

MISGA Board Meeting

Dec 13, 2018

Chartwell Country Club

Severna Park, MD

There were enough members present to establish a quorum and Greg Morris call the meeting to order at 09:59 am on Dec 13th, 2018.

Members present were as follows:

Greg Morris, Malcom Peterson, Gary Manion, Chris Pariseau, Jeff Hild, Wayne Rowland, Chuck Woods, Jim Wilcox, Jim Ewalt, Pete Sorge, Lloyd Stimson. Carl Lazar, Bob Hodges, Tom Tarpley, Jake Jacobi, CJ Meyers, Gary Kramer, Errol Myers and Tom Taylor.

Before the Board began with the agenda, Greg asked Justin Meyers, representative from GOLF GENIUS to deliver his presentation to the group and then entertain questions from the group about Golf Genius software product. Justin Meyers gave a very though presentation of what Golf Genius could do for the MISGA organization. After his presentation there were many questions which Justin Myers answered. There was plenty of lively discussion and debate among the Board members. The initial quote for the use of Golf Genius by the MISGA organization is \$3,100.00 for the software with a \$300.00 onetime setup for the organization.

After about an hour of questions and lively discussion by the board, Greg thanked Justin for his presentation and answers to the many questions.

President's Report – Greg Morris

Greg asked all members present to introduce themselves and the position they are filling on the Board. After all the introductions, Greg thanked the entire board for their support during his last year as president of the MISGA organization. He mentioned that there has been change on the board over the past four years and added that Gary Manion has agreed to be the new Treasurer of the organization, He is well qualified, and he thanked Gary for stepping up to the task. Greg mentioned that Malcom Peterson is the next in line to assume the position of President.

Vice President's Report – Malcom Peterson

Malcom said he would order an appreciation Award to be presented to Greg Morris at the net Board meeting. He is looking forward to the next year as President of MISGA. One of his stated goals is to rectify the dwindling MISGA membership and recruit new clubs and members.

Secretary's Report – Chris Pariseau

Chris asked for a motion to approve the minutes from September 18th meeting. Motion was made and seconded. All members voted to accept the minutes as prepared. Change in leadership as per the bylaws. Malcom Peterson (Division 1) – current Vice president assumes the role of president at the end of this meeting. Jeff Hild – (Division 2) becomes the new Vice President upon approval from the Board. Greg Morris will be the new MISGA Tournament Director.

Treasurer's Report – Gary Manion

Shown below is the Treasurer's Narrative Report and attached are two PDF files that represent comparative Income Statements and Balance Sheets for the time periods referred to below.

The first section of the Treasurer's Narrative Report provides historical financial information applicable to the two prior calendar years (2016 and 2017), while the later sections provides relevant financial information applicable to the current year (2018) as well as next year's (2019) proposed budget. As Treasurer and a member of the Board, I believe it's important that all Board members have a basic understating of MISGA's current finances. In my opinion that includes understanding its recent past as well as its current situation and planned financial future. The narrative report of below along with the attached comparative financial statements should provide the appropriate information to accomplish this objective.

Calendar Year (CY) 2016 and 2017 Financial Results

In 2016 MISGA generated \$16,282 in dues revenue based upon membership rates of \$50 per Club and \$5 per Associate. Unfortunately, MISGA incurred \$19,981 of operating expenses in CY 2016 and produced a \$3,618 bottom line loss. During this same year MISGA began the year with Cash and Investments totaling \$37,752. Due to the \$3,618 operating loss it incurred in 2016 along with payment of a \$3,452 annual insurance premium in December, it finished the year with \$7,070 less Cash and Investments than it began the year or a balance of \$30,682, of which \$7,130 was donor restricted.

One year later or in 2017 MISGA generated \$15,090 in membership dues revenue. These revenues were based upon the same methodology and rates as the previous year (i.e., \$50 per Club and \$5 per Associate). Unfortunately, the total dues revenues generated in 2017 was \$1,192 less than the 2016 previous year dues. Hence, there was a 7% decline in membership from 2016 to 2017 when measured by dollars. In addition to the 2017 revenues being lower than the previous years, 2017 expenses were \$3,227 greater than 2017 revenues. Thus, MISGA incurred its second consecutive year bottom line loss. That is a \$3,618 operating loss in CY 2016 and a \$3,227 operating loss in CY 2017. Since the organization's 2018 annual insurance premium

payment (\$3,608) was not prepaid at the end of CY 2017, as had been done in prior years, Cash and Investments remained relatively the same.

Calendar Year 2018 Financial Results

Similar to CY 2016 and CY 2017, CY 2018 membership revenues were lower (\$1,800) than previous years. However, the decrease in 2018 membership was much greater than previous years as membership decreased by 12% when compared to the previous year. Due to this situation, along with expenditures not decreasing at the same level of membership decreases, MISGA will finish the CY 2018 with a projected \$4,567 bottom line operating loss. With that occurring MISGA will have incurred three consecutive years of operating losses that total \$11,412. Additionally, once all outstanding year end invoices and expense vouchers have been paid Cash and Investments will have decreased by \$13,664 over this short three-year timeframe, which represents a 36% decrease in Total (Unrestricted & Donor Restricted) Cash and Investments or a 45% decrease in Unrestricted Cash and Investments.

CY 2019 Operating Budget

With the organization incurring three consecutive years of bottom line losses that total \$11,412 and correspondingly having Cash and Investments decrease to fund these losses, the 2019 Proposed Budget has been compiled to reverse this trend. Fundamentally there are three ways in which to reverse or overcome bottom line losses. They are: 1) increase revenues 2) decrease expenses or 3) utilize a combination of both. The Proposed CY 2019 Budget utilizes a combination of both in an effort to “right the ship” so the organization can sustain itself for years to come. The Proposed CY 2019 Budget has six major assumptions included within it. They are as follows:

1. CY 2019 Membership will see the same percentage decrease in membership that occurred in CY 2018.
2. MISGA Associates dues will increase from \$5 to \$8 annually.
3. Investments will be transferred to a reputable financial institution that provides a better rate of return, has fewer time restrictions and provides more liquidity.
4. Division Operations Payments or Rebates from the MISGA Treasury will be 10% less than what was distributed in CY 2018
5. All other CY 2019 expenditures will approximate amounts incurred in 2018
6. A positive bottom line will occur (\$1,937) and will be used to rebuild the \$11,412 Cash and Investment reserves that were depleted over the past three years.

Calendar Year Financials

MISGA Balance Sheet As of December 31,

	12/31/2015	12/31/2016	12/31/2017	12/31/2018		12/31/2015	12/31/2016	12/31/2017	12/31/2018
Assets					Liabilities				
<u>Cash and Investments</u>					Accrued Expenses				
Sandy Spring Bank Checking	\$ 8,966	\$ 4,814	\$ 4,748	\$ 3,570	\$ -	\$ -	\$ -	\$ 2,471	
Sandy Spring Bank Savings	7,461	4,462	4,463	1,464					
Certificate of Deposit (Restricted Endowment)	7,098	7,130	7,163	7,178					
Certificates of Deposits (Unrestricted)	14,198	14,245	14,293	14,317					
Eastern Savings Bank - Short Term Savings	30	30	30	30					
Total Cash and Investments	<u>\$ 37,752</u>	<u>\$ 30,682</u>	<u>\$ 30,697</u>	<u>\$ 26,559</u>					
Accounts Receivable	\$ -	\$ -	\$ 210	\$ 45	Net Equity				
Prepaid Expenses	\$ -	\$ 3,452	\$ -	\$ 2,206	Beginning of Year	\$ 38,399	\$ 37,752	\$ 34,134	\$ 30,907
Total Assets	<u>\$ 37,752</u>	<u>\$ 34,134</u>	<u>\$ 30,907</u>	<u>\$ 28,810</u>	Revenues less Expenses	(647)	(3,618)	(3,227)	(4,358)
					Total Net Equity or Fund Balance	<u>\$ 37,752</u>	<u>\$ 34,134</u>	<u>\$ 30,907</u>	<u>\$ 26,549</u>
					Total Liabilities and Net Equity	<u>\$ 37,752</u>	<u>\$ 34,134</u>	<u>\$ 30,907</u>	<u>\$ 29,020</u>

Note: 12/31/2018 information is Projected while all other information is actual

MISGA
Comparable Income Statements
For the Twelve Months Ending December 31,

CONFIDENTIAL

	2016 Actual	2017 Actual	2018 Projected	2016 thru 2018	2019 Proposed Budget	CY 2019 Budget Assumptions and Notes				
Revenues										
Club and Associates Dues	\$ 16,282	\$ 15,090	\$ 13,290	\$ 44,662	\$ 18,712	Assumes 11% reduction in associates (same % reduction as 2017 to 2018). Includes \$3 increase in Associates dues				
Interest Income	81	82	85	248	394	Assumes CD's are invested with a reputable financial institution on 2-1-19 that yields a 2% APR return on investment				
Total Revenue	<u>\$ 16,363</u>	<u>100% \$ 15,172</u>	<u>93% \$ 13,375</u>	<u>82% \$ 44,910</u>	<u>\$ 19,106</u>					
Expenses										
Division Operations	\$ 9,693	49%	\$ 8,697	47%	\$ 8,751	49%	\$ 27,141	7,800	45%	includes 10% reduction in payments to divisions
Travel	4,245	21%	2,675	15%	3,349	19%	\$ 10,269	3,400	20%	assumes same travel expenses as 2018
Business Insurance	3,339	17%	3,452	19%	2,209	12%	\$ 9,000	2,209	13%	assumes newly negotiated premium reduction continues
Tournaments Subsidy	1,510	8%	1,510	8%	1,510	8%	\$ 4,530	1,510	9%	keeps subsidy @ same level as 2016 thru 2018
Board Meetings	461	2%	996	5%	878	5%	\$ 2,335	1,000	6%	assumes board meeting room rental & meals = \$1,000
Trophies and Awards	573	3%	930	5%	877	5%	\$ 2,380	850	5%	establishes an \$850 limit on tournament awards
										assumes increase due to board packets now being photocopied & distributed to Board members
Supplies	160	1%	138	1%	368	2%	\$ 666	400	2%	
Total Expenses	<u>\$ 19,981</u>	<u>100%</u>	<u>\$ 18,399</u>	<u>100%</u>	<u>\$ 17,942</u>	<u>100%</u>	<u>\$ 56,322</u>	<u>17,169</u>	<u>100%</u>	
Profit / (Loss)	<u>\$ (3,618)</u>		<u>\$ (3,227)</u>		<u>\$ (4,567)</u>		<u>\$ (11,412)</u>	<u>\$ 1,937</u>		

The following issues were discussed during this period: banking practices for tournaments are not consistent; need to establish some guidelines (financial) and standard procedures for MISGA tournaments; end of year refunds to member clubs – what’s the formula to use?; what is the bottom line where the MISGA organization wants to be in the future; \$50 annual club fee to join MISGA – should that be raised?

A motion was made to raise the member dues to \$10.00/member. Membership dues have not been raised in a long time. Wayne Rowland proposed that the new budget should include the cost for Golf Genius.

Jake Jacobi proposed that the cost for Tom Rowlett’s golf planning software be included, However Jake’s proposal was not passed by the Board. During all this discussion Gary made

some recalculations for the proposed budget. So, the new proposal for members' dues was as follows:

Dues increase to \$10.00 /member for the new budget which will included in the cost for the Golf Genius Software program purchase and installation. The motion was made - seconded and passed unanimously for the new proposed budget to include these items. Gary Marion said he will compile up a new proposed budget for 2019 and present it to the board at its next meeting.

ASSOCIATES Report - Jim Wilcox

DUES SUMMARY BY DIVISION

<u>DIVISION</u>	<u>2018 CLUBS</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>+/-</u>
<u>I</u>	<u>8</u>	<u>418</u>	<u>411</u>	<u>396</u>	<u>354</u>	<u>344</u>	<u>-10</u>
Chester River, Hog Neck and Prospect Bay transferred from Division III in 2018							
<u>II</u>	<u>14</u>	<u>598</u>	<u>542</u>	<u>522</u>	<u>453</u>	<u>528</u>	<u>+75</u>
WestWinds terminated for 2017. Eagles Nest Joined for 2018							
<u>III</u>	<u>7*</u>	<u>286</u>	<u>304</u>	<u>218</u>	<u>218</u>		
This Division became <u>INACTIVE</u> for 2018							
<u>IV</u>	<u>9</u>	<u>738</u>	<u>687</u>	<u>673</u>	<u>675</u>	<u>678</u>	<u>+3</u>
Argyle and Blue Mash Joined in 2017							
<u>V</u>	<u>9*</u>	<u>251</u>	<u>216</u>	<u>133</u>			
This Division became <u>INACTIVE</u> for 2017							
<u>VI</u>	<u>13</u>	<u>704</u>	<u>769</u>	<u>757</u>	<u>831</u>	<u>736</u>	<u>-95</u>
Woodmore Joined in 2017. Bowie Terminated for 2018							
<u>TOTALS</u>	<u>44</u>	<u>2995</u>	<u>2929</u>	<u>2699</u>	<u>2529</u>	<u>2286</u>	<u>-243</u>
	(2018)					(2018)	

*Maximum # of Clubs during this period

MISGA ASSOCIATE DUES SUMMARY FOR 2015, 2016, 2017 and 2018

TOTAL CLUBS	44	2015	2016	2017	2018			2015	2016	2017	2018			
DIVISION I	CLUB	PAID	PAID	PAID	PAID	1 YR DIFF		DIVISION IV	CLUB	PAID	PAID	PAID	PAID	1 YR DIFF
CHESTER RIVER	303	67	51	49	53	4		ARGYLE	432	0	0	15	23	8
CRIPPLE CREEK	101	79	84	79	0	79		HOBBITS GLEN	434	118	118	109	104	5
EAGLE CREEK	104	44	43	40	28	12		KENWOOD	435	118	126	121	121	0
MAPLE DALE	106	26	27	33	26	7		MANOR	437	98	96	101	105	4
HOG NECK	322	42	84	80	83	3		MONTGOMERY	438	98	96	86	91	5
ROOKERY NORTH	111	45	46	34	0	34		NORBECK	440	82	82	82	70	12
PROSPECT BAY	309	93	67	76	62	14		LEISURE WORLD	441	85	72	66	63	3
WILD QUAIL	115	52	50	28	21	7		BRETTON WOODS	442	88	83	78	82	4
GARRISONS LAKE	117	47	57	52	55	3		BLUE MASH	443	0	0	15	19	4
JONATHAN'S LANDING	121	44	24	15	0	15								
BEAR TRAP DUNES	125	63	57	65	0	65								
HOOPER'S LANDING	126	11	8	8	16	8								
CHOPTANK RIVER	323	22	16	13	0	13								
Division Totals	8	635	614	572	344	228		Division Totals	9	687	673	673	678	5
DIVISION II	CLUB	PAID	PAID	PAID	PAID	1 YR DIFF		DIVISION VI	CLUB	PAID	PAID	PAID	PAID	1 YR DIFF
BEAVER CREEK	214	51	46	41	38	3		BAY HILLS	610	69	70	60	61	1
HOLLY HILLS	216	23	26	22	21	1		CHARTWELL	623	35	33	39	39	0
HUNT VALLEY	217	27	24	23	15	8		CROFTON	625	103	106	108	107	1
SPARROWS POINT	220	28	29	29	25	4		PATUXENT GREENS	627	29	40	47	47	0
GLADE VALLEY	224	62	54	53	52	1		NATIONAL(Tantallon)	629	72	56	57	52	5
QUAIL VALLEY	226	44	35	32	21	11		UNIV. OF MD	630	49	42	48	44	4
WESTMINSTER NATL	227	25	25	23	21	2		US NAVAL ACDMY	631	99	93	98	73	25
WINTERS RUN	228	23	20	20	23	3		WALDEN	636	0	7	9	9	0
RATTLEWOOD	229	66	67	66	66	0		BOWIE	641	48	50	43	0	43
CHALLEDON	230	50	49	48	47	1		FAIRWAY HILLS	642	95	97	100	80	20
MUSKET RIDGE	232	82	78	72	74	2		CROSS CREEK	645	41	29	28	24	4
FOUNTAIN HEAD	233	25	24	24	63	39		COMPASS POINTE	646	64	61	54	48	6
EAGLE'S NEST	237	0	0	0	31	31		TIMBERS OF TROY	647	65	73	70	75	5
CRESS CREEK	231	36	35	0	31	31		WOODMORE	648	0	0	70	77	7
Division Totals	14	542	512	453	528	75		Division Totals	13	769	757	831	736	95
YEAR	PAID							YEAR	Clubs					
2018	2286							2018	44					
2017	2529							2017	49					
2016	2699							2016	55					
2015	2929							2015	56					
2014	3030							2014	59					
2013	3204							2013	62					
2011	3582							2011	68					
2010	3667							2010	65					
2009	3710													

Division 6 Report – Greg Morris

Attached is the Division VI Annual Report. It is interesting to note that our total dollar impact for 2018 trailed 2017. Our mixers and events generated about \$127,000 this season, while last season we generated about \$139,000. Two major reasons for the decline were; first, this year we had only one division-wide tournament (the 2 man at Crofton), whereas last season we had 3 tournaments, the 2 Man, ABCD, and Pro AM. Second, was a combination of weather forced cancellations and the loss of three clubs; Bowie, Cross Creek and Patuxent (which did have one mixer).

Our 2018-year end roster showed 736 associates, up from the previous year by 18 associates. Gary Kramer will replace Greg Morris as the Division Director, and Chuck Woods from Crofton will become the Assistant Director. At this point in time all other Division officers will remain. In our last Division meeting it was decided that we would not hold Division qualifying tournaments for the Past Presidents and 2 Man Tournaments. Instead each club will submit a list of ABCD and 2 Man participants and alternates to our Tournament Chair.

As mentioned above we have lost Bowie (no interest in replacing the Rep), Cross Creek (the ownership abandoned the course), and Patuxent Greens, which was sold to a developer. We will be adding two clubs to our fold thanks to the efforts of the Cross Creek and Patuxent Greens senior leadership who sought out Hampshire Greens and Northwest and are moving their membership to those two clubs. Those clubs should be approved at this coming Board meeting.

Division #: 6DIRECTOR: Greg MorrisDATE: 11/30/2018

Name of Club	# of Home Mixers	Number of Players			Club Revenue Received (\$'s)			
		Home	Visitor	Total	Carts	Food	Prizes	Total \$'s
US Naval Academy	3	58	168	226	6,326	4,972	1,130	12,428
National Golf Club	7	91	136	227	4,540	5,448	1,135	11,123
Timbers At Troy	5	179	172	351	8,424	6,669	2,106	17,199
Compass Pte	5	111	122	233	4,660	4,660	1,165	10,485
Bay Hills	7	210	133	343	8,240	6,180	2,060	16,480
Chartwell	3	55	122	177	4,225	4,425	885	9,535
Fairway Hills	1	5	37	42	420	420	420	1,260
Crofton	6	117	305	422	8,440	8,440	2,110	18,990
Patuxent Greens	1	21	57	78	1,404	1,872	390	3,666
University of Maryland	5	43	207	250	5,000	7,250	1,250	13,500
Walden, CC	1	3	17	20	400	400	100	900
Woodmore, CC	4	32	226	258	2,050	2,214	1,290	5,554
Cross Creek: Shut down	0							
Mixer Totals:	48	925	1,702	2,627	54,129	52,950	14,041	121,120
Crofton	Div. A-B-C-D Qualifier			48	960	1,200	480	2,640
	Div. Two-Man Qualifier							
	A-B-C-D Finals							
	2-Man Team Finals							
	Div. Pro-Am							
National and Timbers, match play, etc.	Other (type over this cell)				1,408	256	1,548	3,212
	TOTALS:			2,675	56,497	54,406	16,069	126,972

TOTAL REVENUE: \$126,972

Division 2 Report - Jeff Hild

No additions or deletions from our member clubs planned for 2019.

Three new club representatives for 2019 - Glade Valley - Terry Coleman, Quail Valley - ??? (still looking) and Westminster National, Mike Amaral.

Division II Membership increased by 75 in 2018/2017. (Eagle's Nest was added)

Tom Taylor is the new Assistant Director for Division 2 for 2019

MISGA		<u>DIVISION ANNUAL REPORT</u>					MISGA		
vision #: <u>2</u>		DIRECTOR: <u>Jeff Hild</u>			DATE: <u>12/28/2018</u>				
Name of Club	# of Hom	Number of Players			Club Revenue Received (\$'s)				
	Mixers	Home	Visitor	Total	Carts	Food	Prizes	Total \$'s	
Beaver Creek	13	267	218	485	6,092	8,243	2,230	16,565	
Challedon	13	358	358	716	15,036	10,740	3,380	29,156	
Cress Creek	2	11	50	61	1,342	1,403	305	3,050	
Eagle's Nest	3	21	198	219	4,818	5,475	1,095	11,388	
Fountain Head	4	76	179	255	5,610	5,738	1,403	12,751	
Glade Valley	9	251	195	446	8,474	7,582	1,930	17,986	
Holly Hills	6	38	246	284	5,680	6,230	1,420	13,330	
Hunt Valley	5	13	251	264	5,280	6,072	1,320	12,672	
Musket Ridge	20	646	597	1,243	33,561	21,131	6,215	60,907	
Quail Valley	5	64	106	170	3,570	2,550	864	6,984	
Rattlewood	15	396	332	728	10,920	14,560	3,640	29,120	
Sparrows Point	6	43	283	326	5,542	8,476	1,630	15,648	
Westminster National	7	101	126	227	3,178	4,540	1,135	8,853	
Winters Run	2	16	67	83	1,660	1,494	415	3,569	
Mixer Totals:		110	2,301	3,206	5,507	110,763	104,234	26,982	241,979
		Div. A-B-C-D Qualifier			29	580	725	232	1,537
		Div. Two-Man Qualifier			36	540	720	288	1,548
		A-B-C-D Finals			—	—	—	—	
		2-Man Team Finals			—	—	—	—	
		Div. Pro-Am			92	1,800	1,400	4,465	7,665
TOTALS:		5,664	113,683	107,079	31,967	252,729			
TOTAL REVENUE: <u>\$252,729</u>									

Events Committee Report– Pete Sorge

The event at Seabrook was a success. There were 8 cancellations – 30 MISGA golfers attended. Need to emphasize and stress that any MISGA club hosting a tournament must follow standard procedures. Greg recommended that Pete and Gary get together to review and standardize tournament financial responsibilities and the required reports.

MISGA History Chairman’s Report Lloyd Stimson

1. The documents listed below are updated and currently posted on the MISGA website. <http://www.misga.org/documents.htm>
 - a. Roster of MISGA’s Board Members (1976-2018)
 - b. Roster of MISGA’s Presidents (1976-2018)

2. The documents listed below will be updated and posted on the MISGA website in January 2019. http://www.misga.org/Board_Actions.htm
 - a. MISGA Board Actions - 2018
 - b. MISGA Board Actions - Cumulative

MISGA Tournament Chairman’s Report – Lloyd Stimson

1. *2018 MTC’s Financial Report*

Expense Item	Amount
Office Supplies	\$3.49
Postage	9.80
6 Trophies (incl. engraving)	877.36
Travel (3 round trips)	167.70
TOTAL	\$1,058.35

2. *2018 MCT Participation Data (Both hosted by Norbeck CC)*

Shore	Associates	Finalists (PP- ABCD)	Finalists (2-Man Team)	TOTAL
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Eastern (I - 10 clubs)	572 (22.6%)	13 (12.9%)	18 (17.6%)	31 (15.3%)
Western (II/IV/VI - 37 clubs)	1,957 (77.4%)	88 (87.1%)	84 (82.4%)	172 (84.7%)
TOTAL (47 clubs)	2,529 (100%)	101 (100%)	102 (100%)	203 (100%)

3. 2019 MCT Schedule

Championship	Host Club	Date	Rain Date	* Entry Fee
Past Presidents (ABCD)	Norbeck CC (Div. IV) Rockville, MD	Thursday August 8, 2019		\$110
2-Man Team	Holly Hills CC (Div II) Ijamsville, MD	Monday August 5, 2019	Monday August 12, 2019	

* Includes a light lunch, range balls, cart fee, cash bar cocktail hour (w/light hors d'oeuvres), awards banquet (plated-double entrée - surf & turf) and prize pool (25-30% of field with a \$100 gift certificate & high quality trophy to each Grand Champion).

4. 2019 MCT Division Allocations

The **2019 MCT Division Allocations** will be based on the *2018 MISGA Associates Dues Summary* report that will be published and distributed by the MISGA Associates Chairman in December 2018. The Allocations document will be posted on the MISGA website.

5. MCT Pace-of-Play Initiative

In order to encourage a timely pace-of-play during a MCT, any foursome that falls one hole behind the foursome in front them will be instructed to pick up their balls, record their ESC score (*par + allotted strokes*) and advance to their next tee box.

6. New MISGA Tournament Chairman

Current *MISGA President* Greg Morris has agreed to take the helm and become the new *MISGA Tournament Chairman* for the 2019 golfing season. I will assist him as he requests. My tour as the MTC began with the 2010 season. Nine years at the helm has been enough.

I most graciously thank all the MISGA Division Directors, Division Tournament Chairmen, Club Reps and the host club General Managers, Directors of Golf and their staffs, Food & Beverage Directors and their staffs and the Course Superintendents and their staffs for all their efforts and support. They all performed in an exemplary manner and deserve a multitude of kudos, accolades and thanks. They made my job a “piece-of-cake”. MISGA Clubs that hosted a MCT during my tenure are Chartwell, Holly Hills, Maple Dale, Norbeck, Prospect Bay, Rolling Road, Talbot, and Wild Quail.

Lloyd Stimson was presented with an Appreciation Award by Greg Morris for being the Tournament director for the past few years. He received a commemorative paper weight. Greg Morris will be assuming the duty as the MISGA Tournament Director for 2019.

Membership Report - Carl Lazar

Subject: Election of Hampshire Greens and Northwest Golf Club into MISGA

Proposal: We are proposing to accept Hampshire Greens and Northwest Golf Club into MISGA.

Greg Morris and I inspected both clubs and found them to comply with all the necessary MISGA requirements. Both clubs have their reps in place and management is in full agreement in making this work. Both courses have adequate food service and room, both courses are very playable for seniors.

It is our recommendation that the board vote to accept these club for acceptance.

The board called for a vote to accept both clubs into MISGA. They were approved unanimously by the board. They will remain in Division 6

MISGA GRAM Report – Bob Hodges

Bob reminded everyone that he needs input for the MISGAGRAM by 20 Dec. He also reminded Malcom Peterson that he will need a picture of the new President

WEB Master Report – Jake Jacobi

EXPENSES

On September 18, the cost for hosting the MISGA web site (\$179.40) was paid for a 1-year period. On November 1, the domain renewal fee was paid for a 2-year period (\$53.96).

ACTIVITY

On November 29 a call was issued to all MISGA Club Representatives requesting updates to their club web pages. Nineteen (19) clubs submitted update information to their club pages. All these requests have been implemented. Updates to the division leadership pages resulting from these changes are currently being implemented. When this call was issued, Maple Dale stated their club was no longer in MISGA.

Added to the site were:

- September 2018 MISGAgram;
- 2018 2-Man Team Tournament Results;
- 2018 ABCD Past Presidents Tournament Results;
- September 2018 MISGA Board Meeting minutes; and
- George Reid of Fountain Head made a Hole-in-One on# 15 at Ocean Winds while at the 2018 Fall Frolic. This event was added to the Hole-in-One Honor Roll.

A draft club page has been created for Northwest Golf Course and submitted to Lou Montesi for review and approval. A draft club page for Hampshire Greens is now being worked.

PLANNED ACTIVITIES

Addition of Northwest Golf Course and Hampshire Greens to the

web site. Deletion of certain clubs from the web site. This

includes:

- Cross Creek (Division VI)
- Patuxent Greens (Division VI)
- Harbourtowne (Division I)
- Maple Dale (Division I)
- Jonathan's Landing (Division I)

There are several instances of dead hyperlinks or links that refer to obsolete information. Additionally, there are some documents that have not been revised for many years and need updating or removal.

The "Past Presidents" page needs updating. The names from 1983 to 1987, 1989 to 1994 and 1996 are missing. Some of the contact information may be incorrect and it may not be practical to get correct information. I believe that George Shenk, Otis Jefferson and Paul Desmond have passed away.

Greg Morris presented Errol Myers with an Appreciation award for his work as the previous Web Master. He received a Commemorative Paper Weight.

PP AD HOC Committee Report – Tom Tarpley

The committee met and consulted before naming an outstanding individual to receive The Green Jacket Award. The Jacket was presented to Jim Wilcox at the Manor Luncheon on December 4, 2018 with approximately 80 MISGA members in attendance.

Rules and Handicaps – Wayne Rowland

Wayne mentioned that there are several rule changes coming in 2019. There are two he suggests that the MISGA org apply to all MISGA events. Both were changed to improve the pace of play. The two local rules he suggests are rule K-1 – a time limit for pace a play with a penalty stroke assessed...the other rule is the max number of strokes you can receive on a hole Rule 21-2. Wayne said he is prepared to discuss this at the annual meeting in April?

MISGA Golf Genius discussion - Wayne Rowland wraps up the issues before the board:

I have attached the email from Justin explaining the pricing for Golf Genius and an update from Tom Rowlett about his signup system. I appreciate everyone's consideration in this matter. When I was tasked at looking at a signup system for all clubs to use, I looked at three options, 1) Signup Genius, 2) Tom Rowlett system and 3) Golf Genius. I did not discuss all the options at the meeting because with the agenda we had it and issues to discuss it was going to be a lengthy meeting. Greg asked me to give a presentation on Golf Genius since the first two options are known by almost everyone. I will now discuss the all the options. Signup Genius is free or for more functions fee based, Tom Rowlett's is fee based, and Golf Genius is fee based. Upon comparison it became immediately apparent that none of the systems were the same and each preformed the signup system function but in different ways. Signup Genius is basically an event signup sheet that lets people signup. Tom Rowlett's system is an excellent scheduling and signup tool. It makes scheduling your mixers and club events a breeze. It allows the club rep an easy way to sign up for event, email the roster with handicap indexes to the hosting club. Golf Genius is tournament software that allows you to signup participants, setup the event, score the event and much more. Signup Genius is little more than an electronic version of paper signup. Tom's

system and Golf Genius both require some backend work to get them to work seamlessly but is well worth the time.

What we need is both Tom Rowlett's system and Golf Genius. We would use Tom's system to help the rep's build their schedules and send roster to be uploaded into Golf Genius. The major concern with Tom Rowlett's system is maintenance. This problem is twofold maintaining the software and the platform that it is hosted on. Tom only charges for cost of hosting the software on the web. Tom currently has more than one-third of the clubs in MISGA using his software. Tom stated that he will improve, modify his software as needed to meet the needs of MISGA. He is not going to make changes for just one club unless that change benefits all clubs nor should he. He has told me that he would welcome any help in maintaining his software.

I attended a seminar this fall with USGA members, PGA officials, club pros about the future of golf and where it is headed and how to improve it. Technology, electronic scoring and record keeping were the number one topic. It is the direction that golf is going. At this seminar it was stated that in the next 5-8 years almost all scores will be done electronically. All USGA and PGA events will be done this way this year. The R&A/USGA Rules of Golf for 2019 do not require a signed scorecard, the player only must certify their score. Meaning that if it is scored electronically and not on a scorecard that the scores entered for each hole are correct.

Are all the clubs going to use it? We cannot make them, but we can provide the tools to make the club reps job easier.

This new pricing was received by Wayne on the evening of Dec 13th:

I got new pricing from Justin with Golf Genius. Since we are an association and our pricing is based on rounds so, we **can get a price of \$1,000 with a set-up fee of \$150 for up to 500 rounds**. Since we would use it for mixers and MISGA tournaments we should not exceed that number of rounds.

Planning – Jeff Hild

Jeff submitted and discussed the recommended changes to the By Laws and the constitution of the MISGA organization. The bylaw changes were discussed and after some discussion about the renaming of the division since there are no longer 6 divisions. A motion was made to

“accept the recommended changes to the MISGA By Laws except for Article IX – (the number of divisions). The board voted on the motion and it passed unanimously. Jeff will make agreed upon changes at the next board meeting.

Jeff also presented the changes to the MISGA Constitution (see below) all the changes submitted were voted upon and accepted by the board. These changes must be submitted at the annual meeting:

“The terms of office for Division Directors and Assistant Division Directors shall be determined by the individual Division.” (this is the new text that was approved)

WRAP UP

At the end of the meeting, Greg Morris passed the gavel to Malcom Peterson as the new President of the MISGA organization. Following the passing of the gavel, Malcom nominated Jeff Hild as the new Vice President. A vote was taken, and Jeff Hild was confirmed by a unanimous vote as the new Vice President.

Additional Board and Committee Leadership Changes:

Treasurer Gary Manion

Div 6 Director Gary Kramer

Audit Chair Errol Myers

Tournaments Greg Morris

AWARDS PRESENTED

In appreciation for their years of service. Thank you very much

Errol Myers (*Webmaster*) – Commemorative paper weight

Lloyd Stimson (*Tournament Chairman*) - Commemorative paper weight

Meeting was adjourned at 2:00 pm