

**GNL
BOARD MEETING
Minutes
January 25th, 2014**

In Attendance

Marcheta Gallant – President – Via Conference Call
Steve Wedgwood - Vice-President
Adam Stanley – Secretary
Jim Sloan – Rules Director
Sandra Sparrow – Course Rating/Handicap Director
Paul Kelly – Market Director
Jamie Moran – Junior Director
Jan Peters – Competitions Director
Marc Altese - Superintendant’s Director
Greg Hillier - Executive Director

Absent Mike Browne – Membership Director

Call to Order

The meeting was called to order by President, Marcheta Gallant at 3:16 P.M.

Agenda

It was moved by Adam Stanley and seconded by Steve Wedgwood to adopt the agenda as presented.

Carried

Minutes

It was moved by Steve Wedgwood and seconded by Jamie Moran to adopt the minutes of the December 10th, 2013 GNL Board Meeting as presented.

Carried

Business Arising From the Minutes

a) 2013 – 2014 Budget

The Board discussed in detail the budget for the next fiscal year and highlighted the revisions as noted in the attached budget dated January 31st, 2014 (attached).

It was moved by Sandra Sparrow and seconded by Paul Kelly to adopt the attached budget as per the revisions identified at the Planning Session

Carried

b) Sport NL Nominations

The Executive Director reported that GNL has submitted nominations in three (3) categories for the annual Sport NL Awards Program. The nominations include Blair Bursey – Male Athlete of the Year, Janet Mills – Female Athlete of the year and Marcheta Gallant – Executive of the Year.

c) Treasurer's Position

The Board discussed the requirement to fill this position. It was noted that two (2) individuals were identified and approached, however neither individual has expressed an interest. The Secretary noted that he might have an individual that might be interested and requested the Executive Director to forward a list of duties and responsibilities of the position for reference when contacting this individual. In the meantime, the President stated that if any member of the board can identify an individual to pass the name on to the Executive Director who can then make contact.

d) Charitable Status

The Executive Director reported that he has been working with the Golf Canada Foundation (GCF) to secure charitable status for GNL to allow the organization to issue receipts to individuals and businesses that provide a contribution. The process has been completed and GNL is presently working with GCF to develop an agreement that outlines the program in detail. It was noted that as part of the agreement GNL will provide GCF with a 10% contribution of any funds raised and receipts issued. GNL can begin soliciting contributions effective January 1st, 2014.

e) Board Meeting Schedule

The Board reviewed and discussed the proposed schedule for 2014 and it was agreed to reschedule the meetings to 6:00 p.m. with no meals with the February meeting scheduled for Wednesday February 26th beginning at 6:00 P.M. at Bally Haly Country Club. In regards to the President attending meetings face-to-face in the spring, it was agreed to determine the most advantageous time if required.

f) Signing Officers

The President reported that all of the required paperwork has been completed by the Bank of Montreal and each signing officer as approved by the Board has signed the documentation. Once the documents have been filed each, the new officers will be eligible to sign. This process should take another ten business days.

Correspondence

The Executive Director reviewed in detail a number of pieces of correspondence that was received over the course of the last month, including a letter from Service Canada acknowledging the applications for the summer students (3) program, a notice from Golf Canada regarding the Nominations for 2014 and a job posting from Golf Canada for two (20 vacant positions).

The Board discussed each piece of correspondence and held a lengthy discussion regarding the nomination process for the Governors' positions. There were concerns raised with the process of nominating, appointing and notifying candidates. Therefore it was agreed that the Vice-President would meet with the Executive Director to gather various information and develop a letter outlining GNL's concerns with the nomination process.

Committee Reports

a) Treasurer

The Executive Director reported that GNL has received the HST rebate and a number of outstanding accounts. There are presently five (5) outstanding membership dues accounts from 2013 and it is anticipated that four (4) of these accounts will be addressed. The organization has a bank balance of approximately \$14,000.00 with all of its accounts up to date with the exception of dues to Golf Canada for 2013 and the credit card balance.

Presently GNL has received membership dues from nine (9) courses and has contacted the courses to request the processing of their membership fees and address any outstanding accounts from 2013.

b). Committee Reports

The President acknowledged each Director and asked if there was any additional information, comments and /or issues to address. Each member stated that their activities were noted during the planning session and the notes from the session are attached and will form part of the minutes.

c) President's Report/Provincial Council

The President noted that she will be attending the Annual Meetings of Golf Canada from February 6th to 9th in London Ontario. As part of the Annual Meetings, she will be attending a meeting of the Provincial Council and will provide a report on the proceedings at the next board meeting.

d) Executive Director

The Executive Director reported that he attended a planning session at Golf Canada regarding the National Player Development Program. The minutes of

those meetings are attached and if any member of the board has questions, concerns or clarification, do not hesitate to contact the office at anytime.

New Business

a. Presentation to MP Ryan Cleary RE: Tax Amendment (golfing)

On Friday January 24th, the Vice-President, Steve Wedgwood, Marketing Director Paul Kelly and Executive Director held a meeting with MP Ryan Cleary. The purpose of the meeting was to outline the importance of amending the Tax Act to allow for golf as a legal entertainment/business expense similar to other activities. The MP was provided with a host of information and throughout the 30 minute meeting there was positive dialogue.

The MP confirmed that he would support the amendment, would be writing a letter to the Minister of Finance and request to speak on the amendment once it reached the floor of the House of Commons. Overall, it was a very positive meeting and it is anticipated that GNL will arrange a meeting with a member of the Liberal Party in the coming month.

b. GNL Sponsorship Program

The Executive Director reported that the organization has secured a number of corporate sponsors including The British Group, Collingwood Spirits & Wines, Provincial Airlines and Super 8 St. John's and is presently trying to arrange a meeting with Molson.

The Executive Director outlined the contributions and benefits of each sponsorship and noted that an agreement will be in place for each sponsor. Presently the Competitions Committee is investigating sponsorship opportunities and discussions are ongoing related to sponsorship for the Junior Development Program.

c. Membership Pilot Program

The Executive Director reported that he held a meeting with a representative of the golf course interested in the implementation of the Membership Fee Pilot Project. During the meeting a number of issues and concerns were discussed however, it would appear that the course is in favor of implementing the pilot, maintaining stats throughout the season and providing a report and presentation at the annual meeting. One of the major issues is the exact amount of the levy fee and this is presently being reviewed.

Review Action Items

The list of action items was reviewed by the President noting that items were being addressed in a timely manner.

Next Meeting

The next meeting of the Board will be held on Wednesday February 26th 2014 beginning at 6:00 P.M. in the conference room at Bally Haly Country Club.

Adjournment

The meeting adjourned at 4:11 P.M. on a motion by Marcheta Gallant

Action Items Board

1. Minutes/Priorities from Board Meeting
2. Revise Budget
3. Treasurer's position duties to Secretary
4. Obtain Charitable Agreement from GCF
5. Contact Bally Haly to adjust board meeting schedule
6. provide Vic-President with information RE: Governors Nomination
7. Arrange meeting to review nominations process
8. Plan Hall of Fame Executive Meeting for February
9. Bally Haly space for Provincial Hall of Fame
10. Plan Membership Committee meeting for February
11. Contact Trevor at Golf Town for Meeting
12. Purchase Capital Equipment
13. Contact Club RE: Membership Pilot Project
14. Secure Sponsorships
15. School Sport Application
16. LTAD Plan
17. Complete Employee T4
18. Junior Sponsorship
19. FAM Tour Request RE: Toronto Golf & Travel Show
20. ScoreGolf Proposal to Tourism/Members/DMOs
21. Vehicle GIS
22. Launch Monitor Presentation from Ted Stonehouse
23. Outstanding Accounts
24. Membership Dues 2014
25. Golf Guide Development
26. GNL Long Term Player Development Guidelines
27. Implement AGO Project
28. Meeting Greg winters late February
29. Team Lists on Website
30. Atlantic Championships Meeting
31. Meeting CN Future Links RE: Atlantics @ HVR
32. Meeting Golf Canada Foundation RE: Agreement
33. Meeting Tournament Chair RE: 2020 Championship
34. Idea Factory – Brand Standards