

CATALINA CLUB

BOARD OF DIRECTORS
SUMMARY OF MEETING BOD 24.12
19 DECEMBER 2024
Captain's Lounge – Catalina Club

MEETING DETAILS

DATE OF MEETING:	Thursday 19 December 2024
MEMBERS PRESENT:	C Flynn (Chair), R Gercken, A Hall, M Lowe, C. Lyttle, J. Shattles, R Sinclair, G Chapman (GM),
APOLOGIES:	M. Judd (AGM)
GUEST PRESENTER:	S. Calabro (Finance)

WELCOME TO COUNTRY - “The Catalina Club proudly recognises the people of the Yuin Nation, the traditional custodians of the lands on which we work, play and reside. We pay our respects to the elders past, present and future.”
The President also welcomed our newest Board Member, Jill Shattles.

MINUTES OF BOARD MEETING HELD THURSDAY 28 NOVEMBER 2024

Minutes of Board Meeting held Thursday 28 November 2024 (24.11) be accepted as presented with an inclusion of an on course incident in Management Report.

BOD 24.12.1

MINUTES OF GENERAL MEETING HELD THURSDAY 12 DECEMBER 2024

Minutes of General Meeting held Thursday 12 December 2024 be accepted as presented.

BOD 24.12.2

ACTION LIST STATUS

- 8 Action List items completed.
- 11 Action List items identified as in progress.
- 7 Action List items identified as new.

CORRESPONDENCE INWARDS

BOD 24.12.3

- Updated Liquor Licence with the removal of condition 89. A. Hall asked the question around the Plan of Management with the NSW Police and whether this was affected. G. Chapman advised it was not.
- ClubGRANTS Cat2
 - Red Dust Connections
 - Batemans Bay Lions Group
- Letter re the Ladies Christmas Party
- Catalina Club Board and Committee Meeting Schedule
- LJ Hooker advertisement – There are new apartments adjoining the golf course near the second green that are going on sale. The Club has entered into a commercial agreement regarding the promotion of the property

CORRESPONDENCE OUTWARDS

BOD 24.12.4

- RSVP to Batemans Bay Youth Foundation Presentation
- Response to Jamberoo Golf Club reciprocal request
- Request for Disciplinary Hearing
- Request for Disciplinary Hearing

- Minutes of WH&S Committee Meeting – November 2024
- GOC Minutes – November
 - Some members misunderstood the roots off the fairway rule. This will be reviewed and amended and included on MiClub. There were some complaints due to green staff mowing during some competitions and the fairway condition, however it will be communicated that we need to work with the greens staff during this heavy growing season.
- GG&C Minutes – November
 - D. Jones will do a video for the eNews around repairing the greens. There is also an investigation to alternative ways to manage the markers around the hazards.
- Minutes of Disciplinary Committee – 16 December 2024
- Minutes of Lady Golfers Committee Meeting – September 2024
- Minutes of Vets Committee – October 2024

MANAGEMENT REPORT

- **Strategic Plan –**
 - Course Architects response to Board feedback re proposed Course Masterplan – onsite meeting early in the New Year planned.
 - Deposit paid re 2025 Clubhouse refurb/fitout.
 - Members carpark 18th tee – still progressing to obtain Construction Certificate given issue with water mains. May need to review design.
 - Southern Carpark Bridge progressing slowly – initial quote too high, looking at ways to bring the quote down to an acceptable cost thru design and reduced intrusiveness.
 - Driving Range, F&B, Mini Golf and Golfer’s Wing – Conceptual imagery and fly through received. Looks very positive. Moving forward to revisit initial business case.
 - Admin/Reception and Gaming Bathrooms – Well on the way. Currently on budget and tracking for a late April completion date.
- **Functions Authority:** functions scheduled & booked for January 2025 as presented.
- **Gaming Machines – Catalina Club License #239470**
- **Director & Top Executive Declarations**
- **Detailed Finance Reports** including Budget & P&L presented by GM & Finance Manager.
- **People and Culture:** Total Employees 105, Permanent 34, Part time 10, Casual 61 (12 Golf Course).
 - 152.50hrs (Structured) Training during the month of November 2024
 - November 2024, the employment relationship ended with 5 employees from the following departments:
 - Food & Beverage
 - Course Maintenance
 Reasons for resignation - Relocated out of local area x4 and Local government role
- **Marketing:**

Golf:

The award season yielded a double win with Marketing able to surface a key image from the South Coast Open of a portrait session we commissioned. The portrait of Rodney on the putting green in front of the clubhouse was a classic PR shot we have been able to use for digital/social as well as for media relations. We were able to get creative into marketing channels quickly, with the style of the creative a great summary of sport at Catalina in 2024.

 - Fixtures Guide:

The Fixtures Guide is now out. The creative continues in the brand evolution and the final version will be uploaded to the web site as a digital copy with a print version is for members who prefer not to use computerised platforms and to support reception from December – July with membership packs and renewals information whenever a member of the Pro team is not available.

Clubhouse:

 - Restaurant:

The new menu is completed. This season we have over 25% menu change, maintaining the club house favourites and bringing forth the seafood offer for the summer. Evolutions have been made across starters, share plates, grills, seafoods, pastas, salads, pizzas and desserts.

- Bar:
The bar menu has also undergone an evolution. As such the bar menu now has an improved 0% offer, making our alcohol-free range the best in the Bay. This allows us to manage RSA with alternatives, support drivers who must abstain and encourage those who wish to make a lifestyle change with entertaining educational options. The cocktail range has also been expanded to include local makers, Foxdog. Plus celebrity additions to the range ie. a new French wine from Kylie Minogue and tequila from George Clooney. The food offer in the opening section of the bar menu has been revised to focus on 'hungry guy' finger food to reduce the amount of cutlery entering the sports bar area.

- **Golf Statistics**
 - November 2024 – 6,417** rounds (214 players per day)
 - November 2023 – 5,263** rounds – (175 players per day)
 - Financial Year 2025** (July – June) – 30,176 rounds – down (197 players per day, 153 days)
 - Financial Year 2024** (July - June) – 30,647 rounds – (200 players per day, 153 days)
- Aside from the final day of the month where we had a complete washout, November was strong in all areas. With mild to warm weather and a course in great condition the golfers certainly came out in force over the month. Spring started a little slow in August & September, however since then we have seen a strong return to our numbers. We experienced an average of 214 players on course each day, a rise from 175 in 2023, nearly 40 players a day extra, or 1,154 extra rounds for the month.
- Green Fee revenue grew, a 40% increase on last year. Not only did Social use increase we also saw a solid gain in Member Competitions. In total we saw an extra 372 Competition Rounds for the month. Proof still that Member Competitions are alive and well and that the overall format is being enjoyed by the vast majority of Members.
- We have been preparing for the Xmas influx of Golfers and are carrying a larger than usual stock holding but with the numbers expected I see this as required to meet the demand of the festive season.
- November saw the Catalina Club's annual Presentation Night. Numbers were constant with last year and the night went off well with all that attended enjoying the night. The inclusion of a couple of the Ladies events only enhanced the night as it invited a few more of our Ladies to the evening. While we recognised the efforts of our major event winners it was certainly nice to recognise the efforts of our Pennant Teams, particularly the Division 1 & Senior Men's teams that were successful in bring home Flags in 2024.
- November saw the culmination of the Fixtures calendar for each of our Golfing Sections. The men's, ladies and veterans each hosted their Gold Medal Playoffs as well as concluding the men's & ladies Eclectic events. Each of these event winners were presented on their respective Presentation events.
- Special message from our Director of Golf: Finally on behalf of Maggie and myself I can't thank the Club enough for allowing us to go to Brisbane for the PGA of Australia awards night. To share the State PGA Club Professional of the Year award with Guy and Mitch was special but to be given the opportunity to attend the function in Brisbane was great, obviously bringing home the trophy made it that much more special. The Club are so supportive of training, development opportunities and celebrating successes which makes the role I play so much more enjoyable, thank you to the entire Board of Directors and Management.
- **Course Maintenance Tasks (November)**
 - 54mm of rain for November – 13 megalitres of water applied through the irrigation system.

- November saw a major increase in growth levels of all grass surfaces on site. Warm weather paired with 54mm of rain and rising soil temperatures contributed to this. 1 application of growth regulator was applied to all surfaces and will occur at least monthly during the growing season.



Levelling and reurfing path ends. Insect activity has increased with pests observed on fairways and greens.

Bill bug larvae damage

Argentine stem weevil adult

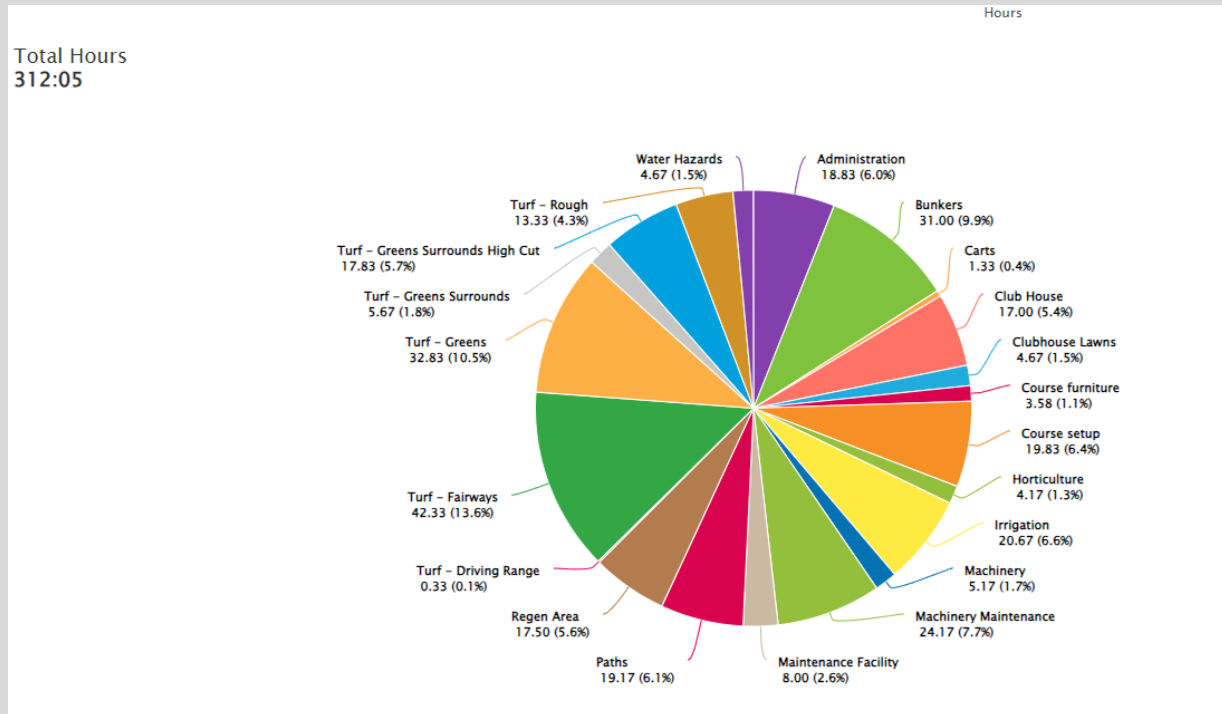


- Stem weevil has been located on a couple of greens and has been treated accordingly. Fairy ring has become evident on greens recently with some turf loss occurring where the byproduct of the fungal activity has released a large burst of nitrogen and where the soil is hydrophobic. A treatment will occur after renovations to get the product to the desired area within the profile to combat the disease. Once treated we will reseed or reurf as required.
- Adam (horticulturalist) has been busy tidying garden beds with a major focus on the visual gardens from



the clubhouse. Already he has had a very positive impact.

- Kangaroo damage is still occurring although this time of year the growth is there to topdress and recover quickly.
- Bats are still present but not in disruptive numbers. The coots are very active on the chipper but seem to be ok everywhere else.
- With the turnover of staff recently training has become necessary and is consuming a lot of man hours. Many of them are not golfers and it will take a bit of time to have them fully grasp the etiquette around mowing amongst golfers and tee marker placement as an example. There may be inconveniences to golfers during the training stage.



Total hours spent on tasks during November.

Management Recommendations accepted as presented.

BOD 24.12.6

GENERAL BUSINESS

1. **ALTIS Concepts** – Flythrough of the Golf Wing and back of Clubhouse view with the resized Driving Range and external Food and Beverage concept. The Board requested management to move forward with the next steps i.e. revisiting the business case in accordance of the current concept. **BOD 24.12.7**
2. **Course Design Concepts** - onsite visit in the New Year.
3. **Disability lift** – Main Lounge looking in the first instance at retrofitting the current disability lift before having to purchase a brand new lift system. **BOD 24.12.8**
4. **Trade extended to 2am** - from Boxing Day 2024.
5. **Royal & Ancient Award** – D. Jones won award heading off in January to visit St Andrews.
6. **New Team shirts for summer** - being a brand focus and a more relaxed look and feel for the summer period for the team. Has been well received by the team and members.
7. **Process for Course access and cart shed storage** – re-opening & closing the lists to be reviewed
8. **Bayview Hotel** - The hotel has closed and there does not seem to be a great deal of information out there on what is actually happening with the site from the current owners or lease holders. Substantial site and footprint.
9. **ATM Screens** - the new screens are required for compliance for the ATM's in the internal thoroughfare areas of the Club.
10. **Dress Standards** - are up to the Duty Managers discretion. Currently needs to be neat, clean and tidy and not offensive.
11. **Junior Golf** - At the recent 2024 Faldo Junior Series Australian Final took place in Sydney on December 16 & 17. The 54 hole WAGR event was held at the Concord Golf Club for 18 holes and Cromer Golf Club for 36 holes.

Sophie won the under 21 years girl's division by 2 shots with 2 over for the tournament. The win means that she will represent Australia at the Faldo Junior Asia Finals to be held April 21 to 25 in Vietnam where she will meet Sir Nick in person. If she should win this event, she will qualify for the Faldo Junior World Finals held in Dubai each November. Exciting times ahead for young Sophie.

12. **Catering for Restaurant bookings** – call back enquiries need to be called back!

MEETING CLOSED

TIME OF MEETING CLOSE:	4.40pm
DATE OF NEXT MEETING:	To be held Thursday 20 February 2025 at 3pm.

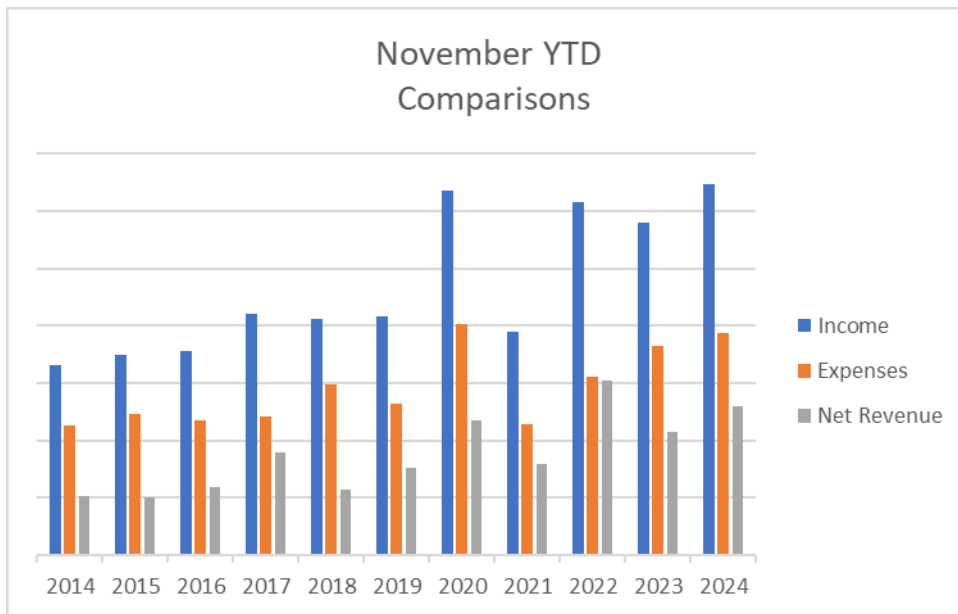
As of 1 November 2024, & 2023

NOVEMBER 2024			
	2024	2023	% Change
7 Day	485	485	0.00%
Week Day	292	262	11.45%
Country	77	81	-4.94%
Intermediate	10	15	-33.33%
Under 35's	46	54	-14.81%
Junior	35	39	-10.26%
Cadet	38	44	-13.64%
Life	4	3	0.06%
Life Subscribers	2	2	0.00%
SUB TOTAL - Golf	987	984	0.30%
Social 1	3638	3497	4.03%
Social 3	4031	3566	13.04%
Social 5	2716	2432	11.68%
NEW Members	262	282	-7.09%
SUB TOTAL - Social	10647	9777	8.90%
TOTAL MEMBERS	11634	10761	8.11%
Visitors	8206	6653	23.34%
Guest of Member	207	376	-44.95%
Function	9	91	-90.11%
Contractors	128	55	132.73%
Visitors	8550	7175	19.16%
Member Visitation	15700	13985	12.26%
Member GAMING Visitation	2669	2431	9.79%
Member POS Visitation	13031	11554	12.78%
TOTAL VISITS = Visitors + Members	24250	21160	14.60%
Visitor %	35.3%	33.9%	
Member %	64.7%	66.1%	

New Membership dated **1 November 2024**.

NEW MEMBERS	
NOVEMBER 2024	
7 Day	9
Week Day	2
Country	1
Intermediate	
Under 35's	2
Junior	1
Cadet	3
SUB TOTAL - Golf	18
Social 1	176
Social 3	56
Social 5	12
SUB TOTAL - Social	244
TOTAL NEW MEMBERS	262

Trading Graph



Membership Suggestions

Suggestion	Referred to	Action
Ensure sufficient stores are in bathrooms and reinstate wipes in the gaming room	MJ	Responded with thanks and have actioned

**Wishing all our
members a Happy and
Prosperous New Year for
2025**