



# Free State Seniors Golf Association

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## Minutes of the Meeting of the Board of Directors

March 15, 2018

The Free State Seniors Golf Association Board of Directors met on March 15, 2018 at the Rolling Road Country Club. President Gary Kramer called the meeting to order at 10:30 a.m. with board members Bill Stricker, Tom Kline, Bruce Cowan, Jim Horn, Gary Manion, Mike Kurylo, Jim Wilcox, Jim Foster, Tony Errera, Bill Parks, Ralph Starkey, Mike Myirski, and (ex officio member) Ed Baur present. A motion by Jim Horn to approve the minutes from the November, 2017 meeting was seconded by Gary Manion and approved unanimously.

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

Prior to the meeting, Gary provided IRS Tax Form 990-EZ, Maryland Annual Report, and spread sheets ([Attachments 1, 2, 3, 4, and 5](#)) with the following information.

### **IRS Tax Form 990-EZ and Maryland Annual Report**

Gary first acknowledged the tax returns (Federal Tax Form 99-EZ, Maryland Annual Report Form 1 2018).

- We received the attached documents primarily for two reasons.
  - First, those of you who sat on the Board last fiscal year will notice your name has been shown within IRS Form 990-EZ. This information must be included when filing Form 990. You will also notice that Gary has taken the liberty to assign 2 Hours per Week devoted to your Board of Directors duties, except for Bill Stricker who was assigned 10 hours per week.
  - The second reason for providing you with these completed reports pertains to good governance. After all since you have been elected to the Board of Directors you should be cognizant of what tax forms are filed by the organization.

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

- This year's actual bottom line is \$4,548 or \$155 less than last year's results at this same time. The primary reason for this rather small unfavorable variance is due to the following.
  - Paid Membership
    - The number of current Fiscal Year (FY) dues paying members is 170 which is 2 members less than the 172 dues paying members as of this same time last year. This equates to a \$120 unfavorable variance (2 x \$60). It is assumed that this rather small unfavorable variance will reverse itself and will ultimately approximate last year's actual activity as additional 2018 Membership Dues are collected.

### **Income Statement (Comparison of Current Year Actual Results to Current Year Budget)**

- This year's actual bottom line is \$4,548 or \$90 less than the current year's budget. The primary reason for this unfavorable budget variance is due to the following

- Paid Membership
  - The number of current Fiscal Year (FY) dues paying members is 170 which is 3 members less than the 173 budgeted dues paying members. This equates to a \$165 unfavorable Membership Fees variance. It is assumed that this unfavorable variance will reverse itself as additional 2018 Membership Dues are collected.

**Income Statement (Comparison of Current Year Projections to Prior Year Actual Results – Full Fiscal Year)**

- Except for some very small favorable variances it is assumed this year's Current Year Projection (CYP) will approximate the current year's bottom line budget and the \$1,078 unfavorable variance in comparison to last year's actual bottom line results will continue throughout FY18.

**Income Statement (Comparison of Current Year Projections to Current Year Budget – Full Fiscal Year)**

- After 4 ½ months of fiscal activity it is assumed this year's Current Year Projection (CYP) will approximate the current year's Board Approved Budget and any favorable or unfavorable variances should be immaterial in the grand scheme of matters.

**Balance Sheet**

- The organization continues to show a rather strong or solid balance sheet. Its Net Equity since the end of last year has grown as a result of its \$4,548 positive Income Statement bottom line. However, please keep in mind that by the end of the fiscal year the Board Approved FY18 Budget assumes the organization's bottom line will be a \$1,214 loss for the year and thus anticipates a corresponding decrease in the Net Equity shown on its Balance Sheet
- Cash and Investments
  - With Cash and Investments totaling \$24,855 as of March 14, 2018 that equates to 594 Calendar Days of Cash on Hand or 1.6 years, a rather impressive financial indicator.
- Prepaid Expenses
  - The organization has paid a \$2,000 deposit to Hayfields Country Club to reserve our July tournament date. Once this tournament event occurs this prepaid expenses 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.
- Accrued Expenses
  - Included in the \$2,743 of accrued expenses is the \$1,100 Board Approved payment to Woodholme Country Club for the rescheduling of two tournament dates in 2017 due to rain outs along with some additional Potomac Challenge expenses that have yet to be billed to the organization.

In summary, the Free State Seniors Golf Association of Maryland continues to achieve favorable financial results. This can be attributed to its paid membership that is contingent upon the scheduling of golfing tournament venues that members support and enjoy playing along with the Board of Directors adhering to the financial policies it has established.

A motion to approve the Treasurer's report was made by Ralph Starkey, seconded by Bill Parks and passed by unanimous vote.

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

Bill reported that membership for 2018 is up to 173. Ten (10) people have officially resigned. He has not heard from 78 members from last year. We have 21 new members for 2018. Bill passed out alphabetical lists by club of new members

and 2017 members who have not sent in applications thus far this year. Additionally, Bill provided names of players at board members' clubs who have not applied for 2018 membership.

The 2017 Free State Seniors Player of the Year shirt was displayed by Bill. This will be given to Chuck Chokshi of Turf Valley at the first tournament he plays in this year.

Bill will be sending out the announcement and entry sheet for Cattail Creek this coming week.

Bill announced the following changes to the schedule.

- October 22 at Chester River will be a 2-Man instead of individual. This is primarily because in studying the numbers since 2010, Bill discovered that October was consistently the lowest attendance. Hopefully, making it a 2-Man will attract more players.
- The Past Presidents Tournament will be held in conjunction with September's board meeting on September 13.
- September 22 at University of Maryland is 1:00 not 11:00.
- July 9 at Hayfields will be a 2-Man Tournament
- August 24 at Bretton Woods will be a 4-Man Tournament

### **Golf Committee – Jim Horn**

Jim presented a copy of a proposed letter to go out to members reminding them of their responsibility to post their Free State scores. This is an update to a letter that was started in the past by Bill Hoffman. The purpose of the letter is a reminder, and also an initial step to disciplining players who continuously do not post their scores. The letter states that, "Free State flight winners who do not post their scores will not be eligible for the Player of the Year recognition." Players who have multiple infractions of this responsibility could be dealt with more harshly. This penalty has not yet been established. The protocol for the letter and action is as follows: 1.) Bill will send the letter to the field; 2.) Jim will check after 2 weeks to see if scores have been posted and send "nasty" email to offender(s); 3.) Jim will post score after 3 weeks.

Bill Stricker offered a proposal to the golf committee to institute for this year. Players who do not qualify for Super Senior tees, would be able elect to play the forward tees, regardless of age or handicap, but will have strokes adjusted and only be eligible for NET competition. Bill will have to send out with the entry announcement the yardage, course rating, and slope for the forward tee, regular tees, and back tees. Players will choose which tees they wish to play from. In regards to team events, if one of the team members decides to move to the forward tee, the whole team (2 or 4 man) will only be eligible for NET competition. **After much discussion the final proposal was the players may choose what tees they want to play from, but players moving up to the forward tees from regular tees who are not eligible for Super Senior, will have an adjustment in their strokes, and will only be eligible for NET competition. This will also apply to 2 and 4 man teams if one or more of the team decides to move to the forward tees. Players will not be able change or select different tees the day of the event.** A motion to approve the proposal was made by Mike Kurylo, seconded by Ralph Starkey and passed by unanimous vote.

Player of the Year competition will continue this year. It was agreed that since Gary Kramer had the database, he would continue to keep the information for Player of the Year.

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

The 5-year plan will be set for 2019-2023. The plan will be constructed in the months ahead. Mike Kurylo suggested that, as part of the Planning Committee's efforts, to identify the top courses to play and be aggressive in attempting to schedule them. This will be taken consideration as the committee moves forward.

### **Membership and Publicity Committee – Bill Parks**

Bill Parks expressed his opinion that we get many of our members from personal contact at our clubs. Our membership has a 375 cap. Suggestions were volunteered from other board members. Suggestions were the following: offering discounts; bring guests to expose them to the Free State experience which we have done one time; publicizing at individual clubs. We do publish results on Facebook, but we do not publish in print media because to the expense. The Wally Engle competition has brought us several players in the last few years.

Ed Baur expressed that it is an exposure issue and he can help with website and with adds and information at Maryland State events. Ed can place results on the web page with pictures and Bill Stricker can send an email with a link to the web page.

### **Nominating Committee – Jim Wilcox**

No Report

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

No Report

### **Audit Committee – Bruce Cowan**

No Report

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

Jim will be contacting the clubs that participated previously and see if they are going to continue. The see by word of mouth is any other clubs are interested. We will start the first round by mid-May and give the clubs a month and a half to complete the first round. Those of you who are Jim contact list will be contacted in the next week. The hope is we can get the number of teams up to 16 for this year.

### **Web Master – Ed Baur**

Ed had previously sent out an email through Bill with a link to the web page and asked to view it and see if it was what we anticipated. Ed wanted to use a projector to let us examine and explore the web page, but no projector was available. He will put it out after this meeting and will be ready. The only change he made was the look of site. All the information was categorize and in more consistent format. For the future Ed hopes to have separate pages for tournaments and then a history for the tournaments. All tournament results will reside in the tournament area and be categorized as such. Ed has been working with Bill Stricker to coordinate the information into the website. Information that Bill sends out on email Ed is putting on the front page and that is current news. Whatever Bill sends out Ed will post on the front page as current and move the previous communication elsewhere on the website. Anything that happens will be posted. Ed is open to comments good or bad. It really comes down to input and suggestions and Ed is open to any.

One comment was that some of the tournament information was askew and the pictures were not very good. Ed explained that the tournament information should be okay on the real site. He will work with Bill when they are doing the results to see how he can extract that data. Right now most of the pictures are in a directory and when they go up to the full set they should be alright. Ralph Starkey asked if the Free State Seniors flyer is on the website. Ed assured him that it was.

Gary Kramer asked if online signup is possible. Bill explained that right now it is not feasible because you can't send a check with the entry. He does not enter anyone into a tournament without their money. Ed explained that you would have to have a database on the back end to collect the personal information needed which adds more security. There are applications out there that do all information for you then gives it back to you. The entry form is on the website and the membership application can be put on the webpage. Bill will send the application out and also to Ed to put on the webpage. Ed will also send Bill a link to be communicated to members. Over the next few months we will make an

effort to move to members using the website to access the entry forms. Bill will be sending forms out forms in PDF. Ed suggested we could also use Blue Golf to sign-up. He is going to meeting with a friend who works for the Golf Channel for Baltimore, which uses Blue Golf for their sign ups and investigate what is involved.

Ed was also concerned about having birthdates in the listings for all members. This is like a social security number and is personal identification and we should not have that on a players list.

Gary Kramer would like to see us become a current as possible with technology. Any suggestions or ideas that could move us in that direction would be helpful.

### **Old Business**

No Old Business

### **New Business**

Bill Stricker announced it was time to look at the Constitution and Bylaws to reflect the changes that have taken place. We need to appoint someone to head this effort. Gary Kramer volunteered to lead this project. We are all encouraged to look at the Constitution and Bylaws and identify any changes.

A motion go adjourn was made by Mike Kurylo and seconded by Tom Kline; the meeting was adjourned at 12:16 PM. The next Board meeting will be April 12, 2018, at 10:30 AM at Rolling Road Country Club.