



2025 Members Annual General Meeting

March 23rd , 2025

2024 Golf Course Objectives

- **Effective Expense Management / Cash Flow Management**
 - Use Strong Cash Position to Maximize Discounts
 - \$5K in discounts realized
 - Improve Cash Controls
 - Reduced End of Season Inventory to \$40K
 - Additional \$10K reduction YoY
 - Improved Management of Hourly Staff to Reduce Variable Expense



2024 Golf Course Objectives

- **Continue Increasing Membership Revenue / Rolling Annual Members into Deposit Holders**
 - Annual Members must become Deposit Holders after 3 years
 - The Bylaw Changes are having the desired positive effect allowing our annual members to become deposit holders – Strengthening the Base
 - 8 Additional Deposit Holders Converted
 - Continue attracting Annual Members by providing great golf at an affordable rate – We’re seeing a declining rate in Memberships, so we need to work on continuing to grow.
 - 61 Annual Memberships Sold in 2024



2024 Golf Course Objectives

- **Clubhouse Operations**

- Operate the clubhouse to achieve \$100K profit
- Rotating Menu Strategy Implemented in 2024
- Facility Repairs
 - Deck/Roof Repairs
 - Kitchen Equipment Replacements
 - HVAC Repairs
- Provide the best quality product / service
- Events!
 - Lots of League Events / Tourney Events / Winter Events
 - All Member Tourneys had waitlists in 2024
- Improve Winter Operations
 - Managed to Break-Even in Winter of 2024



2024 Golf Course Objectives

- **Stabilize Revenue Generation**

- Green Fee Revenue was \$524K in 2024
- Focus on growing Sponsorship through Digital Marketing / further development of Conventional Marketing Plan
 - 15% Growth in Advertising / Sponsorship
- Continue to Improve the Grounds and Facilities of the course to provide Members & Guests with Exceptional Value
- Value.....Great Experiences



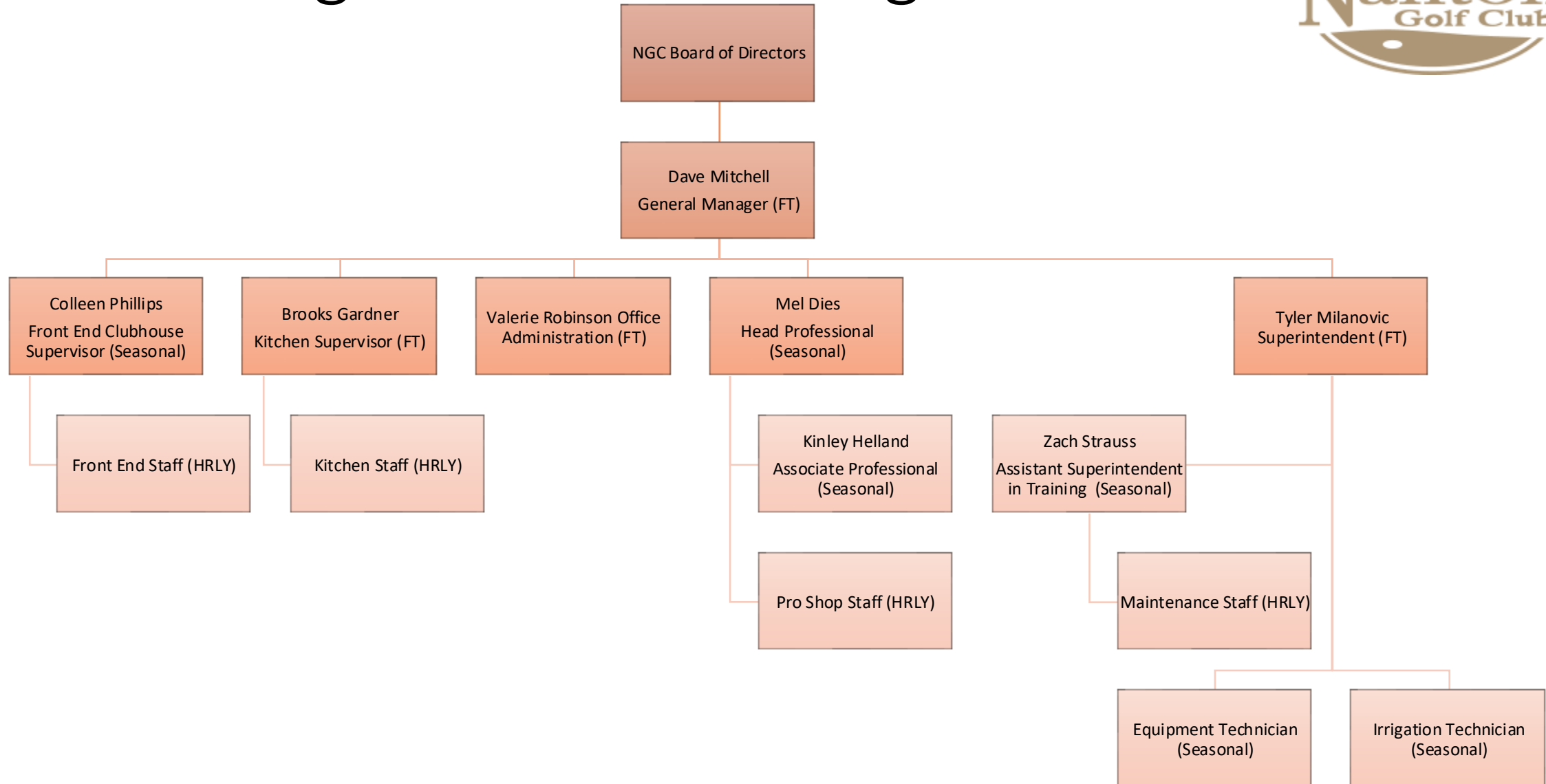
2024 Golf Course Objectives

- **Improvement Projects (Invest in Our Product)**
 - Clubhouse Area Improvements
 - Cart Path Around #2 Green Connecting to #3 Tee Box
 - Tree Maintenance Program
 - Repair Scatter Areas – In Progress
 - 3-hole Sand / Tree Installation
 - Irrigation Mainline Upgrade (90%)
 - Range Perimeter Fence Repair
 - Tournament Building
 - Family Area at 3-Hole Course





2025 Organizational Changes





2025 Organizational Changes

Welcome - Tyler Milanovic – Superintendent

Tyler began his career at Jasper Park Lodge, where he quickly advanced to the role of Irrigation/Spray Technician in his second year. By his third season, he had the opportunity to design and install a members' practice area, incorporating an irrigation system, bunkers, and a green.

Tyler then transitioned to Pinebrook Golf and Country Club as an Assistant Superintendent, where he played a key role in executing Gary Browning's master plan. The team successfully rebuilt all 18 green complexes and constructed new holes to elevate the club's standards.

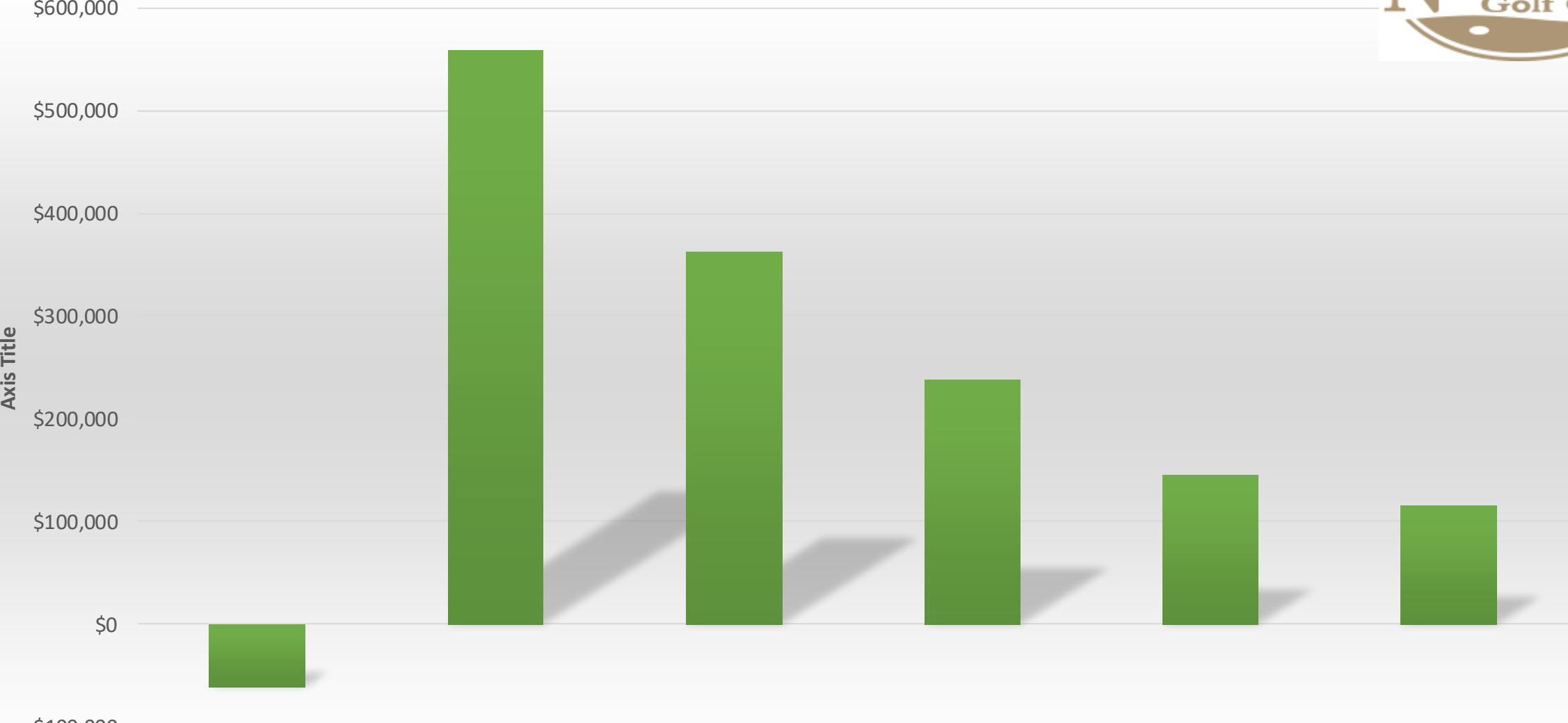
For the past three seasons, Tyler has served as the Superintendent at Crowsnest Pass, once again collaborating with Gary Browning. During his tenure, he completed a new alternate hole and oversaw the reconstruction of two green complexes along with their fairways.

Outside of work, Tyler is an avid outdoor enthusiast who enjoys hiking, biking, camping, fishing, and, of course, golf.

NGC Profit & Loss Trend



Profit & Loss



■ Profit

2019

2020

2021

2022

2023

2024

-\$61,566

\$559,252

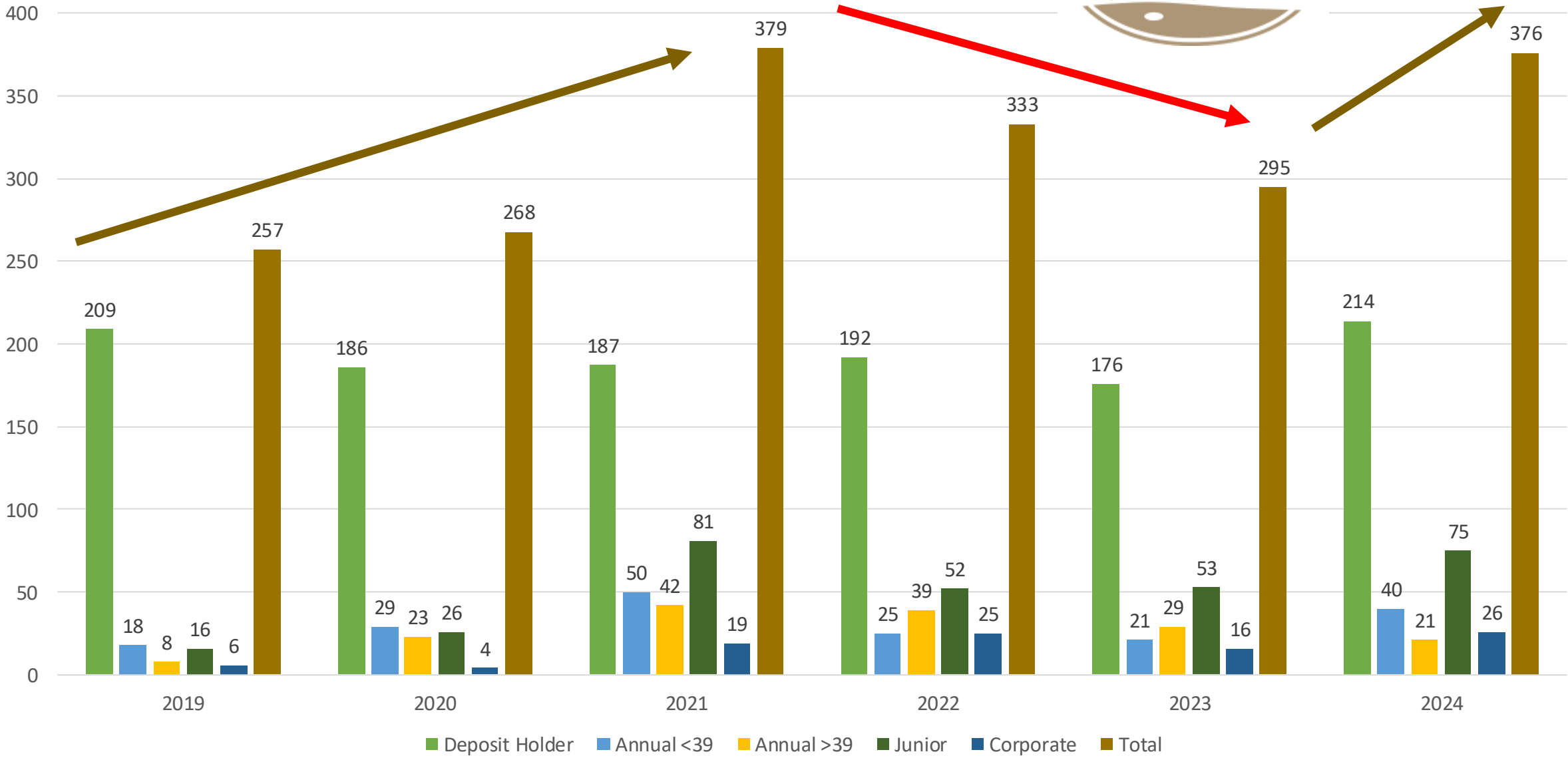
\$362,058

\$237,367

\$145,108

\$115,257

NGC Membership Trend

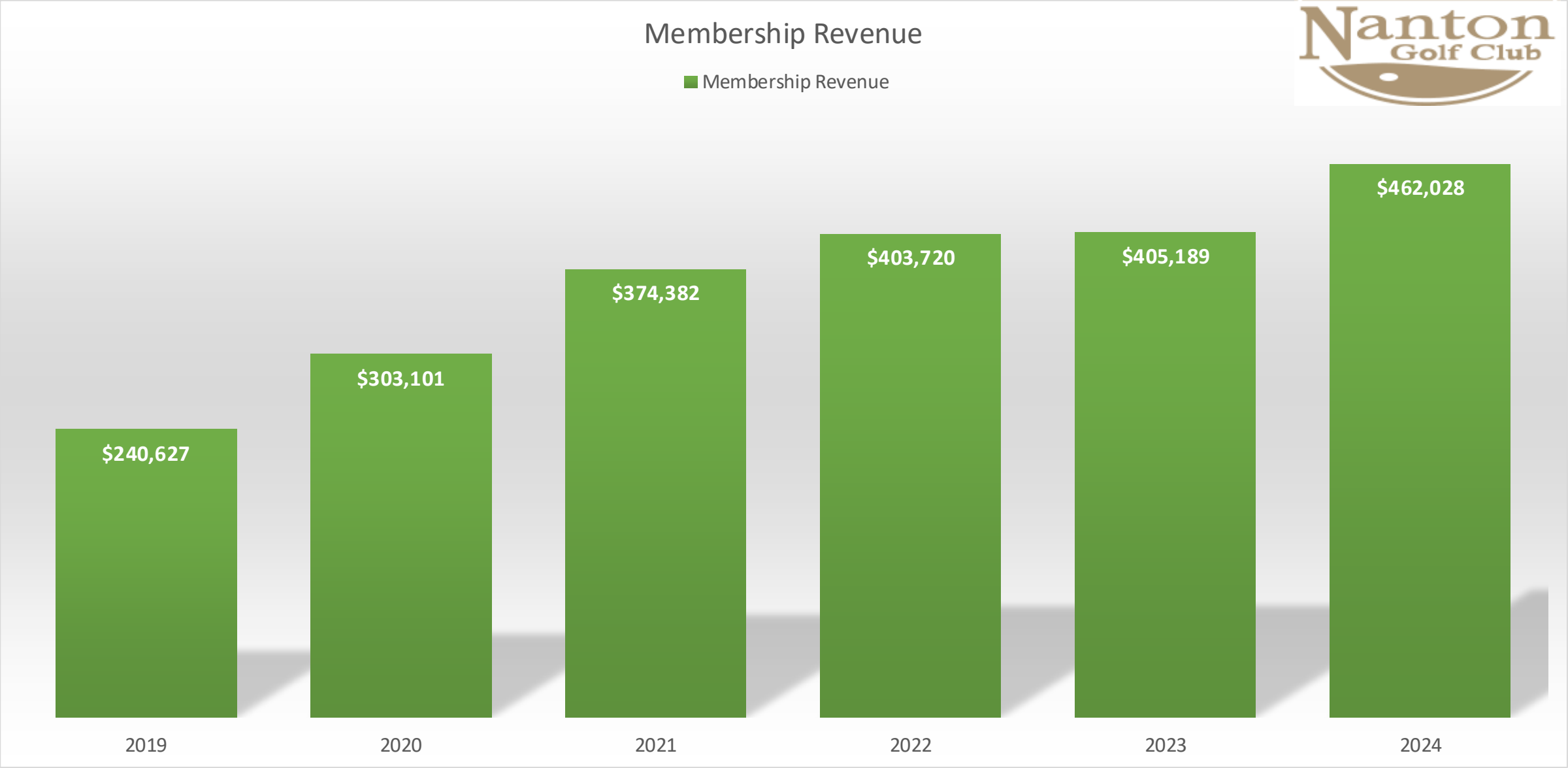


NGC Membership Financial Trend



Membership Revenue

■ Membership Revenue



2025 Golf Course Objectives

- **Course Maintenance Improvements**
- **Continue Building Strong Junior Program**
 - **Camps / Clinics**
 - **Tournaments**
 - **Maximize Use of 3-Hole Facility**
- **Corporate Tournament Draws**
- **Develop Next Phase for Building Replacements**



2025 Golf Course Objectives

- **Course Improvement Plan**
- **Grounds Improvements**
 - **Tee Box Improvements**
 - **Fringe Repairs**
 - **Bunker Repairs**
 - **Finish Irrigation Mainline Upgrade (Front 9)**
 - **Cart Path Upgrades**
 - **3-Hole Signage**
 - **Pro Shop Area Improvements**
 - **Tree Maintenance / Replacement Program**



Long Range Plan



Finances

Continue to maintain a strong Cash Position by budgeting re-investment into the club strategically



Feedback

Utilize membership feedback to guide strategic investment decisions



Enhancement

A hole by hole improvement plan has been generated and prioritized.



Election Results

- Thanks to everyone that put their names forward!



How Can I Help?

- **Promote the Club!**
- **Join a Committee!**
- **Become a Board Member!**
- **Volunteer Opportunities!**





Policy Updates

- Driving Range – Members will be limited to 1 Bucket of Balls per day
- HDCP Flags – Policy is being updated to encourage appropriate use
- Carts – Maximum of 2 carts per foursome

Thank You!

