



Free State Seniors Golf Association

Minutes of the Meeting of the Board of Directors

May 15, 2019

The Free State Seniors Golf Association Board of Directors met on May 15, 2019, at Rolling Road Country Club. President Gary Manion called the meeting to order at 10:38 a.m. with board members Bill Stricker, Jim Horn, Tony Errera, Bruce Cowan, Mike Kurylo, Mike Myirski, Gary Kramer, John Evans and Tom Kline present. Board members John Blouse, Jim Foster, Bill Parks, and Web Master Ed Baur were not able to attend. A motion was made by Mike Myirski to approve the minutes from the April 17, 2019 meeting, was seconded by Tom Kline 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 May 15, 2019 is a positive \$4,055 which is \$4,388 less than the \$8,444 results as of this same time last year. This year-over-year variance is primarily due to two items. Our current paid membership is \$3,330 or 24% lower than last year. Additionally at this time last year we had already completed our 2nd very profitable golf tournament, while we have only played one tournament in 2019. The other variances which total a favorable \$518 are somewhat immaterial to the grand scheme of things..

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

- This year's actual bottom line of \$4,055 is \$3,142 less than the current year's budget of \$6,371. This rather large variance is attributable to the current paid membership being 26% (\$3,600) less than the current year-to-date budget. If the current unfavorable membership budget variance of \$3,330 doesn't start to reverse itself the Board will need develop an action plan to get the organization back to budget, by either decreasing expenses, increasing revenue or a combination of both.

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's current year projection assumes a total paid memberships of 188 or 52 (22%) less than last year's actual results. This projection assumed that going forward paid memberships would increase by the average 4-year historical increase from mid-May through October (16 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 \$2,461 loss which is \$2,537 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 188 or 57 (23%) less than the current year's budget. This projection assumed that going forward paid memberships would increase by the average 4-year historical increase from mid-May through October (16 members - see attached graph). All other forecasted revenues and expenses, for the most part approximated budget. The forecast's bottom line result is a \$2,461 Loss which represents a \$3,512 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 \$4,055 Income Statement bottom line as of May 15, 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 \$6,516 over the remaining 5 ½ months of the fiscal year. Some of the Balance Sheet more salient points are as follows:
 - Cash and Investments:
 - With Cash and Investments totaling \$22,288 as of May 15, 2019 and average daily expenses (exclusive of tournament fees) approximating \$43 per calendar day, the number of calendar days of Cash on Hand equates to 520 days or 1.4 calendar years.
 - Prepaid Expenses:
 - The organization has paid \$4,000 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 6 ½ months into the fiscal year, the Free State Seniors Golf Association of Maryland has achieved a \$4,055 favorable bottom line. Unfortunately, this result is \$4,388 lower than last year's actual results at this same time and also represents a \$3,142 unfavorable variance in relation to the current year's year-to-date budget. Additionally the Treasurer's attached 2019 full year forecast indicates the organization will end the year with a \$2,461 loss in relation to a 1,051 budgeted profit.

A motion was made by Jim Horn to approve the Treasurer's Report, was seconded by Tony Errera and approved unanimously.

Executive Secretary's Report – Bill Stricker

The Argyle tournament went well and the course turned to be in better shape than we expected. Bill is expecting to have 110 to 112 members playing on Monday, May 20.

Bill gave the board members a historical list of courses that have been played by Free State. He then passed out a list of courses and asked the board members to rank our choices. Bill will then use this information to help him in his search for courses to play in the future.

Bill has a conflict with the June meeting date. After some discussion of dates, it was decided to change the date to Tuesday, June 11. Bill is also moving and has 22 years of records. The question of how many years of records should we keep. It was suggested that Bill keep ten years of records store them with Bruce Cowan short term and cull them down over the next year. The primary things to keep are the minutes.

Wally Engle Committee – Jim Horn

The schedule is set. The completion deadline for the first round is June 15. The second round deadline is July 31 and the final deadline is 30 days from July 31.

Golf Committee – Jim Horn

In checking a week and a half after the tournament in April, everyone had posted except two people. Jim talked to those members and they have since posted.

Planning Committee – Jim Foster

Mike Myirski spoke for the Planning Committee in the absence of Jim Foster. He again established for board members that we will celebrate our 50th Anniversary event in 2021. There are no definitive venues or dates at this time. The committee is looking at either May or September to get the best possible weather. The committee is exploring the idea of a stay and play venue. Possibilities include WISP in western Maryland, Ocean City, or The Inn at Perry Cabin in St. Michaels, Maryland. The Inn at Perry Cabin will probably cost prohibitive, and at this time, they are not accepting any outings or tournaments. It was also the general feeling that a stay and play venue may limit our participation.

Membership and Publicity Committee – Tony Errera

Tony shared some actions and feedback from his club, Turf Valley, regarding interest and reservations about joining Free State. This initiated a period of thoughtful and informative discussion about reasons for our drop in membership and steps we might take to restore membership numbers. The top reasons for members dropping out of Free State were:

- We are competing with other organizations for time and dates, including new local intra-club events
- Quality and relative location of courses
- Our older members do not wish to travel long distances to participate
- Members are already in a group that travels to other courses
- Tried it last year, but it wasn't for me

The question of whether last year's large membership number was an aberration. Bill Stricker shared that when he first took over as Executive Secretary, Free State had over 300 members. Mike Kurylo added that we have been over 200 members for the last five years so the aberration could be this year with the significantly lower membership. No one was exactly sure of what the ideal membership number would be to maintain our budget along with the optimal participation in tournaments. Tony offered that maybe maintaining membership around 200 would be okay. President and Treasurer Gary Manion opined that we continue to discuss the issue at future meetings this year, but by August we need to come up with a number in order to build next year's budget.

There were other ideas put forth to increase membership. John Evans stated that best recruiters in any organization are the members themselves which board members with which board members generally agreed. Some of the significant suggestions to improve membership were:

- Use one of the tournaments each year as a member/guest event, which also could include a 2 for the price of one for the tournament
- Various incentives to members for bringing in a member such as a reduction in dues for each new member recruited
- Beginning next year send out a copy of Mike Kurylo's letter to club professionals to distribute to their senior membership as a way of getting exposure

The other main issue to deal with as a result of our lower membership is to make up the deficit. Some suggestions were made but not acted on. President Gary Manion brought the discussion to a close at this point, but reiterated that we would keep discussing this issue at future meetings.

Nominating Committee – Mike Kurylo

Mike stated again that he is seeking recommendations from board members. It was suggested that we get prospects from clubs where our exiting board members are members (Hobbits Glen, Sparrows Point). Another prospective club would be Cattail Creek. The plan should be to get nominations and discuss them in our board meetings. We would then recommend a person for election with August as the deadline month.

Distinguished Seniors Committee - Tom Kline

Tom is looking for nominations. The committee is looking for people who have distinguished themselves both within the organization and in their community.

Audit Committee – Bruce Cowan

Bruce had no report. Gary Manion reported that he has put all the financial records on Quicken which the board approved last year. As of this point most of our financial reports will be from Quicken instead of the previous Excel spreadsheets.

Web Master – Ed Baur (not in attendance)

Ed was not present to provide any report.

Old Business

No old business.

New Business

No New Business

A motion was made by Mike Kurylo to adjourn the meeting, and was seconded by Gary Kramer. The meeting was adjourned at 11:49 by President Gary Manion.

The next meeting will be at 10:30 am Tuesday, June 11, at Rolling Road Country Club.