

Antigonish Golf & Country Club

2020 Membership Report

I joined The Antigonish Golf & Country Club Board of Directors in June of 2020 to fill a vacant position. The Club experienced increases in golfer registration in some areas and decreases in other area over the past season. In 2019 we had 474 golfer registrations which grew to 570 in 2020. The COVID-19 Pandemic which resulted in several regulations imposed by The Nova Scotia Health Authority is the cause of many of the changes we experienced this past year. Highlights from the past season include:

- 18 new junior members and 41 new intermediate members.
- 26 New Intro Singles and 2 Intro Couple were added.
Each year, we need to analyse the ratio of return of Intro members to see if it is an effective program and poll those that do not return the next season.
- Out of Town memberships increased by 12 year over year.
- There was a decrease in single/couple memberships in 2020 of 15.
- 2 Additional ladies 9-Hole memberships were added in 2020.
- A new STFX Fall Play package was introduced for university students returning to Antigonish. 80 of these were sold; which is encouraging and could lead to more intermediate members in the future.

2020 Membership Summary

Category	2018	2019	2020	Change
Single Membership	184	193	180	-13
Couple Membership <i>(2 Registrations Per Membership)</i>	36	38	36	-2
Intermediate 1	9	20	36	16
Intermediate 2	9	15	29	14
Intermediate 3	12	16	27	11
Junior 1	14	18	27	9
Junior 2	33	38	47	9
Out of Town Single	21	23	32	9
Out of Town Couple <i>(2 Registrations Per Membership)</i>	7	5	8	3
Intro Single	32	20	26	6
Intro Couple <i>(2 Registrations Per Membership)</i>	2	1	2	1
Ladies 9 Hole Membership	12	5	7	2
Abercrombie Reciprocal	31	22	12	-10
Fall Playing Package	15	16	2	-14
STFX Fall Package	N/A	N/A	80	80
Total Registrations	462	474	597	

** Couple memberships count as two registrations*

It is proposed that the cost of all playing memberships should be increased by 3%. The calculations of the increase of each membership package is included below along with the proposed revenue increase for the club. This increase is justified considering the financial state of the club. Cart membership fees will remain the same for the 2021 season. Great work has done over the last number of years to get the debt under control.

2020 Membership Rates

Membership Categories	Price	HST	TOTAL
Single Membership	\$ 1,054.17	\$ 158.13	\$ 1,212.30
Couples Membership	\$ 1,691.86	\$ 253.78	\$ 1,945.64
Intermediate 1 (19-22 Years Old)	\$ 571.70	\$ 85.76	\$ 657.46
Intermediate 2 (23-24 Years Old)	\$ 666.04	\$ 99.91	\$ 765.95
Intermediate 3 (25-30 Years Old)	\$ 834.85	\$ 125.23	\$ 960.08
Junior 1 (Parent Member)	\$ 215.72	\$ 32.36	\$ 248.08
Junior 2 (Parent Non-Member)	\$ 262.11	\$ 39.32	\$ 301.43
Out of Town Single	\$ 932.63	\$ 139.89	\$ 1,072.52
Out of Town Couples	\$ 1,512.45	\$ 226.87	\$ 1,739.32
Single Introduction	\$ 1,014.57	\$ 152.19	\$ 1,166.76
Couples Introduction	\$ 1,594.06	\$ 239.11	\$ 1,833.17
Ladies 9-Hole Introduction	\$ 500.00	\$ 75.00	\$ 575.00

2021 Proposed Membership Rates

Membership Categories	3% Increase	2021 Rate	HST	Total
Single Membership	\$ 31.63	\$ 1,085.80	\$ 162.87	\$ 1,248.66
Couples Membership	\$ 50.76	\$ 1,742.62	\$ 261.39	\$ 2,004.01
Intermediate 1 (19-22 Years Old)	\$ 17.15	\$ 588.85	\$ 88.33	\$ 677.18
Intermediate 2 (23-24 Years Old)	\$ 19.98	\$ 686.02	\$ 102.90	\$ 788.92
Intermediate 3 (25-30 Years Old)	\$ 25.05	\$ 859.90	\$ 128.98	\$ 988.88
Junior 1 (Parent Member)	\$ 6.47	\$ 222.19	\$ 33.33	\$ 255.52
Junior 2 (Parent Non-Member)	\$ 7.86	\$ 269.97	\$ 40.50	\$ 310.47
Out of Town Single	\$ 27.98	\$ 960.61	\$ 144.09	\$ 1,104.70
Out of Town Couples	\$ 45.37	\$ 1,557.82	\$ 233.67	\$ 1,791.50
Single Introduction	\$ 30.44	\$ 1,045.01	\$ 156.75	\$ 1,201.76
Couples Introduction	\$ 47.82	\$ 1,641.88	\$ 246.28	\$ 1,888.16
Ladies 9-Hole Introduction	\$ 15.00	\$ 515.00	\$ 77.25	\$ 592.25

Thanks to Brian Affleck, Kim Bobko, Mike MacLellan and their staff on a successful season at The Antigonish Golf & Country Club.

David MacDonald
Membership Chair