

BONNYVILLE GOLF & COUNTRY CLUB

February 27, 2019

To All Members

Presidents Report

Unfortunately, our Membership and Green Fee Revenue dropped again in 2018 by almost \$60K. We could probably attribute some of this to the condition of the greens for the first half of the year and the terrible weather during the last part of the year but we also know the economic climate in our region has not improved and may in fact have gotten worse.

Because of this, we have provided a very conservative budget to consider. We have not included any capital expenditures which means no progress on our irrigation system and no equipment replacement unless we receive some grant money and/or our revenue increases beyond our budget estimates. We will monitor this through the year and adjust if possible.

Further to our discussions at the fall meeting, there is still more work to do regarding a path forward on the private cart issue, but we do have 3 options to provide additional space for cart sheds and will proceed with one of these options this golf season. Due to our tight financial situation, this work will have to be done with our own staff as well as volunteers.

When I mentioned the drop in revenue last year from 2017, while that is significant, if you look back to 2014, the drop in revenue from all sources is over \$200K (30%). I know we are not the only operation in this region dealing with these financial realities and I can't thank our staff enough for the way they've reduced costs to match this reality. From Wade trying to get our greens in play from winter kill with a shoestring budget and minimal staff all while keeping the rest of the course in great condition to Randy balancing the demands of the Pro Shop and kitchen with minimal staff.

On a better note, we did hire a new assistant Pro who will be working with Randy over the next 2 seasons to learn our operation so that he can take over in 2021. His name is Jeff Graham and he comes to us from Lloydminster. Although Jeff has some big shoes to fill, we are confident he has what it takes and look forward to working with him.

I would also like to thank your Board of Directors for their continued work in helping to steer us through these trying times. Special thanks to Melanie for increasing our presence on social media and to Heather for all her work in Grant Applications.

One final note is to celebrate that this is not only our 30th year operating our 18 hole course but also Randy's 30th year with us. Something that came to light during our reminiscing is that, in that time frame, there have been only 4 presidents of this organization. Although I cannot recall exactly, I have been president for approximately 24 of those years. By any metric, that is far too long and I am asking the membership to look within their ranks to find someone to put their name forward at the election meeting this fall.

As always, it has been a pleasure to serve.

Yours truly,
Bonnyville Golf & Country Club

Maurice Mercier

Maurice Mercier, President