



Free State Seniors Golf Association

Minutes of the Meeting of the Board of Directors

May 10, 2018

The Free State Seniors Golf Association Board of Directors met on May 10, 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, Bruce Cowan, Jim Horn, Gary Manion, Mike Kurylo, Jim Foster, Bill Parks, Mike Myirski, and (ex officio member) Ed Baur present. Board members Ralph Starkey, Jim Wilcox, Tom Kline and Tony Errera were unable to attend. A motion by Gary Manion to approve the minutes from the April, 2018 meeting was seconded by Mike Kurylo and approved unanimously.

Treasurer's Report – Gary Manion

Prior to the meeting, Gary provided spread sheets ([Attachments 1](#)) with the following information.

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

- Our actual bottom line through May 9, 2018 is \$6,418 or \$924 more favorable than the \$5,493 results as of this same time last year. The primary reasons for this favorable variance are due to the following.
 - Paid Membership
 - The number of current Fiscal Year (FY) dues paying members is 222 which is 8 members greater than the 214 dues paying members as of this same time last year. This equates to a \$480 favorable variance (8 x \$60). Hence, as of May 9th current year dues are being collected in a shorter period of time than what occurred last year.
- Total Expenses
 - Total actual expenses as of May 9, 2018 are \$447 less than what they were at this same time last year. The primary reasons for this favorable variance are due to fewer expenses being incurred for Board Meetings as well as Trophies and Awards. These favorable expense variances are somewhat offset by the additional expenses incurred with Office Supplies (e.g., enhanced and more robust web site).

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

- This year's actual bottom line of \$6,418 is \$1,715 greater than the current year's budget. The primary reasons for this favorable budget variance are due to the following.
 - Paid Membership
 - The number of current Fiscal Year (FY) dues paying members is 222 which is 7 members greater than the 215 budgeted dues paying members. This equates to a \$424 favorable variance.
- Total Expenses
 - Total actual expenses as of May 9, 2018 are \$1,293 less than what had been budgeted to occur as of this time in the fiscal year. The primary reasons for this favorable expense variance are due to fewer expenses being

incurred for Board Meetings (\$431) as well as Trophies and Awards (\$910). These favorable variances are somewhat offset by the unfavorable expense variance associated with Office Supplies and Printing (\$216).

Projected (Forecasted) Income Statement for the 12 months ending 10-31-18

- Based upon 6 and 1/3 months of actual financial results, as the organization's Treasurer, I believe we will complete the fiscal year in a slightly better financial situation than what the FY18 Budget assumed. My current forecast currently shows an approximate \$450 favorable bottom line variance when compared to the FY18 Budget that was approved in the Fall 2017. The previous cited favorable budgeted expense variances represent the impetus for drawing this conclusion.

Balance Sheet

- The organization continues to show a very solid balance sheet. Its Net Equity since the end of last year has grown as a result of its \$6,418 Income Statement bottom line as of May 9, 2018. However, please keep in mind that by the end of the current fiscal year (i.e., October 31, 2018) the Board Approved FY18 Budget assumes the organization's bottom line will decrease by approximately \$5,900 over the next 6 and 2/3 months.
- Cash and Investments
 - With Cash and Investments totaling \$28,650 as of May 9, 2018 that equates to 789 Calendar Days of Cash on Hand or 2.2 years, a rather impressive financial indicator for an organization of our size.
- 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 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.
- Accrued Expenses and Deferred Revenues
 - 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.
 - \$2,375 of Deferred Revenues (member credits) are shown within the liabilities section of the Balance Sheet. A vast majority of these member credits occurred due to a greater demand to play in the April 2018 tournament held at Cattail Creek Country Club than the number of golfing slots available. It is anticipated the member credits will significantly decrease over the next six weeks when those members who have credits utilize them to pay for their participation in the two upcoming monthly golf tournaments

Summary

In summary, after 6 and 1/3 months 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 monthly 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 Mike Myirski, seconded by Jim Horn and passed by unanimous vote.

Executive Secretary's Report – Bill Stricker

For the first item, Bill officially communicated that all board members agreed with rolling Joe Magee's dues over to 2019, since he is going to be unable to play for health reasons.

We are now up to 42 new members for this year.

Bill shared the general disappointment with the greens at Cattail Creek. It was not up to their standards and hopefully will improve in the future.

We have between 85 and 88 players for Winters Run, 9 of which are from Winters Run. The tees for Winters Run are Plum for the regular tees, White for the back tees, and Gold for the forward tees. When the handicap indexes are applied, players moving up to the forward tees will lose 1 stroke, and players moving to the back tees will gain 2 strokes.

Contact was made by Bill with the new pro at Woodholme to make sure we are on the schedule for June 18. After checking with the pro and the food and beverage director, he was assured we are on the schedule for that date. We will have to deal with the issue of numbers of players and numbers of carts. Ninety-two (92) can ride with the limited number of carts at Woodholme. We are not going to ask them to rent more carts. When asked if we could have some players walk, use a pull cart, use a caddy, the answer was affirmative. This then brings up another issue of how much to charge those who would not be using a cart. Bill introduced the proposal of charging those who use a cart \$120 and those who do not ride \$110 for the entry fee. There were no objections from the board members. Bill will place the proposed options on the entry form for Woodholme.

Bill is starting the process of building next year's schedule. On the potential list are Rolling Road, Argyle, Hanover CC, Musket Ridge, Turf Valley, Elkridge, Fountain Head, Cress Creek, Queenstown, and another private course on the Eastern shore.

Golf Committee – Jim Horn

Jim reported from the Cattail Creek event, at the end of one week, we had 16 people who cashed and did not report scores. As we moved into the second week, we were down to five. Jim sent out a reminder letter, which he provided for the board members, to those individuals. Four of those five were gross winners who had handicaps of one or less. As of last week, all had posted their scores; however, two of them did not post their scores as tournament scores.

Planning Committee – Jim Foster

Jim and the other committee members came up with a consensus list of favorite courses. They included Hunt Valley, Elkridge, Greenspring, Five Farms, Kenwood, Lakewood, Woodholme, Country Club of Maryland, Queenstown, Bully Rock, Cattail Creek, Mountain Branch, and Piney Branch. The committee will present the board with a list of suggested courses which will probably begin with the year 2020.

The committee is looking at the 50th year anniversary of Free State which will be 2021. In looking at the Maryland counties Free State has played in over the last 48 years, we have played in all but Garrett, Somerset, and St. Marys. This might be a suggested event for the anniversary year. Jim and Jim Wilcox have played all or most of the courses in those counties and will plan to visit those courses to see if they are suitable to be scheduled for Free State. In looking at the surrounding states, Free State has played in Pennsylvania, Delaware, and West Virginia, but not in Virginia. This could also be a possible event to celebrate the anniversary.

Membership and Publicity Committee – Bill Parks

The most effective way to recruit new members has proven to be actually talking to players face to face. We should continue to personally approach members of our clubs, and encourage current members of Free State to recruit members of their clubs to join.

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 provided a handout listing the pairings to begin the tournament. First round needs to be completed by June 15. Second round begins June 16 and goes to July 31. Following rounds are August and September, and we present the championship plaque in October.

Web Master – Ed Baur

Ed provided a handout with statistics about our website. It provided a wealth of information including the number of visitors, number of visits, number of hits and pages hit. It could also be broken down in monthly, daily and hourly information. This should provide valuable information as to how often players are visiting, when they are visiting and what pages they are interested in viewing.

Gary will send an update for **Player of the Year** to Ed to place on the website after the Winters Run tournament.

Old Business

Gary Kramer reported that the final report on the Constitution and Bylaws will be presented to the board at the end of the year.

Gary thought that those moving up to forward tees should have their scores for gross designate as “No Card” on the score sheet. Bill Stricker indicated he will do that on the score sheet prior to the next tournament.

New Business

Mike Kurylo suggested that we should start thinking about what we can do to celebrate the 50th anniversary. Jim Foster informed the board members that the Planning Committee will have some suggestions at the June meeting regarding the 50th celebration.

A motion to adjourn was made by Jim Horn and seconded by Bill Parks and the meeting was adjourned at 11:15 AM. The next Board meeting will be June 13, 2018, at 10:30 AM at Rolling Road Country Club.