



# Middlesex Golf

## Minutes of AGM

**Thursday 9<sup>th</sup> February 2023 at 7:00pm at Sudbury GC**

### **Board Members Present**

Ray Andrews (RA)	Chairman
Di Williams (DW)	President
Darragh Coghlan (DC)	Secretary and Director of Teams & Coaching
David Taylor (DT)	Finance Director
Tom Powell (TP)	Vice President
Robbie Martin (RM)	Competitions Director
Anne Koychev (AK)	Co-opted Director and County Welfare Officer
Irvine Walker (IW)	Co-opted Director

### **Club Delegates Present**

Helen Weill, Brent Valley GC  
Pat Farag, Enfield GC  
Ian Rickard, Crews Hill GC  
John Nugent, Ealing GC  
Paul Donlevey, Harrow School GC  
Paul Dimmer, Haste Hill GC  
Corrine Moy, Hendon GC  
Robert Afia, Highgate GC  
Faiz Khan, Mill Hill GC  
Ruth Holmes, Muswell Hill GC  
Clare Brown, Northwood GC  
Prab Nallamilli, Pinner Hill GC  
Lee Patterson, Stanmore GC  
Nigel Williams (temp.), Strawberry Hill GC  
Sue Gooderham, Sudbury GC

### **Other Members Present**

Henri Henriques, Pinner Hill GC  
Stuart Cella, Haste Hill GC  
Richard Steel, Grim's Dyke GC  
Peter Marsh, North Middlesex GC  
Dickie Smart, Enfield GC  
Larry Weill, Brent Valley GC  
James Reynolds, Stanmore GC  
Stephanie Beer, Highgate GC  
Jennifer Wynn, Highgate GC  
Leslie Glancy, Perivale Park GC  
Eamonn Kneafsey, Sudbury GC  
Ketan Raja, Hendon GC

### **1. Apologies**

Gary Nash, Hillingdon GC.  
Diana Rowlands (DR), Co-opted Director and EG Voting Rep  
Alice Arnold, Wyke Green GC.  
David Sharp, Harrow School GC.  
Lesley Avent, Bush Hill Park GC.  
Peter Mutton, Strawberry Hill GC.  
Alan Murray, Middlesex Marketing Consultant.  
Elizabeth Thomas, Hendon GC.  
Lisa Martin, Bush Hill Park GC  
Mina Hoshino, Sudbury GC  
Mandy Miller, Muswell Hill GC  
Sue Katz, Pinner Hill GC.

## 2. Minutes from previous meeting

No matters arising. The minutes were taken as read.

## 3. Chairman's Welcome

RA welcomed everyone and reiterated all information regarding the business's activity was presented at the General Meeting in last November and disseminated again prior to the meeting.

## 4. Finance Report – David Taylor

<b>Middlesex Golf Ltd</b>						
<b>Income and Expenditure for Year to 31 October 2022</b>						
<b>£'000</b>		<b><u>2022 Year</u></b>		<b><u>2022</u></b>		<b><u>2021 Year</u></b>
		<b>Actual</b>		<b>Budget</b>		<b>Actual</b>
				<b>Actual</b>		
<b>INCOME</b>						
Affiliation Fees		172		164		164
Sponsorship		6				
Golf Entry Fees		42		34		33
Other		12		15		
		<b>232</b>		<b>213</b>		<b>197</b>
<b>EXPENDITURE ON GOLF AND SOCIAL ACTIVITIES</b>						
Tournaments and matches		86		79		78
Coaching Lessons		33		30		15
Other		37		33		22
		<b>156</b>		<b>142</b>		<b>115</b>
<b>ADMINISTRATION COSTS</b>						
Administration and Overheads		87		87		75
Marketing & Club Support		24		20		20
		<b>111</b>		<b>107</b>		<b>95</b>
<b>SURPLUS/(DEFICIT)</b>		<b>-35</b>		<b>-36</b>		<b>-13</b>
<b>BANK BALANCE</b>		<b>178</b>		<b>180</b>		<b>215</b>
<b>NET ASSETS</b>		<b>176</b>		<b>175</b>		<b>211</b>

<b>Income and Expenditure for Year to 31 October 2023</b>			
<b>£'000</b>		<b><u>2023 Year</u></b>	<b><u>2022 Year</u></b>
		<b>Budget</b>	<b>Actual</b>
<b>INCOME</b>			
Affiliation Fees		155	172
Sponsorship		12	6
Golf Entry Fees		45	42
Other		12	12
		<b>224</b>	<b>232</b>
<b>EXPENDITURE ON GOLF AND SOCIAL ACTIVITIES</b>			
Tournaments and matches		80	86
Coaching Lessons		33	33
Other		25	37
		<b>138</b>	<b>156</b>
<b>ADMINISTRATION COSTS</b>			
Administration and Overheads		97	87
Marketing & Club Support		15	24
		<b>112</b>	<b>111</b>
<b>SURPLUS/(DEFICIT)</b>		<b>-26</b>	<b>-35</b>
<b>BANK BALANCE</b>		<b>152</b>	<b>178</b>
<b>NET ASSETS</b>		<b>150</b>	<b>176</b>

DT reported that income and expenditure for year ending October 2022 was on budget and has been approved by the auditors. The accounts will be filed with Company's House.

Looking ahead to 2023, the economic outlook is poor with 10% inflation, a large rise in energy bills and a general squeeze on discretionary spending. Combined with higher costs to run golf clubs and higher membership subscriptions this could have a negative impact on golf.

DT budgeted for a 10% decrease in affiliation fees, the company's main source of income. The board did not want to withdraw all of its services to the County, so this reduction in income has been met with a reduction in marketing spend, reduction in financial club support and an increase in tournament fees.

Faiz Khan proposed the accounts for 2022. Prab Nallamilli seconded.

Robert Afia proposed the budget for 2023. Prab Nallamilli seconded.

Robert Afia asked whether the deficit in 2022 was problem. DT responded that it was not a problem as it was planned.

Robert also asked whether players contribute to matches and training. DT replied that they do not. RA mentioned that a small contribution may be worth implementing in the future.

Pat Farag asked what plans are in place to mitigate the deficit and pointed out that in six years we will have no money. DT noted that the affiliation fee will most likely have to be increased.

Corrine Moy asked if the affiliation fee was a fixed amount and what is normal affiliation fee for Counties? DC replied that Middlesex have a higher affiliation fee than most Counties as London is high cost area and we have to provide the same services but with less income. The services we provide, i.e. coaching and tournaments, are the same as larger counties as these do not scale with County size. We also provide more for our members than other counties, who focus solely on tournaments, coaching, rules and handicapping. Middlesex's scope is much larger than this and this support costs money.

Lee mentioned that an incremental increase in affiliation fee might be easier to digest than a large increase every few years. DT noted that the county could not have justified an increase in the fee over the past few years when income was much greater than expenditure.

Corrine Moy mentioned that expenses are not the issue but we should look at sponsorship as an avenue to increase income. DC responded that although this area has potential for greater income, the relatively small income from sponsorship is more than in years past due to a concerted effort to obtain lucrative sponsorship. It is hoped that our partnership with BigShots will legitimise our brand and attract more sponsors in the near future.

## **5. Election of Board Members**

Ketan Raja and Ruth Holmes stood unopposed for the positions of Director of Rules and Director of Development, respectively, and were welcomed on to the board.

DW stepped down as County President. RA and the board thanked DW for her tireless effort and enthusiasm in spite of difficult circumstances during her tenure.

The board nominated DR to the position of Vice-President while retaining her position of England Golf Voting Representative. TP was nominated as County President.

The board stated that they will always endeavour to adhere to Articles of Association as they believe in good governance but, from time to time, some articles require amendment to facilitate an efficient and transparent business. As Middlesex is funded entirely by the members the company does not have to meet any requirements imposed by outside stakeholders, hence the Articles of Association may be altered with the approval of the delegates.

The board proposes the following changes to Articles of Association ...

17.1 - The number of Directors shall be not less than eight, including at least 30% male Directors and 30% female Directors, and shall be subject to a maximum of twelve.

Passed unanimously; 16 votes for, none against.

17.2 - The members of the Board shall be:

- o 17.2.1 the Chairman
- o 17.2.2 the President
- o 17.2.3 the Vice-President
- o 17.2.4 the Finance Director
- o 17.2.5 the County Secretary
- o 17.2.6 the Rules Director
- o 17.2.7 the Development Director
- o 17.2.8 the Competitions and Handicapping Director
- o 17.2.9 the Director of Teams and Coaching, and
- o 17.2.10 up to three additional Appointed Directors

Passed unanimously; 16 votes for, none against.

17.4

	<b>Position</b>	<b>Start of Office</b>	<b>End of Office</b>
<b>1</b>	Chairman	<b>2023</b>	<b>2026</b>
<b>2</b>	President	<b>2023</b>	<b>2025</b>
<b>3</b>	Vice President	<b>2023</b>	<b>2025</b>
<b>4</b>	County Secretary	<b>N/A</b>	<b>N/A</b>
<b>5</b>	Finance Director	<b>2023</b>	<b>2026</b>
<b>6</b>	Rules and Handicapping Director	<b>2023</b>	<b>2026</b>
<b>7</b>	Development Director	<b>2023</b>	<b>2026</b>
<b>8</b>	Competitions Director	<b>2023</b>	<b>2026</b>
<b>9</b>	Teams & Coaching Director	<b>2023</b>	<b>2026</b>
<b>10</b>	Co-Opted/Appointed #1	<b>2023</b>	<b>2026</b>
<b>11</b>	Co-Opted/Appointed #2	<b>2023</b>	<b>2026</b>
<b>12</b>	Co-Opted/Appointed #3	<b>2023</b>	<b>2026</b>

NEW 18.2 - In the absence of nominations for any board position the current board members, if they accept, would be invited to remain in post until an AGM where nominations for that position are forthcoming.

Passed unanimously; 16 votes for, none against.

## **6. A.O.B.**

DC mentioned that the Annual Dinner was full and we are looking forward to an enjoyable night at Northwood GC.

DC also reminded Delegates that an important WHS Workshop is taking place at Hendon GC on March 8<sup>th</sup> and that at least one representative from every club's handicap committee is expected to attend.

DC announced that there are some changes to the 2023 Tournament Terms of Competition, mainly the Men's and Women's County Championships. Entrants should have 10 competition scores in their last 20 WHS scores. Players may still enter with less than 10 competition scores but their handicap will be reviewed as per the process in the detailed entry criteria document.

DC reminded the attendees that Men's Union Centenary in Middlesex will be in 2024. It is proposed that a committee is formed to plan for appropriate celebrations. Jennifer Wynn stated that as she was part of the women's centenary in 2012, that she would like to be on the committee.

DC prompted delegates to consider how the expansion of the ULEZ Zone may affect their golf club.

Ray Grant shared the results of a survey he conducted on the members of Northwood GC. The survey consisted of five questions and Ray offered to share the questions with other clubs so that they may also survey their membership. Although most of the members at Northwood mentioned that the expansion would not affect their membership with the club, there was about 5-10% who responded that it may affect their decision to renew.

Questions from the floor ...

Robert Afia asked if there could be a 75+ section in the Senior Championship to mirror similar tournaments. DC said that this would be taken to the tournament committee in a few weeks' time.

Stuart Cella asked why away County Members have to pay an affiliation fee? He felt that the county does not provide these members with a level of service that is reflective of the charge levied on them.

DC and RA replied that the County affiliation fee can be seen as a tax that supports the golfing community in Middlesex. A small charge to an individual when compounded can provide facilities and support for the development of golf in the county. The collective income supports those that need it or choose to use it. Away members cannot get a County Card in Middlesex but they are entitled to one from their home County and that card has the same benefits as ours.

DC announced that he had handed in his letter of resignation and his last day is April 28<sup>th</sup>. He asked the attendees to recommend suitable candidates for the role.