

**MINUTES OF THE MEETING HELD AT EXETER GOLF AND COUNTRY CLUB LIMITED, WEAR HOUSE, COUNTESS WEAR, EXETER ON WEDNESDAY 25<sup>TH</sup> JANUARY 2023**

**Present:** Cliff Nightingale (Chairman)  
 Geoff Bush  
 Peter Lacey  
 Jenna Hamilton Pursglove  
 Deborah Stevenson  
 Robert Wilmington-Badcock

**Attendance** Vic Fox (President), Jenni Ashford (Minutes)

**Responsibility**

<p><b>1. APOLOGIES</b></p> <p>Will Gannon, Juliet Chenery, Chris Jones</p>	
<p><b>2. MINUTES</b></p> <p>Minutes of 30<sup>th</sup> November and 5<sup>th</sup> January 2023 signed off.</p>	
<p><b>3. MATTERS ARISING</b></p> <p>Electric chargers – ongoing.</p> <p>Academy – PL confirmed there is nothing more to add at present.</p> <p>Subscriptions – Club Committee approved overall 11% increase – discussed the concept of no increase to juniors and on Fitness Membership, however it was agreed to increase Fitness slightly to balance this. Budgeted for a modest renewal on 31/3/23 and will continue focus on encouraging member spend.</p> <p>Shareholders – CN confirmed list is as up to date as possible.</p> <p>Rackets issues:</p> <ul style="list-style-type: none"> <li>- Non-member coaching – GB explained there is a list of 91 non member juniors currently receiving coaching at the club, plus 12 non member adults (specifically squash). Board agreed a two year transition period for the non-member juniors already on the list – but no more to be added. The two year transition starts from 1<sup>st</sup> April 2023. It was agreed that the 12 non-member adults must join the club to continue to have coaching beyond 31<sup>st</sup> March 2023. No exceptions to this are permitted.</li> <li>- Meeting to finalise this to be scheduled for before 16<sup>th</sup> February. JA to book.</li> </ul>	

<ul style="list-style-type: none"> <li>- JA raised the issue of recruiting new members into the Rackets Membership – the fact that you have to learn skills and rules etc in order to participate means that it is naturally more difficult to attract new members unless they can already play – in which case there is usually loyalty to another club. Google stats prove that the number of people searching for squash and tennis regionally and nationally is very low.</li> </ul> <p>Members Bar development phase – meeting to be organised to evaluate whether this can progress with a view to constructing the atrium later down the line so that current bookings in the Duckworth (worth £120K) can continue as planned this year whilst the new F&amp;B area continues to be constructed to benefit from the revenue return in the next financial year.</p>	
<p><b>4. FINANCIAL MATTERS</b></p> <p>Budgets and cashflow forecasts have been circulated with a budgeted loss of £400K – this is with the assumption that the Members Bar work will have been completed.</p> <p>Greenkeeping equipment replacements will be necessary however it is likely this will be leased rather than purchased to allow to future upgrades with no additional costs.</p> <p>CN advised that if we achieve budgets at the end of Feb 2024, we will shift into overdraft, however this is no different to a normal year such as 2019/20.</p> <p>CN advised that a list of CAPEX amounting to £300K has not been included in the budget, also nothing has been included in regards to planning outcomes etc. CN stated that Will Roose had done a good job on the budgets especially as CN has been preoccupied with other issues.</p> <p>The increase in utilities overheads is estimated to reach £606K from £263K. CN advised that we do not have a schedule of what we may need to spend in order to reduce these utility costs.</p> <p>Cost saving ideas from Heads of Departments – the Board thanked the managers for providing such valuable input into this exercise. CN explained that in essence, if the club was to become unviable financially, after renewals, there are only a limited number of options available.</p> <ul style="list-style-type: none"> <li>- Staff cutting – the club would be expected to provide the same experience but with a lower number of staff – there would also be redundancy costs associated with this.</li> </ul>	

<ul style="list-style-type: none"> <li>- Review the development planning spending eg do not include the atrium / in-house stripping out work rather than outsourcing.</li> </ul>	
<b>5. GENERAL MANAGER'S REPORT</b>  CJ sent the GM Report.  Topsham Golf Academy – ball recovery session to be organized by seniors if required. VF to liaise with Darren Everett.	
<b>6. PROPERTY AND DEVELOPMENT</b>  N/A	
<b>7. DEVELOPMENT</b>  N/A	
<b>8. RISK REPORT</b>  To be reviewed next month.	
<b>9. PRESIDENT'S REPORT</b>  CN thanked VF for the past two years he has been Club President as this meeting is his last. All agreed that working with VF had been a pleasure and everyone appreciation his efforts, humour and club-focused perspective.  The Club Committee AGM is on 16 <sup>th</sup> February at 7pm when the incoming Club President, Nick Rimmer, will take over from VF.	
<b>10. AOB</b>  Deferring shares of ex-members – it was agreed that the shares of ex-members who have not been members for more than two years, should be deferred to be re-issued to new members. Money will not be collected for profit, it is simply to redistribute the shares to current members of the club as per Club Rules.	
<b>11. DATE OF NEXT MEETING</b>  5pm on Wednesday 22 <sup>nd</sup> February 2023.	

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Signature of the Chair:

Date: