

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

154 Beach Road, Batemans Bay



HELD ON	Thursday, 20 August 2026 (BOD26.8)
OPENED	2:50pm
ATTENDANCE	C. Flynn (Chair), R. Gercken, M. Lowe, A. Hall, C. Lyttle, B. Allen, G. Chapman (GM), M. Judd (AGM)
GUEST	John Morgan (Initial Technology)
WELCOME	Welcome to Country
APOLOGIES	Jill Shattles

DECLARATIONS & CONFIRMATIONS

All Directors in attendance confirmed the necessary governance requirements.

- 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.

Noted the upcoming Director Diary Dates.

It was resolved that the Board Meeting minutes from Thursday 23 July 2026 be accepted.

- **Board Action List** from August 2026:
 - 5 Action List items completed.
 - 4 Action List items identified as on hold or in progress.

STRATEGIC DIRECTION

Strategic Development Plans

The GM spoke on his document that was submitted in the Board papers.

The GM discussed the ESC Masterplan session he attended at the Bay Pavilion re key discussion points.

- Height for various precincts within the CBD and surrounds
- Flood inundation
- Infrastructure and Typology
- Costs for soft costs or red tape
- Employment opportunities
- Density levels and appetite
- Affordable housing
- Waterfront
- Traffic Flows
- Vegetation
- Council do wish to have the BB Masterplan finalised by the end of this year.
- The GM advised positive outcomes in recent meeting with ESC Mayor Mat Hatcher and GM Mark Ferguson regarding the current DA, Hanging Rock Creek, the 26-Bay Car park and easement, Southern Car Park Bridge and the Catalina Club Masterplan.

BRIEFING ON CURRENT CATALINA CLUB PROJECTS

A Request for Proposal (RFP) for **design consultancy services to upgrade and develop the Catalina Club project**, including architectural, engineering, and landscape design phases has been initiated.

Also, it has been flagged with Dowse, the importance of now focusing on the Electrical Capacity scope, which they have acknowledged.

CANDOR Town Planning – Rebecca Ireland

Regular meetings have been scheduled twice a month, to ensure the Club continues to gain traction with the below outstanding projects:

- **Members 26 Bay Carpark - Country Club Drive** – due to begin in next two weeks.
- **Course Redesign** - Minor golf course changes authorisation
- **Course Restrooms x 2** – awaiting CC
- **Hanging Rock Creek** – continual discussion point
- **Southern Car Park Bridge – Country Club Drive entry/exit**

STANDING REPORTS

The General Manager Report

The GM presented his report and the update provided in late correspondence. The reports were noted by the Board as presented.

The Chair commented the meeting with the Council's Mayor and GM was positive.

Catalina Country Club – Mix Freehold/Crown land – further investigation and discussion regarding Crown Land is required.

Cyber and IT – Security Uplift proposal was discussed and our independent IT adviser, John Morgan advised the Board and management via TEAMS. The proposal was accepted.

Kruse Golf & CDP - Design concept drawings regarding Green Complexes on Holes 14 and Hole 21 and associated changes requested with costings. Scheduled to begin January 2027, if possible, with a planned opening Spring 2027.

Assistant General Manager Report

Café - trade remained steady over the period, supported by consistent customer demand and disciplined cost management. The key operational improvement was a reduction in wastage, driven by tighter ordering, improved stock rotation and better alignment of production with demand.

SOUTH COAST OPEN – SEPTEMBER - Sponsorship is doing well with preparation for the event now in full swing.

MTD – Beverage continues to be a success story in a climate which is seeing decline. The Wine Degustation Evening on Wednesday 5th August received rave reviews with the food and wine offer meeting expectation and further to this, the bulk wine purchases post the event exceeded expectations.

NSW GOLF CLUB - Tuesday 4 August we visited NSW Golf Club. Of interest on this trip was that they engaged ALTIS for their recent Clubhouse/Alfresco/Locker/Changeroom upgrades and further from that the new greens on course were constructed with Terara Sand which is a product Darcy has been investigating for use for Catalina. The greens themselves being only 18 months old were some of the best I've played on. Lastly the locker-rooms were tastefully done complete with showers, hydration station incl. soda water, deodorant etc. was everything you'd expect from a private club experience.

People & Culture

- The workforce remains stable at 119 employees, with balanced gender equality.
- We took on 3 new team in the month of July with a commencement due in early August.
- Performance Reviews as indicated have been closed off for the reporting period.
- We will engage with a team survey once P&C has settled into the role, this will be prioritised.

Recruitment:

- As previously indicated, this has been on a business need basis only. We have interviewed 3 successful candidates who will commence in early August in a beverage capacity, their inductions and onboarding will commence within the Café with our F&B Manager facilitating the on-the-job training aspect.

Terminations:

- During the month July 2026, there was two (2) employment termination.

Director of Golf

July 2026 Average 220 players per day

July 2025 Average 195 players per day

It's amazing to see what numbers can be put through the course in the middle of Winter with decent weather conditions. Whilst we saw the beginning of frosty starts in July, we had some amazing weather and didn't the golfers enjoy the opportunity to play Winter Golf on our magnificent course.

18 hole Green fee rounds were stable compared to last year but with the sun shining we saw a great increase on the number of 9-hole rounds, nearly 20%. This reflected the same in Cart revenue but strangely enough we saw a 27% increase on 18-hole cart revenue, partly due to carts being off course for 3 days at the start of July 2025.

Member Social play was considerably up on 9-hole rounds. This will be reflective of not having Member Competitions the week of Age Championships.

Competition numbers had a couple of variables this month compared to 2025. In 2025 we had 3 days at the start of the month where the course was closed, restricting full course use and a couple more days of no carts. In 2026, we made the decision to not have Member Competitions the week of the Age Championships to give Darcy and his team a better run at preparing a course for the Juniors.

The only Tournament held in July was the Ladies veterans Open which attracted a field of 76 players, the largest number in recent years by quite some margin.

Our Retail also saw a great month, primarily on the back of a couple of very successful Field Days with Titleist and Srixon / Cleveland.

Juniors, Cadets & AGF Junior Girls

Our respective Junior & Cadet Squads recommenced their programs in Term 3 with daylight growing. Catalina Club, along with Moruya GC, hosted the 2026 Age Championship at the start of July. In total 208 players contested the event, and it was great to see the atmosphere across the Club for the week. While Moruya was the primary host for the week, having the leaders play the final round, we saw some amazing golf from athletes of such an age. Our Juniors played some golf but also battled to post scores they would have expected. Keith started well with solid scores across the first 36 holes but faded with a couple of unfortunate holes costing him a chance of a top 10 finish. Lachie Booth failed to get any momentum across the 4 days but was consistent, nonetheless. Jasper Schryver is still developing in these 72-hole events and will be much better for the experience, playing some nice golf, but like Keith, just couldn't quite finish the event off. Our sole female entrant, Emma Peard had a rough opening to the event but came home with a personal best 75 on the final day which will give her immense confidence moving forward.

The Juniors competed in their Junior Club Championships the Saturday and Sunday following the Age Championships. Keith Tompsett took home the boy's event with a 1 over total by 2 shots from Alex Booth. Lachie Booth won the boys nett title with his best 36-hole gross score so far in an event. In the girls section it was Bronte Eppelstun defending her 9th title but only just. Bronte beat home Ladies Club Champions Emma Pear by a single shot after Emma bogied her last hole, but a great event was had by both. In a return to the game, Bonnie Dalglish has come back to golf after a 2-year absence to win the nett event from Sophie Booth but having 4 girls playing the event was a great result.

Our Encourage Shield Team took on Moruya in July and while losing the actual match 2 matches to 1, we move to the next round as it is intended to be a team of 6 playing. The team will consist of Lachie Booth, Emma Peard, Jasper Schryver, Bonnie Dalglish, Lawson Melton and Sophie Booth. Lachlan O'Neill will also travel with the team to Bermagui to play against Pambula / Merimbula on Sunday August 16th.

Bill Eppelstun headed to America to begin his college career following in sister Sophie pathway so it will be exciting to see his growth and development across the next phase of his journey.

Looking Forward

We have a capacity field booked in for the Veterans Open on August 13. This will comprise of 144 players from across the region playing the 18-hole event and potentially another 100 locals playing their usual 9-hole Veterans event.

Entries are flooding in for Catalina Classic and Ladies Open. While these events are not until mid and late October, I would envisage them both to be filled by the end of August, a great result.

Preparations for the Marine Rescue Charity Day have begun. The date has had to be moved to October 9 from September 25, but this won't impact Social or Competition golf.

Superintendent Report

COURSE: The course is still seeing significant traffic with dry, calm and firm conditions. The lack of rainfall is having positive effects on kikuyu surfaces as they aren't seeing the added wear that rainfall exacerbates during the winter months. We have also withstood the added wear that the Junior Championships often produce, particularly on our practice surfaces as can be seen in the pictures as provided.

GREENS: Greens are performing well for this time of year with firmness levels benefitting from the dry conditions and the occasional hand watering required. Speeds are consistently around the 12ft mark with no real disease pressure for July. We have applied one application of seed head suppressant and will continue to do so as required.

WEATHER & IRRIGATION: We have only recorded 11mm of rain for July and used minimal irrigation water. We are investigating options for irrigation for the clubhouse lawn which once installed will enhance the presentation of that lawn in all conditions more efficiently.

GARDENS: Adam is back full time now as he and Mel have been able to bring their baby Heide home. A few recent projects have involved the planting and screening of the pump shed and the houses on the second hole. He has also begun mulching the carpark and resumed regular tidying as required.

WILDLIFE: Corellas and Kangaroos are active; however, damage is relatively minor. We continue to try to mow fairways and tees once a week mainly to tidy any areas where the surface has been plucked up by grazing kangaroos.

ARBORIST: Tree work continues in line with arborist recommendations, as has mulch removal from site when we are unable to access the course due to golf events and safety requirements.

STAFF TRAINING & CULTURE: Culture remains positive with some safety marking undertaken within the shed to achieve compliance with our annual toolbox audit. This is also having a positive effect on efficiency as we have introduced a sensible system regarding machinery placement. We have Hired a qualified Horticulturalist Andrew Rowley who will start in September to fill an open position.



Marketing Report

RESTAURANT: Traditional Roasts and winter season – Following the May winter trading strategy, **Traditional Roast** was selected to strengthen Sunday to Wednesday dining without disrupting weekend demand. Despite July's seasonal challenges, destination-led marketing across NSW, Canberra, the Southern Highlands and Illawarra offset softer demand.

Partnerships with **Let's Go Kids**, **The Fold** and **Coal Coast Magazine**, plus geo-targeted digital advertising for dining and social golf, supported participation and strong midweek growth.

Secret Sommelier continues to build momentum as a strategic campaign, extending seasonal menu photography and reinforcing Catalina's premium food and wine credentials.

Weekly **Happy Pair Day** pairings keep content fresh while maximising existing creative investment.

The Winter Degustation with Pikes Wines sold out within ten days, generating the event's strongest waitlist and creating an opportunity to preview Father's Day and the Spring Wine Event to members.

Marketing also repurposed an existing kiosk into a restaurant booking station, expanding reservation access beyond operating hours and giving redundant technology a second life.

BAR: Crafted for the Curious, Tradie Promotion, Secret Sommelier – Winter programming reinforced Catalina as the region's home of sport and live entertainment, with major events, local partnerships and live music driving consistent visitation. Distinct campaign identities allow multiple commercial promotions to run concurrently without diluting Catalina's premium brand.

Crafted for the Curious, Tap Series, Secret Sommelier and **Local Trades Appreciation** each target different beer and wine motivations while strengthening the premium food and beverage offer. Premium spirits campaigns including **Whisky Week, Bourbon Week, Gin Week** and **Tequila Week**

continue building a sophisticated beverage identity aligned with contemporary private golf club experiences.

CLUBHOUSE: Membership drive with CA\$H IS KING - Digital wallet adoption continues to grow, supported by the 2026/27 membership card release and a dedicated Life Member digital card. The CA\$H IS KING promotion generated strong participation across Catalina's engaged membership and golfing community.

Catalina's success in the Eurobodalla Business Excellence Awards has progressed to the Regional Awards, recognising continued investment in people, service culture and organisational excellence. This strengthens the Club's regional reputation and creates potential progression to the State Awards in Sydney.

GOLF: Batemans Bay Open and continued tournament promotions- Marketing support continues to drive record tournament participation and strong engagement across course activity and digital platforms.

Key events included the Senior Open, Clyde Auto Junior Open, Junior Age Championships, Ladies Veterans Open, Veterans Shoot Out and MollyCat events.

The launch of Catalina's official YouTube channel expanded the Club's digital ecosystem with a platform for golf storytelling, instruction and tournament promotion.

Club Car Visage content and the completed Partnership Program brochure further strengthen Catalina's destination golf positioning.

School holiday beginner golf campaigns through *Let's Go Kids* introduced Catalina to visiting families and created a repeat holiday acquisition channel beyond Easter 2027.

Marketing also supported the Veterans AGM and international **#ThankAPGAPro** campaign, reinforcing Catalina's PGA and golfing community relationships.

The campaign generated nearly 4,000 Facebook interactions, 51 reactions and 15 messages of support for the Club Pros.

RESOLVED that the Management Reports as presented be accepted.

SUB COMMITTEES

- Workplace Health & Safety Committee - noted
- Vets Golf Committee Minutes – Nil reported
- Grounds, Greens & Cats Committee Minutes – Nil reported
- Ladies Committee Minutes - Noted

RESOLVED that the Sub Committee reports/minutes be accepted.

CORRESPONDENCE INWARD/OUTWARD

IN/OUT	Details
IN	NRMA Insurance – First Advice Recovery Letter for Property

IN	Secom Technology Quotation – Cybersecurity Uplift
IN	Cadet Promotion Nomination for four Cadet Members for Board decision
IN	Membership Suspension Letter 12 MONTHS as per 49a
OUT	Member - Letter of Caution – inappropriate use of membership card
OUT	Member- Letter of Caution – inappropriate use of membership card
OUT	Member - Letter of Caution – inappropriate use of membership card
OUT	58 Golf Links Drive Response to First Advice Recovery Letter
OUT	58 Golf Links Drive Response to Proof of Loss & Cost Breakdown
LATE IN	Updated GM Report
LATE IN	Meeting Minutes from Dowse Projects – 15 July 2026
LATE IN	Updated By-law 12 – Pennant Representation & Player Support – for Board Approval
LATE IN	August Veterans Committee Meeting Minutes
LATE IN	August Greens, Grounds & CATS Committee Meeting Minutes

It was resolved that Inward and Outward correspondence be accepted as presented.

PAST PERFORMANCE

RESOLVED that Management accounts for July 2026 be accepted.

RESOLVED that the Financial Performance Report & Statutory Lodgements for July 2026 be accepted.

Gaming Reports – Noted.

Membership Reports - RESOLVED that all applications for July 2026 membership be accepted as presented.

Governance & Compliance

RESOLVED that all compliance reports be accepted.

GENERAL BUSINESS

- The GM advised the Board the **NSW Golf Industry Awards** will be held on Monday 19 October, noting the Club will be entering into various categories, including the Volunteer of the Year Award.
- **John Morgan from Initial Technology joined Board meeting as a guest to discuss SECOM Technology's quote for Cybersecurity Uplift.**
 - SECOM have put together a proposal for eight areas worth addressing, covering approximately 80% of all concerns discovered in the Cyber Pulse survey.
 - John advised a comprehensive monthly report is provided to the Board on cyber security as part of the uplift, which would include any detections, escalations and an executive summary.
 - The Board endorses the quotation provided by SECOM for the Cybersecurity Uplift.

- **Constitutional changes for AGM** – The GM presented constitutional changes. The establishment of a “Executive Committee” clause was rejected by the Chair. The recommended changes to quorum requirements for the AGM. Board agreed that 25 is a suitable quorum, and that the Club should continue to internally encourage as many members as possible to join. All other suggestions appeared to be required to maintain currency with the Corporation Act and were supported.

The GM advised the draft constitution will be shared once final amends are made.

- **Request for Review of Venue Ban** – The GM discussed correspondence from banned member.
 - **Governance – Seven Hills RSL, Marconi Club, Wests HQ** – The GM presented news reports discussing CEO and GM dismissals following fraudulent conduct, along with Board Governance negligence and misconduct
 - **South Coast Open Pro-Am timesheet** – the AGM advised sponsorship has been confirmed, with only four groups remaining on the timesheet and 74 players in the Pro-Am.
 - The AGM advised the Board 18 places are available in the Club’s Partnership Proposal Program. The AGM made note of local businesses that have expressed interest
 - **Member Renewals** – The GM noted the renewals and non-renewals in the 2026-27 financial year of Platinum and Platinum Plus members, Intermediates and Under 35s.
 - **Harley Kruse Concepts** – the GM presented management reasoning to begin work on the 14th hole with key points, temporary greens and borrowed pits. Relocation of the 18th green timing was also discussed.
 - The Chair queried Management’s opinion on balancing works to keep as many holes open as possible. The AGM responded further discussions with Harley are required.
 - The Chair suggested sharing latest concepts with course renovation group and various committees, including the GG&C and Vets. Management suggested a special meeting to be held before the next Board meeting to gather feedback following presentation of the forthcoming detailed drawings from course architect.
 - **Southeast Business Awards on September 4 at Bay Pavilions** – Catalina Club is a finalist with the GM advising four tickets have been purchased
 - **Postponement of September 2026 Board meeting** – The GM advised the September board meeting is to be moved back one week to September 24.
 - **Electricity capacity, pole mounts vs pad mounts** - M. Lowe queried the difference between these mounts and whether the Club is soon to reach capacity. The GM advised Dowse Projects are investigating the current capacity as a priority and is part of their scope of works
 - **Timeframe for 26-bay carpark** – M. Lowe queried the timeframe for works to commence on the carpark, and the AGM advised this would begin within the next two weeks, noting the construction certificate will arrive imminently.
 - **Southern Carpark Bridge** – The AGM advised the Board that Management are waiting on consultancy reports before further updates can be shared on this project.
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MEETING CLOSED:

5.39pm

NEXT MEETING:

Thursday, 24 September 2026 @ 3pm Board Room

MEMBER SUGGESTIONS

Suggestion	Referred to	Action
Expressed disappointment that his weekday membership no longer allowed play on a Sunday.	Info	Mitch responded and informed of the trail and previous correspondence relating to the matter.
Complaint regarding the Club/Caterer not accepting AMEX and miscommunication from the caterer	Info	Mitch called to discuss and explain the clubs positioning and apologise
Suggestion around communication of Midweek roasts on facebook	Info	Thanks for feedback and advised the comms team of the preferred platform
Positive feedback on venue	Info	Thanked for taking the time to write in and share their experience
Positive feedback on Restaurant	Info	Thanked and shared with Atick for his team
Complaint about Steak Knives and Salmon that wasn't cooked to liking.	Info	Responded with thanks and raised with Atick, Atick and customer then engaged one another
Request to check for possible signs of seafood contamination	Info	Responded with thanks, visual inspection with Chef. Nil concerns.
Request for dancefloor	Info	Have responded to this person before in relation to this, will continue to raise until resolved
Food complaint in relation to seafood chowder	Info	Initially emailed and copied Atick in, exchange between the two escalated, Mitch rang and apologised for the exchanges and accepted the feedback, met with Atick following this.
Positive feedback in relation to Club visit	Info	Responded with thanks
Complaint about behaviour in sportsbar, specifically member standing on chairs	Info	Mitch responded with thanks and investigated. Have place temp ban on member and have requested they organise a meeting to discuss.
Complaint about the lottery booking system specifically the use of the word "mandatory"	Info	Rodney responded and highlighted points already communicated, further offered to discuss in persona dn make himself available.
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July YTD Comparisons

