



Minutes General Meeting EGCOA
October 24th 2013
16.30 hrs
Tivoli Hotel Lisbon



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1. Opening

Alexander Baron Spoercken welcomes all to this general meeting of the EGCOA. A special welcome for the new member: the Belgium Golf Course Owners Association.

2. Minutes GM 2012

Minutes agreed.

3. Incoming/outgoing

No incoming/outgoing.

4. Round through Europe

LK gives a report on the development on golf in Europe. The presentation is attached.

Number of registered golfers is stabilizing in Europe after many years of growth. Statistics show big differences in number of rounds per golf course. This is something the EGCOA will start monitoring on a more regular basis.

Key Issues for the various national owners associations:

BVGA Germany

Get the star-system international together with hotels on the golf course, pooling the voting rights for AGM hosted by the DGV. Organise the national golf conference in March 2014.

8 new courses were opened in the last two years.

NVG Holland

Retention of new and existing golfers, education in pricing, education on danger in working with third parties. 2 courses opened in 2013.

FPG Denmark

One big issue: growing the game of golf, for this the creation of development



programmes. 1 course opened.

SGCOA Spain

Key is the reorganisation of existing golf courses combined with getting more foreign players. Create connection with Latin America. 7 courses were closed in 2013.

FNG Norway

Member creation and retention: finding new membership models and grow the game, focus on more efficiency in operations and cooperation of golf courses: profit and loss and membership exit-strategies. Close look at VAT-regulation for golf courses. 2 courses opened and 5 closed in the past 2 years.

SGKY Finland

Change from member-golfer to nomad: reinforce memberships, 3rd parties, low greenfee prices. Focus on increasing service for members and players. 4 courses opened in Finland.

GEGF France

VAT, real estate tax, constructive relationship with the Federation, social issues and training are key focus points for France. 2 courses opened and 3 closed.

FSG Sweden

Find answer to members changing to cheap memberships, create buying group savings, tax issues and more cooperation. 1 course opened, 6 closed.

AMGH Czech Republic

Key is the creation of new golfers by upmarketing the image of golf and new player development initiative.

5 courses were opened in the last two years.

5. Financial report 2012

Accepted

6. Report on actions EGCOA in 2013

LK gives an overview of the actions in 2013 by the EGCOA. See presentation for content.

7. Plan EGCOA 2014 and VISION2020

For 2014 the EGCOA will focus on:



Professionalise business/exchange knowledge

- Create & Share VISION2020

- All nationals involved with their members

Growing the Game

- Grow the game program: measuring success of various programs
- Cooperation with European Golf Bodies

Interest of Owners

- Third parties: knowledge and possible role EGCOA
- VAT, Property Taxes
- EGA handicapping
- Continue GEO
- Grow the EGCOA & owners associations

Plans for 2014 are accepted by the general meeting.

8. Budget 2014

The budget with the new membership structure is accepted by the general meeting. The membership fee will be stabilised at euro 110,- per course.

The membership fee structure will be changed where multi-course owners will get adjusted fee per course depending on the percentage of courses united in multi course owners per country:

percent mco	Adjusted fee mco on euro 110,- per course
100-75%	20%
75-50%	30%
50-25%	40%
25-0%	50%

9. Board EGCOA mutations

Marcel Welling steps down as board member of the EGCOA. Alexander Baron Spoercken thanks Marcel for his important role in founding the EGCOA. During the gala-dinner Marcel's role will be memorized.

Petr Svrcek is proposed as a new board member and accepted by the general meeting.



10. Any other matters

No other matters.

11. Closing

Alexander Baron Spoercken closes the General Meeting and thanks everybody for their presence.