



Windyhill Golf Club

Notice is hereby given that the

111th AGM

of Members will be held in the Clubhouse on

Tuesday 25th February 2020

at 7.30 pm

AGENDA

1. Welcome and opening remarks
2. Apologies for Absence
3. Minutes of the one hundred and tenth(110th) AGM held on 26th February 2019
4. Captain's Report
5. Presentation of the Accounts for the year to 31st December 2019
6. Auditors' Report and Appointment of Auditors for 2020
7. Election to the Executive Board
The following nominations have been received for election
 - Stephen Gallagher
 - Iain Drummond
8. Appointment of Captain for 2020
 - Roger McHugh
9. Questions to Executive Board
10. Closure

Windyhill Golf Club

Office-Bearers 2019

Honorary President

The Hon. Mrs Gordon Arthur

Honorary Vice Presidents

AlexMcAulay
Ian M Thomson

Norman Turner
Douglas Gibson

Michael McKeown
Tom Rae

Club Captain

Tom Rae

Executive Board 2019

Campbell Craig

DouglasGibson

Frank Geary

Roger McHugh

Michael McKeown

Tom Rae

Ian M Thomson

Accountant

Heather Stewart,
Better Business Services,
Hamilton

Captain's Report

It is my sad duty to report the deaths during 2019 of Eric Dick, Pat McCluskey, Jimmy Cuthbertson, Lachie McGarry, Eileen Cuthbertson James Dickson, Alastair Ferguson, Campbell Craig, Ronnie Bex and recently in early January 2020, John Kelly.

Congratulations must go to new Life Members: Gordon Robertson, Donald Gillies and Tom Smith, along with our thanks for their continued support to the Club.

Generally speaking, 2019 brought much poorer weather to the golfing season and this was reflected in the number of players entering medals and competitions, in comparison to 2018 where we had a much better golfing season. Many thanks to the members who did support the various medals and competitions at Windyhill. Well done to Kevin Smyth, who regained the Club Champion for the 8th time with a remarkable high standard of golf over the past 4 decades; the 2019 win was against Fraser Paul, which showed both players at their thrilling best for a final. Congratulations is extended to all competition winners and runners up.

The Thomson McCrone team were successful in winning the Forrest Cup, but were unable to repeat their league success of last year. All our other teams - Past Captains, Donald Cameron, Jessiman and McIntyre - all started their seasons strongly but just failed to win their trophies despite each team fighting through each match.

Once again, Darren Welsh and his green keeping team of Stephen Cairns and Ross Collins, who completed his apprenticeship and is now a fully qualified greenkeeper, have worked wonders on the course to keep it to a very high standard despite the weather conditions.

With income continuing to fall year on year, the Executive Board has concentrated its efforts on ensuring the Club can live within its means. This has meant a constant policy of examining all expenditure and contracts to ensure they offer best value for money. The Club operations, such as functions and funeral parties, plus all office work is being carried out by volunteers i.e. Board members. These tasks include the collection of subscriptions, the running of the direct debit scheme, the payment of salaries and dealing with suppliers and not to mention the servicing / repairing of clubhouse equipment, such as IT systems, compressors, building practice bays etc. Indeed, this year a number of volunteers came forward to help with various tasks within the clubhouse and on the course - thank you for giving up your time and supporting the Board and Club. It is always difficult to highlight a particular project that engaged the volunteer members but the Head Gardener, Charlie McIntosh (the Boss) encouraged many of us to tidy the areas around the clubhouse with new plants etc - thanks, my back still hurts!!! Much more of the same help would be most welcome.

The Executive Board, by its close monitoring of weekly / monthly costs, has successfully reduced expenditure with substantial savings on fuel costs by changing supplier, particularly on fuel used on course machinery equipment and for heating within the Clubhouse (saving approximately 20%). We were also successful in our negotiation of a refund from insurance payments that had been duplicated over a number of years prior to the Board scrutinising the charges (saving of £1,800). We are still reaping the benefits from the installation of the solar panels which generates an annual income and saving of over £2,000.

The Executive Board has recognised that the various open competitions over the past few years have had declining participants, and in an attempt to alleviate this situation the diary for 2020 will maintain/combine a number of competitions, in particular the team Opens which will now permit member/guest and member/member entries, with a reduced entry fee for both.

In recent years, the reward for winning a Medal has decreased in value so, in response to concerns, changes are being made for season 2020. From now on, the three divisions will be amalgamated into two, with only a first and second prize being awarded in each division.

Within the clubhouse, the commitment of Caroline McFadyen has been crucial in providing a modest increase in spend at the bar during 2019. Caroline has taken responsibility for providing hot snacks, including her soup which is most welcome on cold days, for members as well as serving at the bar. As far as bar sales are concerned, legislation on drinking and driving, as well as the reduction in membership footfall within the clubhouse, has had a huge impact on income. 2019 was no better than some past years. However, the increased number of outside functions and funeral parties during the year has generated welcome income. These events provide much needed income that contributes enormously to the running of the Club. There is never any guarantee that 2020 will result in as many functions as last year but we have been working hard to present Windyhill at these events as professional as any hotel or other venue, but it is too early at this moment to know for sure what functions will come this year. While no decisions have been made yet, serious consideration will once again have to be given to the opening hours of the bar. Once the days lengthen and members have the opportunity to play the course late into the evening, the issue of setting the best time to lock the clubhouse will have to be decided.

This year, as in recent past years, the Board has worked tirelessly to manage the Club, reduce costs and focus on efficiency of purchases and procedures. I wish to thank each of the Board members for their support throughout my time as Captain and as a Board member.

Lastly, as I am about to pass the Captain's badge to Roger McHugh, I am sure the Board and the members will provide Roger with the same support that was extended to me.

Tom Rae
Captain 2020

Financial Report

OVERVIEW

2019 was a better year financially than 2018, as we gained a significant benefit from the various savings implemented in 2018. Weather-wise, 2019 was not as favourable as 2018, but our visitor income held up well, although buggy hires were understandably well down. Clubhouse income was boosted by a sharp increase in funeral buffets, all of which were catered in-house. Our thanks must go to Caroline for preparing the buffets and to the various Board members who staffed these events. Nevertheless, it is a sad reflection of the times that Lounge turnover is now dominated by evening functions and funeral buffets. Member footfall continues to be low, but thanks are extended to those members who do support the Club by taking advantage of the lounge for post-game catering and for social evenings.

The report below touches on some of the key aspects of our financial position at the end of 2019. As we move into a new decade, Windyhill continues to struggle on against the odds. Critical to our survival is our membership income stream. Members are encouraged to do whatever they can to bring in new members, in order to secure our future.

INCOME

Subscription Income

Member annual subscriptions comprise some 70% of the income for the Club, so maintaining membership numbers is crucial to our continued financial stability. Sadly, we can none of us halt the march of time, and it is inevitable that every year some of our older members will step down from a playing role or look to moving to our discounted categories. We also suffered, like many clubs, from short-term membership, where players join on a deal but then leave at the end of the playing season. 2019 was no different in these respects, as a glance at our statistics will reveal. While financially, the figures show very little change in subscription income from 2018, this was only achieved by dint of the fee increases that were implemented in 2019. With membership numbers continuing to drop, it is vital that everyone does whatever they can to encourage family, friends and work colleagues to consider membership at Windyhill. Personal recommendation has long been recognised as the best form of advertising. Members will receive two free guest passes again this year. Please use them wisely to introduce potential new members to the course.

Golf Income

Income from visitors and from competitions were also similar to 2018, but buggy income was down significantly - this primarily due to the poorer weather in 2019 which reduced the length of the buggy season. Visitors are essential to the finances of the Club, but the Visitor green fee has remained static for several years now. It is the Board's intention to increase this fee in 2019, reflecting the increases in membership fees. We will assess the impact on Visitor Income as the season progresses.

Bar Income

Bar turnover was slightly down on 2018 at just under £40,000, but the good news is the increase in our in-house catering turnover to over £11,000, primarily due to the increasing use of the Clubhouse for funeral buffets. In 2019, the Club hosted some 16 of these events, and this is proving to be a very valuable addition to our income stream. Members are thanked for their understanding when the Lounge is being used for a funeral buffet. Overall, the Lounge continues to make a small net financial contribution to the Club, after wages and purchases are taken into account, but this could always be improved. Members are strongly encouraged to visit the Lounge for something to eat and drink following their round of golf, and also to bear the Lounge in mind when looking for a venue for that special birthday or anniversary party. Hiring the Lounge is free to members, providing they are present at the event, and the kitchen is available for preparation of buffets if required.

Other Income

The Windyhill Lottery continues to be a steady source of income for the Club, and this year funds from the Lottery have been used to pay for the completion of the Practice Area short-game bays. Members are encouraged to join the lottery as a simple way they can help the Club, with the added benefit of the chance to win a cash prize! Application Forms will be available at the AGM or from the Office at any time. Sponsorship and advertising remain relatively low contributors to the Club, despite the best efforts of the Board. This is an area where the Board would appreciate any offer of expertise from among the membership. Members are also asked to consider approaching

their employers, where appropriate, to suggest advertising or sponsorship at Windyhill. More details of the types of package that could be offered are available from the Office.

EXPENDITURE

Course Expenditure

Greenkeeping costs are by far our largest financial outlay, with staffing costs representing almost 70% of that total cost. Staffing numbers remain the same, at three full-time staff, plus a student hired for the summer period. Our Head greenkeeper, Darren Welsh, is to be praised and thanked not just for the quality of the course he presents for the membership, but also for the many ways in which he and his small team save costs, for example, by carrying out maintenance on our ageing machinery and buggies.

Clubhouse Expenditure

Clubhouse expenditure has again been carefully controlled this year. Heating and lighting costs are well down on 2018, but this is partly explained by the fact that we had to pay an outstanding 2017 electricity bill in 2018. In 2019, our solar panels continued to provide a healthy financial return, despite the poorer weather, and savings have been made in cleaning costs and in relation to our coffee machine. In respect of this, we were very happy to negotiate a significant refund from the leasing company due to an overpayment of insurance over the 5 years of the leasing contract. On the downside, significant costs were incurred as a result of a requirement from our insurance company to undertake a full electrical wiring survey of the Clubhouse, and a later requirement from East Dunbartonshire Council to carry out a similar survey on the Bar Manager's cottage. For many other minor repairs, the Club is indebted to those members who gave of their time and expertise to undertake maintenance and repairs within the Clubhouse at minimal cost to the Club.

Team Catering - Extending the courtesy of a meal to our visitors and members following a team match is a long-held tradition of golf clubs, but the catering cost can be substantial. The Board is especially grateful to the members of our various teams for their ongoing contribution towards these catering costs.

Administration Expenditure

2019 was the first full year without any paid administration staff, and consequently there has been a significant financial saving in this area. Currently, this system is operating well, but it is now entirely reliant on a few volunteers from the Board to undertake this work. The one increase in costs in this area relates to Printing and Stationery, where a fresh batch of scorecards (which will last us for several years) had to be purchased in 2019.

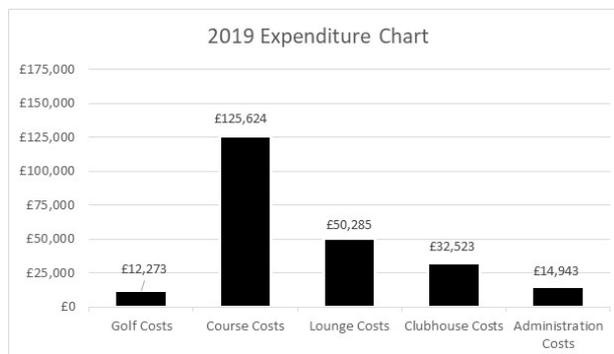
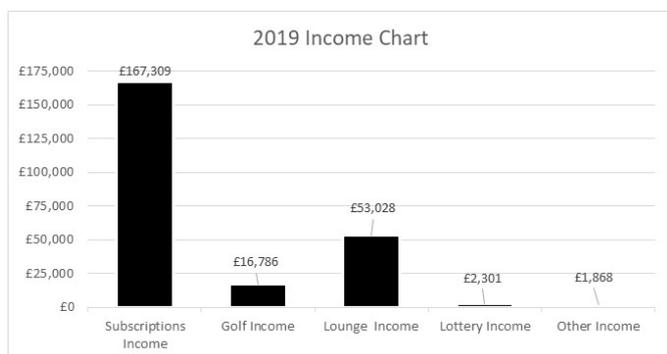
BALANCE SHEET

The Balances Sheet continues to show the relative health of the Club in respect of our assets against our liabilities. The Club has very little debt (other than the Tennent's Loan and the member bar card liability) and starts the year with some money in the bank. Nevertheless, we have no reserves of significance to fall back on should major unexpected costs arise; therefore, our survival year-on-year depends essentially on maintaining and building our income streams while at the same time holding our costs down to a minimum.

Douglas Gibson
Executive Board Member - Finance

Income and Expenditure Account for the Year ended 31 December 2019

2018		2019
	Income	
£167,297	Annual Subscriptions Income	£167,309
£12,360	Visitor Net Income	£12,152
£2,553	Competition Net Income	£2,480
£3,159	Buggies Net Income	£2,154
£40,818	Lounge Bar Income	£39,027
£6,705	Lounge Catering Income	£11,193
£2,844	Coffee Machine Income	£2,808
£3,200	Lottery Net Income	£2,301
£590	Gaming Machine Net Income	£430
£3,033	Cottage Rental Income	£408
£1,922	Other Income (interest, social, donations etc)	£1,030
£244,481	Total Income	£241,293
	Expenditure	
-£49,556	Lounge Expenditure (see detail opposite)	-£50,285
-£117,460	Golf Course Expenditure (see detail opposite)	-£125,624
-£38,858	Clubhouse Expenditure (see detail opposite)	-£32,523
-£26,169	Admin Expenditure (see details)	-£14,943
-£6,280	Club Professional Retainer	-£6,280
-£3,856	SG & DGU Fees	-£4,080
-£1,774	Team Catering	-£1,913
-£243,953	Total Expenditure	-£235,648
£528	Operating Surplus/(Deficit)	£5,655
-£3,123	Depreciation Adjustment	-£4,474
-£2,595	Net Surplus/(Deficit)	£1,171



Additional Breakdown to the 2019 Accounts

2018		2019
	Lounge Expenditure	
-£28,316	Bar Staff Salaries & Pensions	-£28,657
-£14,119	Bar Purchases	-£14,840
-£2,798	Catering Purchases	-£3,944
-£506	Miscellaneous Bar Expenses	-£975
-£2,311	Coffee Machine Rental & Costs	-£781
-£4,394	Opening Bar Stock 1/1/19	-£2,888
£2,888	Closing Stock 31/12/19	£1,799
<u>-£49,556</u>	Lounge Expenditure	<u>£50,285</u>
	Course Expenditure	
-£10,000	Course Rent	-£10,000
-£76,071	Greens Staff Salaries & Pensions	-£85,600
-£8,035	Machinery Maintenance	-£8,616
-£4,715	Machinery Fuel	-£4,390
-£4,398	Equipment Hire Purchase	-£4,398
-£11,169	Course Materials	-£12,252
-£1,383	Personal Protective Equipment	-£974
-£1,404	Training	-£0
-£1,020	Opening Course Stock 1/1/19	-£735
£735	Closing Course Stock 31/12/19	£1,342
<u>-£117,460</u>	Course Expenditure	<u>-£125,624</u>
	Clubhouse Expenditure	
-£9,564	Rates & Insurance	-£10,224
-£17,920	Heating, Lighting & Water	-£11,941
-£1,833	Repairs & Maintenance	-£5,161
-£1,054	Premises, Music & TV Licences	-£1,064
-£5,042	Laundry, Cleaning & Crockery	-£1,003
-£3,444	General Charges (waste, security)	-£3,131
<u>-£38,857</u>	Clubhouse Expenditure	<u>-£32,523</u>
	Admin Expenditure	
-£13,767	Admin Staff Salaries & Pensions	-£0
-£1,679	Telephones	-£1,877
-£279	Printing & Stationery etc	-£1,660
-£1,284	Photocopier Supplies	-£1,319
-£2,287	Computer & Software Costs	-£2,784
-£2,400	Accountancy Services	-£2,400
-£2,425	Bank Charges	-£2,755
-£2,048	Irrecoverable vat etc	-£2,147
<u>-£26,169</u>	Admin Expenditure	<u>-£14,943</u>

Balance Sheet for the Year ended 31st December 2019

2018		2019
	Fixed Assets	
£10,501	Plant & Machinery (see detail opposite)	£9,089
£8,812	Fixtures & Fittings (see detail opposite)	£7,050
£8,799	Solar Panels (see detail opposite)	£8,359
£28,112	Total Fixed Assets	£24,498
	Current Assets	
£735	Course Stock	£1,342
£2,888	Bar Stock	£1,799
£8,802	Prepayments	£6,224
£90	Debtors	£0
£563	Staff Advances	£0
£7,503	Bank Accounts & Petty Cash	£7,433
£20,581	Total Current Assets	£16,798
	Current Liabilities	
£12,951	Creditors	£1,305
£3,409	Windyhill Bar Cards	£3,525
£2,306	Advance Subscriptions	£5,201
£2,446	PAYE	£2,256
£1,619	VAT Liability	£2,019
£461	Staff Pensions	£676
£500	Fundraising	£392
£23,691	Total Current Liabilities	£15,374
-£3,111	Current Assets less Current Liabilities	£1,424
£25,001	Total Assets less Current Liabilities	£25,922
	Long Term Liabilities	
£764	Tennent's Loan	£514
£764	Total Long Term Liabilities	£514
£24,237	Total Assets less Total Liabilities	£25,408
	Represented by Capital & Reserves	
£520	Junior Development Fund	} £24,237
£8,467	Members Capital Account	
£17,471	General Fund Retained	
-£2,311	Income & Expenditure Account balance	
£90	Previous year adjustment	-£1,171
£24,237		£25,408

Additional Breakdown for 2019 Balance Sheet

Fixed Assets 2018		2019
	Plant & Machinery	
£11,668	Value at start of Year	£10,501
-£0	Additions/Deletions in Year	£860
-£1,167	Depreciation in Year (20%)	-£2,272
<u>£10,501</u>	Value at end of Year	<u>£9,089</u>
	Fixtures & Fittings	
£9,791	Value at start of Year	£8,812
£0	Additions/Deletions in Year	£0
-£979	Depreciation in Year (20%)	-£1,762
<u>£8,812</u>	Value at end of Year	<u>£7,050</u>
	Solar Panels	
£9,776	Value at start of Year	£8,799
£0	Additions/Deletions in Year	£0
-£977	Depreciation in Year (5%)	-£440
<u>£8,799</u>	Value at end of Year	<u>£8,359</u>

Auditors' Report

A spot audit has been undertaken across all income and expenditures streams of the Club accounts and found to be satisfactory. The Income and Expenditures shown have been prepared from the information, documentation and explanation given to us and we certify them to be in accordance therewith.

Rudy Hanel, George Munn
11 February 2020

Summary Budget for 2020

Income		Expenditure	
Subscriptions & Fees	£163,000	Course Costs	£130,000
Golf Incomes	£18,500	Golf Costs	£12,300
Bar & Catering Incomes	£55,000	Bar & Catering Costs	£51,500
Fundraising Incomes	£3,300	Clubhouse Costs	£32,900
Other Incomes	£1,700	Administration Costs	£14,800
Total Income	<u>£241,500</u>	Total Expenditure	<u>£241,500</u>

**Membership of Windyhill Golf Club
as at 31st December 2019**

Membership Category	2018	2019
Ordinary	101	103
Ordinary 65/10	1	1
Ordinary 65/20	17	15
Life Under 65	12	12
Life Over 65	42	38
Youth 18-22	2	3
[Intermediate	14]	
Intermediate 27-30		11
Intermediate 23-26		4
Junior 15-17	15	12
Junior 10-14	47	31
Weekday	13	12
Limited Play	24	25
Flexible	0	5
Total Playing	288	272
Life Non-Playing	17	14
Non-Playing	6	6
Social	24	24
Honorary	5	5
Total Non-Playing	52	49
Total Membership	340	321

Windyhill Golf Club Prize Winners 2019

Club Champion	K Smyth	Senior Champion	A M Cuthbertson
Runner-up	F Paul	Runner-up	A J Miller
Campbell Douglas Trophy	W Cairns	Finlay Trophy	S Holms
Runner-up	D Fulton	Runner-up	M Savage
Windyhill Trophy	F Paul	Ainslie-Brown Horn	C Stenhouse
Penman Trophy	M Miller& D Robertson	Gilfillan Oattes Trophy	J Millar& C Stenhouse
Runners-up	K Smyth& C Stenhouse	Runners-up	N Hogg& G Robertson
Senior Open	G Duncan (Hayston GC)	R L P Salmond Trophy	J Millar
Jubilee Trophy	R McGhee & C Stenhouse	Seasons Scratch Trophy	K Smyth
Alistair MacDonald Trophy	K Smyth& P McKeever	Ross Campbell Cup	D Sinclair& W Rice
Captain's Trophy	M Erunlu	Lennox Quaich	J W Britton
Clark Trophy	D Fulton	Seasons Cup	G Robertson
Blair Beveridge Cup	C J Craig	Home Guard Cup	S Dickson
Tuesday Medal Final	E Duffy	Wednesday Medal Final	D Casey
Spring Meeting		Summer Meeting	
1st Class	G Robertson	1st Class	K Smyth
2nd Class	M Grant	2nd Class	A McIntyre
3rd Class	J Redpath	3rd Class	M McKay
Autumn Meeting		Medal Finals	
1st Class	M Erunlu	Scratch	K Smyth
2nd Class	D Crawford	1st Class	D Fulton
3rd Class	T Mooney	2nd Class	A V Scott
		3rd Class	T Mooney
Centenary Trophy	D Crawford, I Drummond, I Gardner		



**PLEASE REMEMBER TO COLLECT YOUR
2020 MEMBERSHIP STICKER
AND DISPLAY IT ON YOUR GOLF BAG.**

THE 2020 FIXTURE DIARY CAN ALSO NOW BE COLLECTED

SOME KEY DATES FOR YOUR DIARY

Open Competitions 2020

- | | |
|--------------------------|---|
| Saturday 2 May | ALISTAIR MacDONALD MEMORIAL &
ROSS CAMPBELL CUP
2-Ball Texas Scramble format - now open to 2 Windyhill
members as well as member/guest pairs |
| Wednesday 5 June | SENIOR OPEN
Our traditional seniors 18-hole stroke play competition |
| Saturday 4 July | WINDYHILL TROPHY & AINSLIE BROWN HORN
Our scratch and handicap 18-hole stroke play competitions |
| Saturday 1 August | JUBILEE TROPHY
Our 4-ball Better-ball pairs open competition |

Club Championship Finals Week

(Covering the Scratch, Finlay& Senior Championship events)

- | | |
|---|--------------------------|
| Sunday 14 June | Last 16Qualifiers |
| Tuesday 16 June&
Wednesday 17 June | Quarter-Finals |
| Friday 19 June | Semi-Finals |
| Sunday 21 June | Finals |