

Summary of the meeting of the Board of Directors of Catalina Club

154 Beach Road, Batemans Bay



HELD ON	Thursday, 18 December 2025 (BOD25.12)
OPENED	2:53pm
ATTENDANCE	C. Flynn (Chair), R. Gercken, A. Hall, M. Lowe, C. Lyttle, Guy Chapman (General Manager), M. Judd (Assistant General Manager)
GUEST	Finance Manager for Financial discussion
WELCOME	Welcome to Country
APOLOGIES	J. Shattles

The President welcomed Directors and management to the last Board meeting of 2025.

DECLARATIONS & CONFIRMATIONS

All Directors in attendance have confirmed that:

- They have reviewed and read the Board Packs prior to the meeting.
- They have reviewed the Clubs NSW Circulars prior to the meeting.
- There are no updates to the Register of Interests tabled at the meeting.

RESOLVED that the Board Meeting minutes of Thursday 20 November 2025 be accepted.

- Noted the upcoming Director Diary Dates.
- **Business Arising** from November 2025 Minutes:
 - 19 Action List items completed.
 - 33 Action List items identified as on hold or in progress.
- **Noted** the upcoming Director Diary Dates.

STRATEGIC DIRECTION

The GM discussed the **2024/25 Golf Participation Report** and that he will provide the Board with a benchmark for the future. The **Vivid Vision** for the Strategic Plan has been adopted by the Board for the future in 2030. The Chair requested the Project Committee be reinstated in the New Year to assist with the implementation of the Masterplan projects. Confirmation that the 18th Tee Carpark DA is imminent and the Southern Carpark Bridge is tied in with the Masterplan DA which is in the final stages of preparation.

The AGM also updated the Board on the current Club projects.

STANDING REPORTS

1. **General Managers Report** - The GM presented an update to **By-law 21 – Standing Orders**, with inclusion of the Board Election Process timeframes for endorsement. It was resolved that the Board approve the updated By-law 21.
2. **Tasmanian Study Tour** - The GM gave a detailed report of the recent study tour undertaken to review key golf, hospitality and entertainment developments across Tasmania. The primary objective of the trip was to inspect recently completed works from ALTIS and review course design, execution and operational philosophies delivered by CDP. The findings reaffirm the strength of both ALTIS and CDP as partners capable of delivering world-class outcomes that align closely with our long-term development approach.
3. **ClubGrants Category 1** – A committee meeting has been convened for January 2026 to kick off the 2026 ClubGrants Category 1 funding round. Applications open 1 February 2026 and close 30 May 2026.
4. **Digital Membership for Catalina** – Branded instant Digital Membership provides quick and easy signups.

5. **Gaming Privacy Screens** – These have been installed in our gaming facility in addition to the JIVE Digital gaming screens promoting the current Link Jackpot amounts PLUS the past Jackpots won.
6. **Batemans Bay Masterplan Meeting with Council** – GM outlines Catalina's Masterplan and the issues we are facing i.e. Course Drainage, Water Main and easement, Flooding, Hanging Rock Creek, planning, bridges and carparks etc. In summary, the two masterplans are complementary. Both plans are aligned in building a stronger, more attractive, more competitive Batemans Bay.
7. **TAB 2026 agreement** - Outlined changes. New terminals for our members.
8. **Member Survey final results** – Excellent response with great outcomes – Further communication to members in the New Year. Overall, an outstanding result.
9. **CMA Study Tour – Albury and Border Clubs** – GM and Marketing Manager attended the CMA Study Tour to the Murray River and Border Clubs with 15 other attendees from the Far South Coast and ACT Zones.
10. **HR Matters:** Total Employees 124, Male 66, Female 58.
Recruitment activity focused on stabilising resourcing across Food & Beverage, Leisure, Grounds and Front Office in preparation for peak trading. A current campaign is underway to recruit an additional Grounds person and a night concierge/Front Office Attendant.
11. **Director of Golf - Course Report & Statistics – November 2025**
November 2025 – 6,803 – Average 227 players per day
November 2024 – 6,373 – Average 212 players per day
Calendar YTD 2025 – 71,475 – 214 players per day
Calendar YTD 2024 – 66,096 – 197 players per day

- November 2024 & 2025 were quite similar months. Numbers through the course, Retail sales and competition traffic all quite constant.
- A decent gain in 9-hole green fees but comparatively a small drop in 18 holes.
- Strong competition numbers across the board. A good increase in both ladies 9 & 18 holes numbers. Vets continue to grow as does the Monday 9 hole ladies competition.
- Member social traffic also increasing although 18 holes a decrease.
- Driving range again a solid increase on 2024.
- With a good December we are on track to potentially achieve 80,000 rounds for 2025.
- Golf Connect and MiClub continues to develop and cause some concerns.
- Each of the 2 charity days went well.
- Presentation Night went off very well.

JUNIORS & CADETS:

- Junior of the Year – Bill Eppelstun & Alex Booth
- Junior Pennant Player of the Year – Bill Eppelstun
- Most Improved Junior – Jasper Schryver
- Cadet of the Year – Riply Van Dyk
- Most Improved Cadet – Coen Hatton
- Cadet Commitment and Enthusiasm Award – Lachie Britt
- AFG Most Improved – Indi Allen
- AGF Commitment & Enthusiasm – Maddie King Gee

LOOKING FORWARD:

- 2026 Fixtures Guide is complete.
- 3 new team members interviewed. Coen Hatton, Miles Roberts and Jake Green will join the Golf Shop team.
- Stock and retail requirements prepared for Xmas rush.
- Roster for Xmas period almost complete.

7. Superintendent Report

- **COURSE:** Strong winds during November have resulted in significant effort required to clean up debris and present course in a tidy manner. Several large trees were uprooted. Fairways and tees have seen increase in growth and colour thanks to recent thunderstorm activity and rainfall.
- **GREENS:** The significant age of the greens has resulted in a build up of organic matter. This is having a negative impact on water movement and retention in the top layer of the green resulting in soft puggy surfaces and difficulty getting water to the roots.
- **WEATHER & IRRIGATION:** November has been windy with 62 mm of rain falling for the month and 15.5 megalitres of effluent used to irrigate the course.
- **GARDENS:** Carpark plantings are maturing well with seedhead developing on most plants. Significant resources are being utilised to spray weeds around the course with favourable conditions leading to an increase in weed species.
- **WILDLIFE:** Corellas are causing damage sporadically requiring plugging and turf repairs on affected greens while visible kangaroo damage continues to the odd fairway and surround.



8. Marketing Report

The focus in November is launching 2026 tournaments. The Fixture Guide is now in plan, and we launched the Course Fly-Over video on the course landing page so visitors can experience all the holes. The golf section of the website is still being invested into with more information, and we can see visitors responding with distinct increases in searches for cart hire and green fees. In November we also ran an U35 campaign to encourage sign-up on Instagram, as our Facebook audience has an older bias and we need to develop more pipeline business for golf in this age category.

RESOLVED that the Management Reports as presented be accepted.

SUB COMMITTEES

- Workplace Health & Safety Committee - noted
- Vets Committee Minutes x 2 - noted
- GOC Minutes - noted

RESOLVED that the Sub Committee reports/minutes be accepted.

CORRESPONDENCE INWARD/OUTWARD

IN/OUT

Details

IN	Reciprocal Club Proposal – Bankstown Sports
IN	External Terrace Blind quotes x 3
IN	Course Superintendent – Sand Belt Report
IN	Next Gen Tennis Sponsorship Agreement
IN	BBSLSC Partnership Opportunities 2025-26
IN	2026 Batemans Bay Cricket Club Sponsorship Agreement
IN	2026/27/28 Seahawks Sponsorship Agreement
IN	2025 Golf Participation Report – Golf Australia
IN	Catalina Member Survey Report
IN	Withdrawal of Expression of Interest for Casual Vacancy
IN	Member suggestion for Senior Membership discount and NTP multi-tees
IN	Updated By-law 21 – Standing Orders to include Board Nominations Process timeframes
IN	DA documentation for Catalina Master Plan
IN	Grant Application –Music & Me Program
IN	Grant Application - Anzac School Initiatives
IN	Grant Application – South Coast Pastel Society Exhibition and Workshops
IN	Grant Application – South Coast Sea Eagles
IN	Grant Application – South Durras Nature Play Space
OUT	NSW Police Ban Notice
OUT	Presidents Response to visitor re Catalina Classic
OUT	Letter re 12 months Membership suspension

RESOLVED that all correspondence be accepted as presented.

PAST PERFORMANCE

RESOLVED that Management accounts for November 2025 be accepted.

RESOLVED that the Financial Performance Report & Statutory Lodgements for November 2025 be accepted.

Gaming Reports – Noted.

Membership Reports - RESOLVED that all applications for November membership be accepted as presented.

Governance & Compliance

RESOLVED that all compliance reports be accepted.

GENERAL BUSINESS

- **Casual Vacancy – The Board resolved to appoint Mr Buck Allen to the casual vacant position of Director from 1 January 2026.** Buck will bring to the Board his experience and expertise as a previous PGA member and from his work in the Golfing industry. He is an avid golfer, currently works in a family-owned business and is particularly passionate about Catalina’s Junior Program where he regularly assists. Buck will bring valuable insights and a fresh perspective to the Board. The Board is looking forward to welcoming Buck onto the Board in the New Year.
- **Golf Cart Storage Shed and Member Battery Chargers / Golf Carts** – The GM presented that the Club takes ownership of tagging & testing of members cart chargers to make sure carts are compliant before being secured in the cart shed.
- **David Steele** - The GM notified the Board of the sad news that member D. Steele passed away overnight.

- **Steve Sell** - The GM notified the Board of the sad news that a previous team member S. Sell recently passed away and that a number of our Greenshed team attended the memorial in Young.
- **TAB Retail Agreement** - The GM advised that there will be a new TAB agreement that the Club will enter into in March 2026. This will be fully reviewed and reported back to the Board.
- **Restaurant Lights** – The AGM advised that the contractor that was engaged to fix the lights has now advised they cannot fix before the end of January. AGM to look at an interim fix that will be less intrusive and advise members via enewsletter that we are aware of the issue and seeking to rectify it asap.
- **Portable Cool Rooms** – M. Lowe questioned the cool rooms outside the restaurant, the AGM advised that it is temporary over the festive period for the Restaurant.
- **Concreting at the Garbage enclosure** – The AGM advised that one of the walls required repair.
- **Vets lunch** – R. Gercken passed on that the Vets lunch was superb. The Chair asked the Vice President to thank the Vets Committee for her invitation as it gave her the opportunity to visit each of the tables and wish everyone a Merry Christmas. It was heartening to hear that the Vets members believe the Board and Management are doing an excellent job and are most appreciative of our efforts.

MEETING CLOSED:

5:35pm

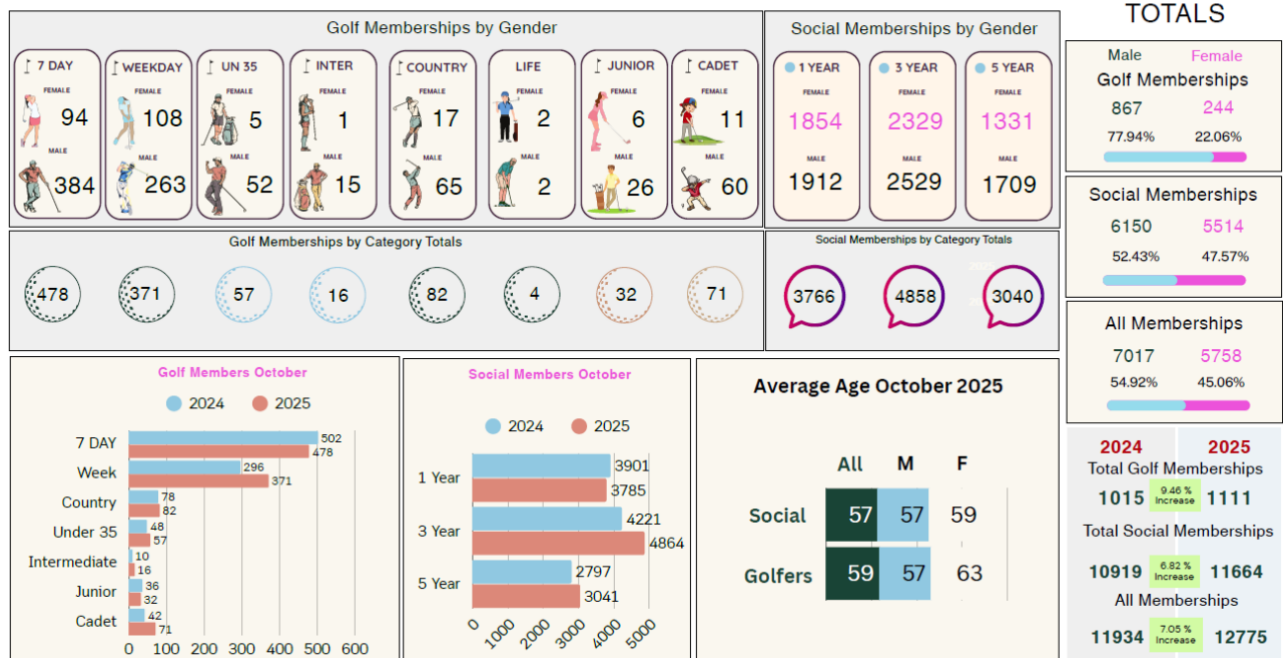
NEXT MEETING:

Thursday, 19 February 2026 @ 3pm Board Room

MEMBER SUGGESTIONS

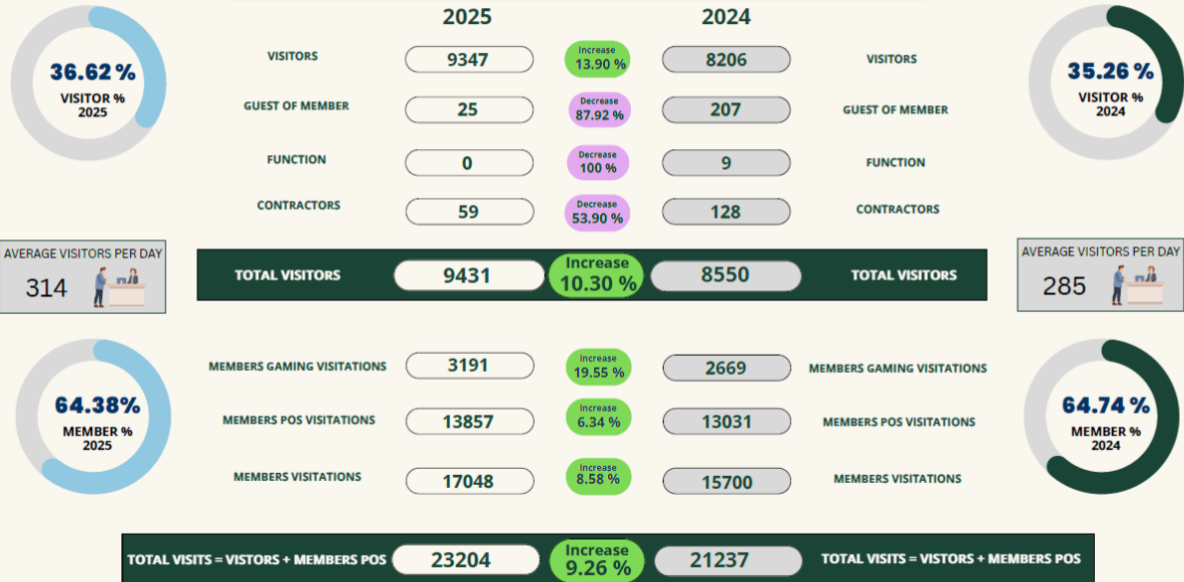
- Board to consider concessional fees for the older golfing members
- GOC to reconsider NTP eligibility in relation to Multi-tee competitions

Catalina Club Financial Membership NOVEMBER 2025



Catalina Club Visitation Data NOVEMBER 2025

VISITATIONS TRENDS



GROSS INCOME, EXPENDITURE & NET RESULT GRAPH

November YTD Comparisons

