



YKGC Annual General Meeting 2021

Sunday, September 19th, 2021, YKGC Clubhouse

- 1. Call to Order**
- 2. Approval of Agenda**
- 3. Approval of Minutes Spring Annual meeting, Saturday, May 29th, 2021**
- 4. President's Report**
- 5. Treasurer's Report**
- 6. General Manager's Report**
- 7. Committee Reports –**
 - **Grounds & Maintenance**
 - **Course Development**
 - **Membership & Clubhouse Services**
 - **Rules & Handicap**
 - **Tournaments**
 - **Midnight Tournament**
 - **Sales & Marketing**
 - **Volunteers**
 - **Advancement of Ladies & Junior Golf**
- 8. Old Business**
 - a) **None identified**
- 9. Nominations of candidates for Directors**
- 10. Speeches from candidates**
- 11. Election of Directors**
- 12. Motion to Destroy Ballots**
- 13. New Business**
 - a) **None identified**
- 14. Adjournment**



YKGC Spring Meeting Minutes

Saturday, May 29th, 2021

1. Call to Order – 10:03am

Attendance

Present – Shaun Morris, Hughie Graham, Jenni Bruce, Matthew Bannister, Jeff Oldfield, Damien Healy, John Nahanni, Dwayne Simmons, Mark Whitehead, Winter Bailey, Cole Marshall, Conan Donahue, Stuart McLean, John McLean, Helen Lawson, Renée Jones, Meredith Wilson, Wendy Bisaro, Leslie Goit, Kyle Hallett, Gaeleen MacPherson, John Soderberg, Andy Couvrette, Toni Auge, Kevin Hewitt, Darell Koch, Dave Mathisen, Dan Drimes, Shanon Watson, Mark Lewis

2. Approval of Agenda M. Renée, S. Andy

3. Approval of AGM Minutes

- a. September 20th, 2020, M: Renée, S. Helen

4. Presidents Report – see attached – Discussion on men’s night and will it happen. The YKGC does not run men’s night and it is a separate body, we simply give them use of the course. Nobody has stepped up to run it and the board is hopeful that someone will. **Action: The board has been asked to put out an eblast and Facebook post to call for a volunteer to run it for the 2021 season. Motion to accept report M. John, S. Meredith - passed**

5. Treasurer’s Report – see attached – Request for details on how much the federal rebates were (\$15,000) Discussion on liquor sales and how the profit is split with the contractor. Request for YKGC to get a separate license – this is not feasible as the license would get complicated with overlap and you would not be able to take a Proshop beverage off of the deck. Discussion on history of profit for Clubhouse and issues with running it in the past as it took up most of the GM’s focus and they are now freed up to improve the golf course operations and we are seeing the results. **Action: Budget to be presented in the income statements in the future for comparison.** Discussion on the 2% charge and what happened to it as nobody on the board is familiar with it on the current board. Discussion on if we wrote of the green depreciation. There

is a new procedure and it will be tracked moving forward with the amortization of the loan if approved. Discussion on if we have an asset management plan for moving forward. **Action: The Board will work on improving the existing plan and updating it annually.** Request to give a revenue breakdown in the future. **Motion to accept report, financial statements and budget M. Matthew, S. Wendy - passed**

6. General Manager's Report – see attached – **Action: Board to look at red tee box on hole 2 for improvement. Motion to accept report M. Stuart, S. Helen**

7. Old Business

- a) Request to present YTD financials at AGM – this will be done for 2021.
- b) Replacement of 14th tee box material – material is on site and set to be done this season.
- c) Request to look at cart sharing options – Fave Fives will be allowed to share for the 2021 season and will change as needed if the CPHO lifts or increases restrictions.

8. Committee Reports –

- a. Grounds & Maintenance – Damien – see attached – Discussion on who to contact for portapotties issues – talk to the GM. Discussion on garbage cans over the winter to help cut down dog poop in the spring. There was an improvement this year over last. Recommendation to look at improving fences to keep snowmobiles out.
- b. Golf Course Development – Jeff – see attached – Discussion on if we had a structural engineer assess the building. The replacement roof is lighter than the existing roof.
- c. Membership & Clubhouse Committee – Winter – see attached - Discussion on the role of the committee.
- d. Rules & Handicaps – John – see attached – Discussion on the handicap system not being universal – this is up to Golf Canada and will be looked into. Discussion on rock rule, this was in the report in error as it was from last years report and should not be there.
- e. Tournaments – Perry – see attached – Discussion on the Tombstone and confirmation that it is run by the YKGC. Discussion on PGA Tournaments and there has been no update on if they are going forward.
- f. Midnight Tournament – Hughie – see attached – Discussion on if the horse race is happening or not.
- g. Sales & Marketing – Dwayne – see attached – Discussion on length of sponsorship agreements and larger opportunities. YKGC was thanked for finding the Lazerich sign and putting it back up.
- h. Volunteers – Perry – see attached –
- i. Advancement of Women's and Junior Golf – Winter – see attached – Ladies night would like to work with the committee on the Ladies Tournament in July. Discussion on the special needs program and it was confirmed that it is being organized currently.

Motion to accept all committee reports. M Andy, S. Wendy – passed

9. New Business

- a) Green Replacement and Solar Panels Presentation – see attached – Discussion on plan for the next time this needs to happen. **Action: Board to add a plan for green replacement into the long-term asset management plan.** Discussion on lifetime of greens – warranty is for ten years but anticipate it to last over 20 as the existing greens also had a ten-year warranty. Discussion on effects that winter and sand will have – there is not a specific comparison available but the board has done it's due diligence and addressed all of these concerns and the greens are better than the existing one as technology has improved, close comparisons have been identified and feedback is good. Discussion on STIMP meter and the need for this to be completed once installed, the new greens will be slower and align more with golf courses with natural grass. Discussion on a maintenance plan – there is one in place and the new greens will require less maintenance on them. Discussion on who performs repairs – Synthetic Turf will do this. Discussion on the timing – it will be scheduled for September and take up to four weeks depending on level of volunteers. Discussion on shortening the payment terms, this is not feasible as membership would likely double to accommodate this. Recommendation that the board increase all fees and not just membership – it was confirmed that the current process is to increase all fees applied to play on the course. **Action: Board to look at a surcharge vs. fee increase.** Discussion on if we worked with Arctic Energy Alliance – it was confirmed that we were denied based on our classification.

Motion to authorize the Board of Directors to apply on and work to secure financing for the 18-hole green replacement and solar array for the clubhouse to a maximum of \$500,000. M. Matthew, S. Dwayne – 1 opposed – passed

Motion To authorize the board of directors to enter into contracts as follows, pending the successful financing application:

- **Synthetic Turf for the 18-hole green replacement at a value of \$473,922.75 including GST**
- **NWT Solar for the installation of a solar array on the clubhouse at a value of \$92,141.30 including GST M. Hughie, S. Stuart – passed**

Action: Board to put up a display in the Clubhouse showing the logistics and benefits of both projects

10. Adjournment – M. Andy 12:30pm

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September 19, 2021

President Report – 2021 Annual General Meeting

Another season has come to an end, like 2020 we began the season with some uncertainty due to the ongoing global pandemic but with the relaxing of restrictions early in the year we were able to return to operating the golf course with few restrictions. The return of the Clubhouse operations was a great boost to welcome back most of the Charity Tournaments and have Men's and Ladies nights return to the way they normally ran.

There has been significant work done to the golf course over the summer to which I won't get into detail as it will be captured in the individual committee reports. Some of the bigger items, the roof of the Clubhouse has been completed and the screened in deck will be opened up for next season. The equipment and materials for the solar panels have been finalized with the provider and will be installed and operational for the 2022 season. The new Kubota for the driving range has worked flawlessly all summer and with preventive maintenance and service should last for years to come.

It is very exciting to see the new artificial green surfaces being installed and if the weather cooperates and the installation team gives us the go ahead there is a chance, we may get to play on the back nine with the new greens before the end of the season and the full course and installation of the grass around the 9th and 12th greens to occur in the spring.

I would like to thank our Proshop staff, Range Staff and Groundskeeping crew for a great job this summer as well as our General Manager for the work that was done this season.

We have asked for a lot assistance and patience from our members and volunteers over the last two seasons and the success of the YKGC through the pandemic and upgrades is a direct result of this cooperation and participation.

Lastly, the YKGC Board of Directors worked very hard this year with the improvement projects, as well as the new club 2-person par three scramble fundraising tournament. I would like to thank all board members for their commitment and passion to make the YKGC an amazing place and set us up for years to come.



Shaun Morris

President – Yellowknife Golf Club

2021 Treasurer's Report

The 2021 season saw a significant increase in revenue, to August 31 there was a increase of approximately \$163,000 when compared to August 31, 2020. This was due to an increase in green fees, memberships, sponsorships (including the par 3 club tournament), and clubhouse rent (as the clubhouse was not operational in 2020 due to COVID-19 restrictions).

It is important to note that the internal financial statements are not adjusted for accruals and other items until after the completion of the season. Many year over year fluctuations such (like salaries) are expected to decrease and be more inline with the prior year once the year-end financial statements are prepared. Furthermore, there are additional expenses which we expect to receive invoices for over the coming months which will result increased expenses (specifically the land lease and year-end inventory adjustments).

In 2021 we incurred increased professional fees for an environmental assessment which was required in order to obtain financing on the green replacement as well as a loan application fee for the BDC debt. We have also split out the cost of the tee-on and other subscriptions into a separate account for internal tracking purposes.

The year to date results for the 2021 are stronger than anticipated and will help minimize any financial burden of the green replacement and other capital projects.

I am pleased to inform you that our loan application to BDC for the green replacement and solar array was approved and we are in the process of finalizing the paperwork.

Matthew Bannister

Yellowknife Golf Club Co-operative

Comparative Income Statement

	Actual 01/01/2021 to 08/31/2021	Actual 01/01/2020 to 08/31/2020	Difference
REVENUE			
Sales Revenue			
Total Clubhouse Revenue	65,341.32	80,511.62	-15,170.30
Total Course & Range Revenue	368,805.44	309,996.35	58,809.09
Power Cart Rental Fees	99,691.40	93,195.36	6,496.04
Pro Shop Revenue	143,398.06	126,219.67	17,178.39
Tournament Revenue	54,454.07	23,915.91	30,538.16
Net Sales	<u>731,690.29</u>	<u>633,838.91</u>	97,851.38
Other Revenue			
Grants & Contributions	1,243.50	0.00	1,243.50
Surcharge Revenue	38.55	0.00	38.55
Miscellaneous Revenue	3,074.49	4,406.33	-1,331.84
Sponsorship/Advertising	78,081.51	32,850.00	45,231.51
Clubhouse Rent	19,875.00	0.00	19,875.00
Total Other Revenue	<u>102,313.05</u>	<u>37,256.33</u>	65,056.72
TOTAL REVENUE	<u>834,003.34</u>	<u>671,095.24</u>	162,908.10
EXPENSE			
Total Cost of Goods Sold	<u>187,117.42</u>	<u>179,758.55</u>	7,358.87
Total Payroll Expense	<u>137,008.35</u>	<u>103,254.35</u>	33,754.00
General & Administrative Exp...			
Accounting & Legal	6,622.50	6,105.25	517.25
Advertising & Promotions	10,905.15	14,849.49	-3,944.34
Business Fees & Licenses	200.00	200.00	0.00
Cash Short/Over	-1,603.25	-2,915.98	1,312.73
Courier & Postage	65.38	606.50	-541.12
Credit Card Charges	10,212.35	8,611.88	1,600.47
Dues/Fees/Memberships	12,837.42	9,055.81	3,781.61
Insurance	5,547.00	631.00	4,916.00
Interest & Bank Charges	707.93	1,681.35	-973.42
Interest on Long-term Debt	0.00	1,125.77	-1,125.77
Office Supplies	4,682.88	4,054.40	628.48
Cleaning Supplies	205.18	915.90	-710.72
Land Lease	0.00	10,500.00	-10,500.00
Motor Vehicle Expenses	3,762.95	4,192.39	-429.44
Miscellaneous Expenses	500.00	125.00	375.00
Professional Fees	8,456.00	0.00	8,456.00
Rent	34.80	0.00	34.80
Repair & Maintenance	23,986.35	24,873.43	-887.08
Subscriptions	5,659.95	0.00	5,659.95
Telephone/Fax/Internet/TV	6,005.32	5,633.07	372.25
Travel	6,714.85	4,583.31	2,131.54
Utilities	23,515.16	14,163.47	9,351.69
Total General & Admin. Expe...	<u>129,017.92</u>	<u>108,992.04</u>	20,025.88
TOTAL EXPENSE	<u>453,143.69</u>	<u>392,004.94</u>	61,138.75
NET INCOME	<u>380,859.65</u>	<u>279,090.30</u>	101,769.35

General Manager's Report
2021 Year in Review



Brief Overview:

COVID-19: Although 2021 felt a lot more normal in and around the golf course, COVID-19 still impacted us tremendously. We lost 5 corporate events throughout the season, and supply chains were still very much compromised throughout the golf industry. Not being able to offer our members the standard of club fitting and custom orders was unfortunate. We certainly hope that we can return to complete normalcy by the 2022 season.

Corporate Functions: A massive change from the 2020 season, as we saw countless corporate events take place.

NTPC (June 11)

CIRNAC (June 17)

GNWT Talent/Organizational Development (June 24)

Century 21 (June 25)

Basketball NWT (July 2)

KidSport (July 9)

NWT/NU Construction (July 30)

NWT Chamber of Commerce (Aug 6)

GNWT Environment & Natural Resources (Aug 12)

NWT Law Society (Aug 13)

City of Yellowknife (Aug 28)

As mentioned previously we did have to cancel 5 corporate events this year, but thanks to our clubhouse being open and our ability to obtain exemptions with the CPHO, things went much smoother than in 2020.

Club Tournaments- A calming sense of normalcy most certainly fell on the club tournaments this past year. We not only had very well attended club events, but also decided to add a few new ones to the schedule. The club continues to try and grow women's golf as well as junior golf. Here is a list of our club events for the 2021 season (* indicates a new event).

- Opening Scramble
- Canadian North Midnight Classic
- Couples Tournament *
- YKGC Par-3 Fundraiser Event *
- RBC Scramble
- Ladies Charity Open *
- August Long Weekend
- Drive/Chip/ Putt Junior Event
- Ladies Adlair Charity Event
- Club Championships
- Ladies Tombstone
- Cash Scramble
- Glowball
- Men's Tombstone



A huge thanks to Jenni Bruce, Perry Campbell, Hughie Graham, Winter Bailey and the rest of the board of directors for their assistance with our club events this year. Having a board that truly wants to grow the game is vital for any course.

CPGA Assistant Professional- The successful hire of our (now) Class A Associate Professional prior to the 2020 season continues to pay dividends. Not only did Kylie Frederick return for the 2021 season, but has been offered another 2-year contract moving forward. She has been a massive help within our junior golf program and we have seen a jump in junior girls playing the game. The largest impact she may have had has been in growing the game with women at our club. Along with the ladies night committee, Wednesdays (ladies night) and Mondays (ladies group lessons) have been a massive success.

League Nights – After the club was unable to find someone to spearhead Men’s Night in 2020, Conan Donahue stepped up to take on the role in 2021. As a former golf professional himself, he was able to run the league very effectively. The ladies night committee continue to run their league night with passion and effectiveness. The league continues to grow and are incredibly welcoming to both experienced and new players to the game. A massive thank you to Renee Jones, Leslie Goit, Lesley Bromley and Joan Hiron.

The 2021 Numbers:

Membership & Rounds Played

<u>Membership Type</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>+/-</u>
Adult	228	199	220	+29
Family	3	2		+1
Junior	16	10	5	+6
Senior	107	62	78	+45
Student	2	2	11	0
TOTAL	356	276	314	+80

Revenue:
\$197,626.50

<u>Rounds Played</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>+/-</u>
Member	8,185	9,193		
Public	2,898	2,502		
Junior	170	142		
Gamepacks	169	216		
Total	11,422	12,053	7,835	-631

Revenue:
\$116,142.75

* Rounds played do not include tournament play (as of Sep. 14)



Golf continued to grow across the world, and the Yellowknife Golf Club was no exception. In 2020, memberships were down with so much uncertainty but rounds played skyrocketed. It seemed the buzz created carried over in memberships in 2021. This could very well be the largest jump in memberships from year to year in club history.

Proshop

Our 2nd year operating our new point of sale system. “Tee-On” has been fantastic to work with both from a program stand-point and customer service. It has allowed us to move away from the paper “lucky bucks” and towards member accounts. This allows members to be able to charge to their account and also have dollars loaded to their accounts as prizes from league nights. We also have the ability to load gift certificates directly to an account.

Product was once again slow arriving to the proshop this year due to COVID and our suppliers having to shut down their warehouses and distribution centers. Once the product did arrive, we had a very profitable year on hard goods. Selling out the majority of our product, leaving us in a better situation for new product next year. **We had product sales of \$160,849 in the proshop this year (to date).** This is an increase of \$31,864 from an impressive 2020 season. A testament to our hard working proshop staff as well as quality “buy local” members and guests.

Lastly a big thanks to my proshop staff. Kylie Frederick, Colleen Pura, Chad Hinchey, Hayley Tait, Annriza Enerio, Felix Flammand & Darin Woodbury for their hard work in the proshop this past year. A General Manager is only as good as the staff he has working alongside him.

Grounds & Maintenance

The Grounds & Maintenance report will speak in more description some of the projects we had on the go for this year. Here’s a quick recap:

- New roll of tee box turf purchased with upgrades to boxes that required it
- Total rebuild of a tee box
- Account created at Solid Waste Facility allowing us to drop off brush whenever required
- Off-season brush clearing on hole #12 to open up a beautiful section of the lake
- Refinement of existing G&M staff schedule
- Additional staff hired (giving us 3 full-time) as per direction from board of directors
- Fence painted on #13 and brush clear-out of fence line #9

Another big thank you to our head of grounds & maintenance Jeremy Grayston and to newcomers Dawson Pittman & Jack Willoughby for a fantastic year on the grounds. They did a great job keeping the greens playable for yet another season. With so much rain this year, it was difficult to keep the greens and teeing grounds free of foreign sand. Jeremy takes pride in having his crew keep the course looking it’s best. A golfer himself, he wants the very best for our members. Thank you to our Director of Grounds & Maintenance Damien Healy for his assistance this season.



Driving Range

One of the major additions to the golf course this year happened on the driving range. A new Kubota was purchased from Ron's Auto in the off-season. We decided on a larger unit that would be built for sandier farm-like conditions. The previous model was a recreational unit. We also encased the Kubota in a lighter aluminum shield as opposed to steel. The addition of a brand-new unit gave the staff a reliable means of providing longer hours without any interruptions. We did have a small hiccup with the picker attachment, however that was rectified with a small weld. We sold 59 range passes this year and saw an increase in revenue of just over \$6,000 from 2020. **Revenue (to date): \$39,530**

A big thanks to our driving range staff. We had 6 staff on the driving range this year, 2 of whom were returning from 2020. The driving range closes for the season September 19th and Northland Utilities will be coming the following week to pull in the nets.

This was the final year of my 2-year contract. As someone who grew up in and around the course, it was truly a dream come true to be the Head Professional/ General Manager. This was my 21st consecutive year employed by this golf club. I am a born and raised Yellowknifer and I wouldn't have it any other way. My time as GM has come with challenges and has required both professional and personal growth. Some bridges have been burned and some new bridges have been erected in their place. Some friendships have been lost, and some new ones have been built. Unfortunately, you can't please everyone in this role. Some people still see me as the 14-year-old kid that could barely see above the counter, and although walking down memory lane is always fun, I am the 34-year-old you see in front of you (and I can certainly see over the counter now).

This role has also come with a huge amount of pride and joy as I'm still excited to offer our members and guests the best possible experience. Nobody wants to make the Yellowknife Golf Club succeed and prosper more than me. This club and golf have given me so much and I only hope to make the members proud of our club. Our volunteer board members have been fantastic to work with and have the best interest of the club members at heart with the various projects we've put together these past two years. Many of them have helped me in my role tremendously and I can't thank them enough.

I love this club, I love its members and I love our community. I hope to see you all next spring with new greens, a loaded proshop and a staff ready to give you all the best experience possible.

Cole Marshall
General Manager
Head Golf Professional
Yellowknife Golf Club

Yellowknife Golf Club

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Grounds and Maintenance - 2021 AGM Report

September 19th, 2021

The grounds and maintenance team had a busy summer with several minor projects completed within the allocated \$30,000 budget.

Minor projects included:

Tee box replacement #2 forward tee. This tee box was overdue for replacement and was fixed based on feedback from membership.

New tee box mats on #14, #5, #13 and forward tee on #6.

The grounds team in partnership with the volunteer committee complete another successful garbage clean-up event. With garbage bins on all holes the course is much cleaner than years past. Thanks to members who continuously pick up garbage and cans when needed.

Driving range boxes – some old boxes were removed and replaced with new boxes.

Private member area clean-up – Working with Precision recycling on old storage tanks in the private members area. Would like to recycle these tanks in an environmentally friendly method.

Brush removal – the ground team has improved brush removal over the summer by hauling loads in trailers to the Yellowknife Solid Waste Facility. This process is cheaper then burning and doesn't require permits from the fire marshal.

This summer the grounds team also implemented a daily log for tasks completed. Members interested in this log can contact the General Manager at any time to view.

With the green replacement project starting this month, the grounds committee looks forward to working with the new material and maintaining properly for years to come.

Thanks to all the members who provided feedback throughout the season. By bringing concerns forward, we are able to keep our course clean and safe for all players to enjoy.

Damien Healy

Volunteer Grounds and Maintenance Director

Yellowknife Golf Club

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Course Development and Infrastructure Committee Report

As the end of the 2021 golf season draws near there are some large projects at the golf course in progress:

-Green Resurfacing Project. The plan is to complete all 18 holes this fall, so hopefully the weather cooperates to get this done. The grass fringe on the remaining holes will be carried out at the start of next season. Our intent is to repair a few troubled areas on grass fringes at the same time.

-Solar Power Installation. We have had great discussion with the Solar provider and are planning to start the install next year before the season starts but this depends on weather. We will start with the clubhouse roof and plan expansion after monitoring results on solar power generation.

-New Metal Roofing on Clubhouse. The roof project is completed but the project did have a few difficulties that we had to overcome. As with everything else now days there were some challenges procuring the proper materials, but the contractor was able to get materials sorted in the end. I think it looks great and thanks to NWT Pineworks for getting this completed.

-Garbage Can Painting. While the new garbage cans getting painted never happened, this is not for lack of trying. We tried 3 different paint sprayers and none of which seemed to function. We also did consult a professional company in town and the quote we received did not seem feasible at the present time. This project has been postponed until next year, even if they must be done the old-fashioned way. There are a few locations that we need to adjust but I think the garbage cans have been beneficial to keeping garbage off the course. Please ensure that your recyclables get tossed into a bin and not left at tee boxes or other areas.

-Addition of Tee Boxes. In an effort to add more variety and increase safety at our golf course, we have had on course meetings to discuss adding tee boxes, not moving existing tee boxes. This will add tee boxes closer to some holes and add few longer ones as well. The tentative plan would be to provide two “combo sets” of tees to go along with our current sets. This project will be carried out prior to having our course re-measured, so it can be accurately represented on the score cards and for different slope and ratings.

We are always open to and looking for suggestions on ways we can better and improve our course, please don't hesitate to reach out with any questions or concerns.

Thanks for a great 2021 season, hopefully see everyone in 2022!

Jeff Oldfield

Volunteer Chair of Course Management and Infrastructure

No Membership and Clubhouse committee report provided

No Rules and Handicap committee report provided

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Tournament & Volunteers Committee Report

Another great season of golf has come to an end at the Yellowknife Golf Course and I would like to take the time to thank our club pros and staff for making this happen. The last two years holding the position of the Tournament and Volunteer chair for the Yellowknife Golf Course has been somewhat challenging. With all the CONVID 19 restrictions let's just say we had to be very creative in order to keep the course open and our yearly tournaments running.

With regards to tournaments, we were able to run all yearly scheduled tournaments and the turn out was amazing considering the circumstances. The Midnight Golf Classic, RBC Challenge, August 54 holes, 2-Person Scramble, Club Championship Tournaments were a huge success and I want to thank everyone who was involved with making this happen. I like to mention the **2-person Scramble** that the committee decided to run this year. The Committee felt that the Yellowknife Golf Course should have one tournament a year where all fundraising from the tournament would go directly into the Yellowknife Golf Course. It was a huge hit and we had over 100 golfers and raised nearly \$20,000.

The Ladies and Men's night golf ran the entire year with huge turnouts and I want to thank all the members for giving up their time weekly to make this happen.

As your Volunteer Chair I want to take the time to thank everyone who gave up their time this year to help with running tournaments, course improvements, cleaning up garbage around the course etc... Volunteers are a huge part of any golf course and without the help of our members none of these wonderful events we enjoy would happen. As our season is coming to an end the Yellowknife Golf Course has taken on one of the biggest projects that has happened to this course in many years, **Green Resurfacing Project** which is taking place between the dates of (Sept 13th until first week of October). The General Manager has created two volunteer worksheets which are at the Proshop and we are really calling on members to come forward and help with this huge project. I really believe this isn't an **option**, it's a **must** if the work is going to get completed before snowfall.

As your Tournament and Volunteer chair we as a committee are always open to new ideas from our members on Tournaments or how to get more members involved with volunteering. I believe if we all get involved it just makes for a better golf course and a more enjoyable time.

Thanks for the last two years and good luck to the new committee members

Perry Campbell

2021 Midnight Golf Tournament Committee Report for Annual General Meeting

September 10, 2021

The Yellowknife Golf Club Cooperative held the 73rd annual Canadian North Midnight Golf Classic on June 18 & 19, 2021.

Congratulations to our Midnight Classic golf Champions!

Women's Champion	Jacie MacDonald
Men's Champion	Ron Lafond

For 2021, the committee was intent on bringing back a midnight golf event that was more in line with previous tournaments. Canadian North returned as title sponsor, and we had a contribution to meals through Aurora Ford and Aurora Dodge.

By the numbers, 103 Members and 47 Non-Members played 212 rounds of golf on the Longest Day of the Year. The midnight 9-hole scramble round had less participation than normal as Canadian North was unable to bring their usual contingent due to the travel restrictions in NWT.

During the golf, burgers were sponsored in part by Aurora Ford and Aurora Dodge and served by the 19th Hole Clubhouse (Stake). At the awards ceremony, chicken and pulled pork tacos were also sponsored in part by Aurora Ford and Aurora Doge and served by the Clubhouse. From the comments received by the committee members, the food was a big hit. Thank you to Jen, Steve and Rob for your thoughts and delivery of a great food service.

Canadian North once again came through with system wide flight passes for our Midnight Classic champions. Yellowknife to Edmonton return flights were given out to participants of the tournament through random draws and winners were required to be present at the awards ceremony. Canadian North also donated 2 system wide passes that were used in a silent auction to raise money for the Junior Golf Program. This money will go directly to the Drive, Chip and Putt competition for junior golfers that will occur August 7, 2021. Other prizes were sourced from the Pro Shop at the Yellowknife Golf Club. Over \$4,500 retail was given out as prizes and the Championship round on Saturday also had three-hole prizes for closest to the pin.

As part of their title sponsorship, Canadian North provided some great swag in the form of hats, water bottles, chap stick, and tote bags. The Midnight Committee also had sourced custom head covers that were made by retired ladies in Calgary and given to all participants.

Summary of the numbers for the 2021 Canadian North Midnight Classic

6PM 18 Hole Scramble 105 Players

11:59PM 9 Hole Scramble 46 Players

10 AM 18 Hole Championship 61 Players

This saw a net profit of \$542.39. The Committee felt that lower entry fees were warranted again this year and was able to offset most food costs by Aurora Ford and Aurora Dodge's sponsorship.

Special thanks to our registration volunteers as well as Cole, Kylie and Proshop staff for pulling off the 73rd Annual Canadian North Midnight Golf Classic.

It is great to continue the long tradition of Midnight Golf in Yellowknife. I'm especially thankful to Canadian North, Aurora Ford and Aurora Dodge for sponsoring the event.

Sincerely,



Hughie Graham

Chair, Midnight Golf Tournament Committee



YELLOWKNIFE G.C.
EST. 1948

2021 Sales & Marketing Committee Report for Annual General Meeting

2021 season was a continuation of building on the success we had in 2020 in terms of creating new revenue streams for the Yellowknife Golf Course. During another Covid-19 year these funds has helped put us in a position to plan for current and future projects and solidify a more comfortable place financially. The largest generator of funds remains our new hole sponsorships brought in last year. This year we had all 18 Holes sponsored by cash or in-kind trade. As well, with most of the advertisers returning, we only had to create 5 new hole signs, with the bulk of the investment coming last year. The hole signage sponsorships provided \$34,000 in additional revenue, with hole number 18 continuing to be an in-kind trade to Nahanni Construction for the pond they installed on that hole. We also were successful in making sure all signage was installed this season including the front tee box signs.

We added 2 extra 4x8 signs to the hole 14 side of the clubhouse and successfully sold them to 2 local businesses who are a big part of our golf course every year. These highly visible signs definitely received a lot more attention this year with the reopening of the club house for tournaments and events. These 6 signs generated the course \$6000 in additional revenue for 2021 season.

The range advertising added this year, displayed Ron's Auto and will be something to build on for next year. This advertising for 2021 provided us with a reduction in the Kubota cost we purchased at the beginning of the year. We will continue to try and find new way to create revenue for the course going forward and I'm always open to discuss ideas and suggestions from the membership.



Dwayne Simmons
Chair for Sales & Marketing Committee

No Advancement of Ladies & Junior Golf committee report provided