



# Free State Seniors Golf Association

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## Minutes of the Meeting of the Board of Directors

April 17, 2019

The Free State Seniors Golf Association Board of Directors met on April 17, 2019, at Rolling Road Country Club. President Gary Manion called the meeting to order at 10:36 a.m. with board members Bill Stricker, Jim Foster, Jim Horn, Tony Errera, Bruce Cowan, Mike Kurylo, Gary Kramer, John Evans and Bill Parks present. Board members John Blouse, Tom Kline, Mike Myirski, and Web Master Ed Baur were not able to attend. A motion was made by Jim Horn to approve the minutes from the March 21, 2019 meeting, was seconded by Mike Kurylo and approved unanimously.

### **Treasurer's Report – Gary Manion**

Prior to the meeting Gary provided spread sheets (Attachment 1).

### **Income Statement (Comparison of Current Year Actual results to Prior Year Actual results, as of the same time period) – Page 1 of 3**

- The organization's actual bottom line through April 17, 2019 is a positive \$2,913 which is \$3,137 less than the \$6,050 results as of this same time last year. This year-over-year variance is primarily due to our current paid membership being 28% (\$3,540) lower than last year's. The other variances which total a favorable \$403 are somewhat immaterial to the grand scheme of things. It will be important to monitor the current membership variance over the next few weeks and if it doesn't begin to reverse itself the Board develops an action plan to get the organization back to budget, by increasing revenue, decreasing expense or a combination of both.

### **Income Statement (Comparison of Current Year Actual Results to Current Year Budget) – Page 1 of 3**

- This year's actual bottom line of \$2,913 is \$3,457 less than the current year's budget of \$6,371. This rather large variance is attributable to the current paid membership being 29% (\$3,780) less than the current year-to-date budget.

### **Treasurer's Projected (Forecasted) Income Statement for the 12 months ending 10-31-19 (Comparison of Current Year Actual result to Prior Year Actual results – Page 2 of 3**

- The Treasurer completed a current year projection that assumes a total paid memberships of 203 or 37 (15%) less than last year's actual results. This projection assumed that going forward paid memberships would increase by the highest 4-year historical increase from mid-April through October (48 members - see attached graph). For the most part all other forecasted revenues and expenses were assumed to approximate budget. The forecasted bottom line result is a \$1,561 loss which is \$1,637 less than last year's actual bottom line results.

### **Treasurer's Projected (Forecasted) Income Statement for the 12 months ending 10-31-19 (Comparison of Current Year Actual result to Current Year Budget results – Page 2 of 3**

- The Treasurer's current year projection assumes total paid memberships of 203 or 42 (17%) less than the current year's budget. This projection assumed that going forward paid memberships would increase by the highest 4-

year historical increase from mid-April through October (48 members - see attached graph). All other forecasted revenues and expenses, for the most part approximated budget. The forecast's bottom line result is a \$1,561 Loss and \$2,612 unfavorable variance in relation to the FY19 Budget.

### **Balance Sheet - Page 3 of 3**

- The organization continues to show a solid balance sheet. Its Net Equity since the end of last year has grown as a result of its \$2,913 Income Statement bottom line as of April 17, 2019. However, please keep in mind that by the end of the current fiscal year (i.e., October 31, 2019) the FY19 Projection assumes the organization's current bottom line will decrease by approximately \$4,500 over the remaining 6 1/2 months of the fiscal year. Some of the Balance Sheet more salient points are as follows:
  - Cash and Investments:
    - With Cash and Investments totaling \$21,941 as of April 17, 2019 that equates to 512 Calendar Days of Cash on Hand or 1.4 years.
  - Prepaid Expenses:
    - The organization has paid \$3,000 in deposits to reserve some of its 2019 golf tournament dates. Once these tournament events occur this prepaid expense will be recognized on the organization's Income Statement as a tournament expense and will be removed from the asset section of its Balance Sheet.

### **Summary**

In summary, after 5 1/2 months into the fiscal year, the Free State Seniors Golf Association of Maryland has achieved a \$2,913 favorable bottom line. Unfortunately, this result is \$3,137 lower than last year's results at this same time and also represents a \$3,457 unfavorable variance in relation to the current year's year-to-date budget.

A motion was made by Gary Kramer to approve the Treasurer's Report, was seconded by Jim Foster and approved unanimously.

### **Executive Secretary's Report – Bill Stricker**

Bill passed out three handouts indicating new members to this point, past members who have resigned, and members who have not been heard from. We have 15 new members to this point. Disappointingly, we have had 34 members who have resigned from last year, and 62 members we have not heard from. There was some thoughtful discussion on what may be the reasons for the reduced membership. As yet, Bill has not determined a common thread for the reduction. Mike Kurylo has had some success in recruiting members. He will send out the email communication he sends out to prospective members. Bill will also have membership applications at each seat at dinner at the upcoming tournaments.

Bill reported that we have 75 players for our tournament at Argyle Country Club on Monday, April 22, and we should have close to 80.

### **Wally Engle Committee – Jim Horn**

We have 10 teams, which is down from 14 last year. We still have some clubs who trying to find enough players to field a team and Jim is waiting to hear from those clubs. Play does not have to begin until May 1 and clubs will have until June 15 to complete the first round.

### **Golf Committee – Jim Horn**

No report at this time.

### **Planning Committee – Jim Foster**

Jim reiterated that we will celebrate the 50<sup>th</sup> Anniversary in 2021. The committee had several suggestions for a venue. Piney Branch was a possibility because of having our 300<sup>th</sup> tournament there in 2017. Another suggestion would be Crofton or Ocean City Yacht Club as these were two of the clubs that hosted tournaments the first year. Some thought was given to maybe making it a stay-and-play event. WISP in Garrett County, and Ocean City Yacht Club were candidates for stay-and-play. Jim had a chance to visit The Inn at Perry Cabin and had a conversation with pro about possibly having a Free State event there. Right now, it is not available for outside groups.

If anyone has suggestions please send them along to Jim or a member of the committee.

### **Membership and Publicity Committee – Tony Errera**

Tony encouraged the board to use Mike Kurylo's recruiting email. He also plans to follow up with members at his club who have resigned or not responded to give a personal touch and at least get a reason for not joining and asked the board members to do the same. Tony questioned if anyone knew if MISGA numbers were down. Gary Manion, also treasurer for MISGA, indicated that last year's MISGA numbers were down 10%. Tony also inquired if there were any incentives for new members or those recruiting new members. Bill Stricker responded that we have discussed it, but as yet have not put any incentives in place.

### **Nominating Committee – Mike Kurylo**

Mike verified that we have four board members whose term expires this year. Bruce Cowan, Jim Foster, Mike Kurylo and Tom Kline are those board members. Tom has served two terms and is ineligible to run for another term, which leaves us to find at least one more candidate to fill a board spot. Mike suggested that we ought to take a look at the clubs who are active but have no one on the board. He felt it would behoove us as an organization to look at a club with a candidate that would enhance our attempts to increase our membership. Mike asked each board member to look at the membership and identify clubs, especially new ones that might have an engaging person who would fit the bill as a board member.

### **Distinguished Seniors Committee - Tom Kline**

No Report

### **Audit Committee – Bruce Cowan**

No Report.

### **Web Master – Ed Baur (not in attendance)**

Ed was not present to provide any report.

### **Old Business**

Gary Kramer previously sent out the amended Bylaws and Constitution prior to the meeting. He highlighted the recommended changes suggested at the March meeting. Gary then made a motion to accept the Bylaws as distributed. The motion was seconded by Tony Errera and passed unanimously.

As another old business item, Gary asked Bill Stricker if the 2018 Player of the Year, Joe Smith, would be at the tournament at Argyle to receive his award. Bill indicated that John was playing.

Gary Kramer asked if any information about the new golf rules instituted by the USGA would be announced or provided at the tournament at Argyle. Jim Horn responded that we would handle Out-of –Bounds/Lost Ball as stroke and distance. Bill will put this in the flyer to be handed out at the tournament.

**New Business**

No New Business

A motion was made by Gary Kramer to adjourn the meeting, was seconded by Bruce Cowan. The meeting was adjourned at 11:23 by President Gary Manion.

The next meeting will be at 10:30 am Thursday, May16, at Rolling Road Country Club.