



Document 8

Agenda Item 7 & 9

For AGM 8 December 2024

Document 8: Financial Report 2024, Budget 2025, Council Motions & Election of Auditors

Financial Summary – 2024 Accounts

The audited Financial Statements of the Club's accounts for the year ended 30th September 2024 are given in **Document 7**. I am pleased to report as follows:

- The Club's income has continued to grow with very strong green fee income in 2024.
- Operational Expenditure was largely in line with budgeted figures.
- The Club made a significant investment in various Capital Expenditure projects and assets costing in the region of €1m, funded from cash reserves.

Financial Highlights

Green Fee Income	€2,011k
Subscription Income	€829k
Entrance Fee Income	€202k
Annual Levies	€119k
Total income	€3,250k
Total Expenditure	€2,249k
Surplus for the year	€1,001k
Total Cash in Hand	€2,495k (Includes Rainy Day fund €400k)
Bank Loans Outstanding	€778k

Summary of 2024 Financial Performance

- Green Fee Revenue of €2m has contributed to another very strong financial performance this year and has been achieved within the criteria set for 7,000 rounds +/- 5%.
- Total income for the year, excluding Entrance Fees & Levies, was €2,930k versus a budget of €2,622k a positive variance of €308k (12%)
- Total expenditure for the year was €2,249k v budget of €2,119k, a negative variance of €130k (6%) with the major contributing factor being the Clubhouse repairs & maintenance budget being exceeded.
- The 2023 AGM approved expenditure motions with a potential spend of approximately €1,360k.
- 3 of these motions could not be progressed due to planning issues. They were the Short Game Area, Maintenance Shed and Golf Simulator.
- The Trustees of the Club were consulted by the Council and agreed on health and safety grounds to proceed with the replacement of the Boiler & Distribution Board which was retrospectively agreed at the SGM in July last.
- Council also agreed to paint, redecorate and carpet certain areas within the Clubhouse also regarded as essential repairs and maintenance.
- The following is a summary of the total Capital Expenditure of €985k in 2024: Course Machinery €330k; Caverstone /Island Lodge €190k; Winter Programme €120k; New Boiler/Distribution Board €130k; New Buggies €110k; Clubhouse Redecoration €105k.

WHILE MUCH HAS BEEN ACHIEVED THIS YEAR THERE IS MUCH MORE TO BE DONE

There are still many major projects in the pipeline which future Councils and Members will have to consider in the coming years. All of these have a financial implication for the Club both short, medium and long term. Some of these projects are outlined in this document with Motions proposed by the Council for Member approval.

The following is a list of the many financial demands on Club funds in the coming years, in no particular order of priority:

- New Course Machinery in line with the 10-year machinery replacement plan.
- Annual Winter Programme based on the 3-year rolling plan from 2023.
- Provision of a Short Game area and upgrade of Driving Range
- Upgrade of Maintenance Sheds to include a Caddy Car cover and Simulator.
- Clubhouse Development
- Upgrade of Irrigation System
- Coastal Erosion

To summarise, the Club continues to be in a healthy financial position.

However, it would be remiss of me not to highlight our reliance on Green Fee Income to support both operational and capital expenditure.

Council is satisfied that based on bookings to date, for next year, the Club should achieve a similar level of green fee income in 2025.

Council also anticipates that this trend will continue for the period 2025 to 2028, barring any major Global event that may affect visitors travelling.

Agenda Item 7 - Budget 2025 for approval by Members

	Budget 2024	Actual 2024	Budget 2025
Income			
Subscriptions	€800,000	€828,705	€849,996
Green Fees	€1,759,569	€2,010,776	€1,950,000
Lockers	€11,000	€11,125	€11,124
Buggy Income	€7,200	€33,775	€12,344
Caverstone/The Island Lodge	€44,500	€5,002	€40,000
Other Income		€40,792	€5368
Total Income	€2,622,269	€2,930,175	2,868,832
Expenditure			
Course	€896,483	€822,008	€896,300
Administration	€621,568	€611,595	€659,514
Clubhouse	€249,716	€339,215	€333,377
Financial	€254,460	€318,113	€316,782
Clubs & Council	€25,200	€41,101	€76,000
Professional Retainer	€72,000	€57,321	€72,000
Other		€41,899	
Total Expenditure	€2,119,428	€2,249,462	€2,353,973
Surplus/Deficit	€502,841	€680,713	€514,859
Annual Levies	€113,000	€119,350	€113,000
Entrance Fees	€135,000	€201,636	€135,000
Net Surplus	€750,841	€1,001,699	€762,859

The core elements in the budget are as follows:

INCOME

Subscriptions:

- Ordinary membership, €30 increase in Category A and €10 increase in Category B to continue the convergence of rates over 10 years as agreed at AGM 2021.
- 2% inflation increase in all categories of membership, except for juniors.
- No change to the Development Levy of €175.
- Golf Ireland have increased their levy from €25 to €30
- Council recommends an increase to the Bar & Catering levy from €100 to €150.
- Discounted member guest green fee vouchers for early payment of subscriptions will continue. 3-member guest green fees at €60 for subscription fully or partially paid by January 31st 2025.

Annual Subscriptions & Levies 2025

Member Type	Subs 2025	Development levy	Bar & Catering levy	Golf Ireland Levy	Total
Ordinary A	€1,586	€175	€150	€30	€1,941
Ordinary with 30% over 65 discount	€1,110	€175	€150	€30	€1,465
Ordinary with 80% over 75 discount	€317	€175	€150	€30	€672
Ordinary B	€1,717	€175	€150	€30	€2,072
5 Day	€1,116	€140	€150	€30	€1,436

Entrance fees 2025

- Full Ordinary Members- €12,000
- Five – Day Members - €7,800
- New Lady Members – 50% reduction in either category
- Council has agreed that all new Entrance Fees must be funded up front with no deferred payment system to apply.

Green Fees:

- Based on 7,000 visitor rounds +/- 5%.

- Green fee rates increased for 2025 to Rack rate of €295 and Tour operator of €250.

Other income:

- A modest budget income of €40k has been set for Caverstone House/The Island Lodge based on previous data for outsourcing the unit to an independent provider.

EXPENDITURE

Course

- Total budget of €896k is similar to last year's projected figure.
- Staff costs budget has been set at €600k to take account of an increase in staff numbers, 3% pay rise and the introduction of the auto enrol pension scheme next year.
- €50k internal winter programme budget to cover inputs and other costs carried out by Club staff on the course.

Admin and Golf Operations

- Total budget of €660k is marginally up on outturn for 2024.
- Staff costs were lower in 2024 due to changes in personnel, but budget has been increased to €335k to allow for additional capacity, 3% pay rise and introduction of auto enrol pension scheme.
- Bank & Credit card charges continue to rise as more and more people use card payments which are secure and convenient. We are actively seeking alternative platforms with improved terms but not at the expense of security or inefficiency.

Clubhouse:

- Total budget is €333k which is approx. €80k higher than last year's budget.
- The main driver is the Repairs & Maintenance budget being set at €95k to reflect the likelihood of an increase in essential repairs and maintenance issues arising.

Clubs & Council

- Budgets for both Mens & Ladies Clubs have been increased this year to €15k each to more accurately reflect all costs associated with both Clubs' finances.
- The High Performance / Blue Wave project was introduced last year, aimed at creating an environment for development of team and individual standards. A budget of €25k for the High Performance/Blue Wave has been set for next year.

Agenda Item 7 - Budget Motions to approve Capex Expenditure in 2025

Background to Motion 1

A detailed inventory of all the Club's course Machinery was carried out in 2023 by the Links Superintendent using the Asset Register which formed the basis for a 10-year Machinery

replacement plan. The plan is reviewed on an annual basis and is a vital tool in setting a budget for equipment replacement each year.

Motion 1: That the Club spend up to €300,000 to purchase new course equipment during 2025.

Council 2025 will decide to fund any equipment items by way of finance lease or from cashflow.

Background to Motion 2

At the 2023 AGM members approved a budget of €200k for the Winter Programme together with a budget of €350k for the Short Game area and improvements to the Driving range. However, due to planning issues with the Short Game area, only €110k of these budgets were spent. Council is seeking permission to spend the balance of €440k plus an additional €70k to fund the proposed Winter Programme. This includes an alternative Short Game area and improvements to the Driving range. **Details are outlined in Appendix 1.**

Members should also be aware that to allow proper planning for these projects the Club, under the direction of the Greens Committee, engaged with our preferred contractor, DAR Golf, well in advance of the commencement of works to ensure availability. As previously advised preliminary works will commence on Monday 25th November.

Motion 2: That the Club spend a further €70k in addition to the previously approved €440k. These funds will be used on the construction of a revised Short Game area, the Driving range and the 2024/2025 Winter Programme.

Background to Motion 3

At the 2023 AGM members approved a total budget of €280k on essential improvements to the Maintenance Sheds and an indoor Simulator. As both projects required planning permission works were postponed. For Health & Safety reasons revised essential plans were drawn up amending the upgrade to staff facilities at an additional cost. Therefore, Council is seeking permission to spend a further €70k on these projects in addition to the approved €280k.

Motion 3: That the Club spend a further €70k in addition to the already approved €280k to fund the improvements to the Maintenance Sheds, installation of an Indoor Golf Simulator and the provision of a Buggy protection covering.

Background to Motion 4

During 2024 Council agreed to carry out a programme of redecoration and upgrades to the Clubhouse. This resulted in the painting of most areas, the provision of new carpets in various areas and new picture framing. It is now considered necessary to upgrade the

existing furniture in all areas and replace the carpet in the Front lounge. Council is seeking approval to fund suitable furniture that will stand the test of time and carpet the Front lounge.

Agenda Item 8 - Election of Auditors

It is recommended that Chartered Accountants and registered Auditing firm **Mc Inerney Saunders** are reappointed for 2025.

Final Summary

- **A record level of green fee income was achieved in 2024.**
- **The Course is in excellent condition with visible improvements evident throughout the year and with lots of good feedback from Members, Guests & Visitors.**
- **The Club invested in new Machinery, Course/Winter Programme, Caverstone/The Lodge, New Buggies, New Boiler/Distribution Board, and Clubhouse Redecoration.**

There is no doubt that all the above has contributed significantly to another very good Financial Year for the Club.

Great credit is due to all who have been involved from Council, Committees, Staff and above all, you the Members.

**Larry Brady,
Honorary Treasurer**

Appendix

Appendix 1. Council Motion No 2 Winter Programme 2024 – 2025

Detailed Analysis of Proposed Works		
Area	Proposed Works	Estimated Cost
4th Hole	Tee Enlargement	€ 25,000.00
5th Hole	Raising the Fairway	€ 28,000.00
8th Hole	Tee Enlargement	€ 18,500.00
8th Hole	Raising of Dune to rear of 8th green	€ 10,000.00
9th Hole	New Tee	€ 19,000.00
15th Hole	Raising of Fairway	€ 40,000.00
15th Hole	Raising of Approach area	€ 37,000.00
16th Hole	New Tee	€ 20,000.00
Old 8th Tee	New Short Game Facility	€ 58,000.00
	Sub Total	€ 255,500.00
Irrigation Works		
Holes 4th, 5th, 8th, 9th, 15th & 16th		€ 80,000.00
New Short Game Facility		€ 28,500.00
	Sub Total	€ 364,000.00
Improvements to Practice Ground Facility		
Purchase & Installation of New Mat		€ 50,000.00
Purchase & Installation of New Ball Washing Machine		€ 10,000.00
Installation of Electric Power		€ 40,000.00
	Sub Total	€ 464,000.00
Contingency of 10%		€ 46,400.00
	Total	€ 510,400.00