I have been busy in a very active year for the club, involving the construction of the new workshop and maintenance yard, equipment and facility layout, paving access and yard as well as security and changes to course layout and rating. Clubhouse preparation and layout such as Christmas preparations, sprinkler inspection, patio layout.

Bob Smillie

Director at Large

Qualicum Beach Memorial Golf Club