



Clube do Golfe da Quinta do Lago

Annual Report 2017

Chairman's Report

Introduction

Surveying the state of the Club at this moment in time, we can justly say that we are in a good place. We have a steady demand for new members that exceeds our replacement needs. We have a healthy balance sheet that affords us both opportunity and security. We have excellent communications with our contractual partners, whether that be in terms of daily management or longer term strategic views. We are resident in one of the most sought after areas in Europe, playing our golf on two of the best courses in the area.

Accounts

The accounts for 2017 show an increasingly healthy picture of the Club's finances, with the first full year of extra costs associated with the clubhouse absorbed by the increased contribution from subscription income, on subscription rates that have been maintained at the same level for the past 4 years. As one would expect buggy costs have risen in line with course usage, which was much higher than forecast, partially due to the number of new members and partially as a consequence of the very dry weather.

Office and clubhouse running costs rose by €17,000 as we absorbed the final five months of expenses, previously paid for by SGQL, that had not been included in the 2016 results. In total, the new clubhouse costs approximately €45,000 per annum to run, of which, €33,000 is in utilities and services, and €12,000 in day to day maintenance. Long term maintenance costs are covered by the sinking fund which is replenished by 0.5% of annual subscriptions each year. This year we used the fund to pay for repairs to the car park as well as part of the cost of the renewed decking outside the Captain's Lounge. We expect further expenses attributable to the Clubhouse of approximately €10,000 per annum in local property taxes once the Commodatum Agreement has been finalised.

At last year's Annual General Meeting, plans for improvements to the Clubhouse were introduced to members, with the intention that any costs from the works would be written off against reserves. To this end the renewal of the decking on the first floor was the first stage of this project, and €11,500 (60% of the total costs) has been written off as an extraordinary item in these accounts

The Clubhouse

At the Annual General Meeting last year, the Board presented some outline ideas for improving and extending the outside terraces of the clubhouse, both upstairs and downstairs, and alterations to the Spike Bar. The Captains Lounge terracing was completed before Gala Week, and I would like to thank Chris Gardner not only for the excellent look of the renewed terrace but also for all his other efforts. Further to that initial work, we plan to extend the outside terracing on the ground floor overlooking the putting green, but this requires agreement from our landlords that is currently held up on matters outside of our control. The Board is hopeful that we will be in a position to move forward on this during 2018.

In the meantime we will be progressing on some other issues, not least of which is a solution to the back-up of grey water that afflicts the Ladies Changing Room from time to time. Some of these problems would have been more easily solved had the original builders left adequate plans of the building, but we must live with what we have and progress as best possible.

Commodatum Agreement

It was always the intention within the 2008 Contract, that the Club would consolidate its occupation of the current clubhouse with a suitable 'lease' document. Over the first half of 2017 the wording of this document was largely agreed between the Club and SGQL. However there were two significant issues outstanding. The first was a survey of the current building in order to establish that the present condition was satisfactory, that there were no material defects, that the plant and equipment was also in good condition and fit for purpose and also identify any potential long term problems that would have to be resolved before the official 'lease' commenced. The preliminary results of this survey were received in August 2017. However, it was incomplete due to the lack of plans on the actual building from basic structural documentation all the way through to electrical and HVAC

systems. This problem originates from the 'design and build' contract with the original contractors who ceased operations before the building was completed and left no detailed plans.

SGQL are currently in negotiations with Loulé Camara to resolve how best to recover the missing documentation and the resulting issue of a habitation licence for the building. Until they are complete the Club will not commit to the Commodatum Agreement. In the meantime, the Club will continue to occupy the building, and maintain it in accordance with the 2008 Contract, secured by its rights set out in the Promissory Contract of 1998.

Green Fees

In November 2017, the Club was formally approached by SGQL with a request to increase our green fee contribution. This arises from general increases in labour, machinery and fertiliser costs that have exceeded annual inflation. The last increase was 10 years ago in 2008 and was spread over 3 years. We note that every 10 years or so, the Club has had to renegotiate green fees, and this request falls within that time frame. The provisions of the 2008 Contract permit a revision of the green fee when there is an increase in 'the costs of maintenance and or services inherent to the premises placed at CGQL's disposal, caused by other reasons than inflation'. Any alteration so requested must be mutually agreed.

The Executive Board is studying the request and thinks that, given the rise in base costs over that period and the increase in prices to other users of the course, it is worthy of consideration. The Board feels that a 10% increase from 2019 would be fair to all parties, but will first consult the Fiscal Board before a final decision is made.

An increase of 10% in green fees payable to SGQL equates to a 7% rise in subscription rates to CGQL members. The Board appreciates that this is a large amount, but reminds members that the Club is currently into a fifth year with no change to annual subscriptions, and is confident going forward that in future years we will be able to keep subscription increases significantly below inflation.

Buggy Charge

At an Extraordinary General Meeting, in December 2004, the Club agreed to embark on an experiment to hire buggies from SGQL for a much reduced cost (€15 per round, at the time a 50% discount to the 'national member' rate), guaranteeing a minimum number of buggy hires, and making payment of the entire contract amount in advance. This arrangement has been to the benefit of both parties, and, if anecdotal evidence is anything to go by, much envied by golfers in other clubs around the Algarve.

However, a buggy hire rate that can only be adjusted by inflation will not necessarily align with the underlying costs. I am certain that those of us with memories that stretch back to 2005 will recall that the buggy that we use today, with GPS maps, ball and club washers, and ice boxes filled with bottled water, is a far cry from the early electric models that were initially available for hire. These improvements cost money. To take just one item, the GPS system is costed as an extra €2.46 per buggy round.

The Board has been in negotiation with SGQL regarding the ongoing cost of buggies and has agreed to an immediate increase of the buggy rate to €23 per round, with the proviso that this may only be increased by inflation over the next 5 years. In addition, any buggies reserved but not used will, in future, be invoiced at a 50% discount instead of at the full rate as in the original contract. Finally, the minimum annual commitment will be reduced from 9180 buggy rounds to 8500 rounds.

The Board is aware that there are members who make more use of the buggies than others, but equally understands that the provision of buggies is an important resource to many of our members (as is the provision of powered trollies). Over 80% of rounds within members' times are made on a buggy so it is vital that the Board does its best to provide for this in a cost effective way. Even after the changes stated above, which will increase the annual cost per adult member by approximately €50, the cost per round remains at a 50% discount to the current 'national member' rate.

Competitions

2017 has been a great year for our golf competitions with more members participating and a continued good atmosphere of honest competition and enduring friendship. My thanks to our Captains during 2017 – firstly Terry Williams and Marianne Jespersen who steered us through the first three months of the year, and thereafter, Rod Sumner and Jane Gardner who have managed the lion's share of their duties since April, ably supported by the Vice Captains Diana Mucklow and Brian Murphy. My congratulations to Paul Chase Gardener and Jane Gardner, our Club Champions, as well as to Iain Clark and Gloria Hafemann, winners of Gala Week.

The Club has played matches against a number of visiting teams both here in Quinta do Lago and away from home. The Ladies have enjoyed home and away matches against Vila Sol and the Lady Captain's home club, Malone, in Northern Ireland. Also from Northern Ireland, the Past Captains of Donaghadee were welcomed in May, and in November we played a two day match against Chigwell Golf Club from Essex. The Captain's match was against the Royal British Club, and having entertained them here in May, we played both them and Belas Country Club on a short tour to Lisbon in the Autumn. That tour was so successful that the Board, together with the incoming Captains, have resolved, in future, to try and arrange more matches with Clubs from around Portugal.

Our major involvement in local competitive golf is the Algarve Interclub League, a competition that incorporates 20 clubs in 3 divisions. Having been the solitary Club that remained in Division 2 from 2016, the team, expertly managed by Peter Beale, surpassed their previous achievements by winning Division 2 and gaining promotion to the top level. We wish them well in their endeavours for 2018.

Finally I would like to thank our club sponsors, Dunas Lifestyle, Blevins Franks, Lazer, PremierFX and Quinta do Lago S.A. who have, once again donated so generously to enhance our competition schedule. The sponsorship programme will continue, and I am delighted that they have all agreed their support throughout 2018.

House

The social side of the Club has always been important, and I am happy to report on the very good work that Terry Williams and the House Committee have done in this regard. Other excellent initiatives such as the Indian evening, the wine tasting evening and the mystery dinners have expanded our range of social events to the extent that the Club now publishes a separate calendar of social activities on the members' website.

Integral to many of our social gatherings is the work of our franchisee, who, in addition to running the daily bar service, caters for many of our major events. Over the course of last year the Board closely examined various aspects of our current service, and agreed that it is broadly in line with what the majority of members expect and will support. We do not set out to compare ourselves with other Clubs with regard to our menu range or our opening times, but to cater for a happy medium. We count ourselves lucky that we have such loyal and friendly catering staff in Rosa Silva and her team. We will continue to listen and monitor the service, so that it meets with the requirements of the majority.

Membership

Demand for membership has been buoyant over 2017, and we sold all the allocated 23 term titles by the middle of August. For 2018, we have an agreement with SGQL to sell a further 15 titles and thereafter, they will be sold on a case by case basis to keep total certificate numbers under 400. We also agreed to a small increase in the cost of the term title from €20,000 to €21,000.

We have asked Quinta do Lago S.A. to consider a small change to certificate transfer rights. If agreed this would enable all certificate holders of perpetual titles, in addition to their current rights, to transfer their title, free of any charge, to their son or daughter. This would not only ease the transfer of internal titles in certain circumstances, but would also give outside title holders another option other than to transfer to their spouse or to place on the waiting list. We hope this will be agreed with SGQL over the course of this year.

State of the Courses and Usage

We are fortunate, at Quinta do Lago, that we can report on golf courses in excellent condition. The North Course gets better year by year, and certainly the investment in new tees for the Ladies, as well as the widening of the tees on Holes 1 and 14 have been significant improvements. Whereas the Ladies 'red' course was shorter than was usual at Quinta, the new 'silver' and 'green' tee layout offers something for everyone. On the South Course investment continues with extensive works to the green surrounds. By Easter eleven of the eighteen greens will have been renovated, leaving the last seven until next winter. There is inevitably a degree of disruption while this work is done, but once the grass starts growing over the Spring, the benefits will be more evident.

I would like to thank Tony Brown for his dutiful work as the director charged with liaison between the Club and SGQL regarding the course. He has regular meetings with the Golf Director and the Course Superintendent of SGQL, putting across the Club's concerns regarding various aspects of play. We must in turn thank SGQL for their readiness to listen to the Club and, in many instances, act on our recommendations.

As total membership numbers increased by 4.3%, so the number of rounds played by members and guests within members times increased by over 7%. However, we still only use 51% of our allotted times, a small increase from previous years, but well down on the 68% of start times we used in 2000 when we last had an equivalent amount of active certificates. This information is pertinent when we come to consider the current limit on certificates determined by the contractual obligation for 30 minutes of extra members' times as soon as certificate numbers increase beyond 400.

Committees and Boards

As our new system of rotation comes into practice, at the AGM we unfortunately lose both Rod Sumner and Brian Murphy as Directors. Rod, in addition to his duties as Captain this year, has overseen our financial well being as Treasurer since 2014. Brian, who will return to the Board as the incoming Captain, has also fulfilled the duties as Communications Director this year. I thank them both for their contributions to the Board.

I would also like to thank Barry Bennett and his fellow members of the Fiscal Board for their diligent work on behalf of members. In addition to their supervision of the accounts presented here, they have scrutinised the management accounts at each quarter end and reported to the Board on their findings.

The work of the Assembly Board is generally compressed into a few short weeks, starting 60 days out from the Annual General Meeting, the smooth running of which is left in their capable hands. I thank Peter Heel and his team for their efforts. There will soon be changes required on that Board as Peter has been selected as the Vice Captain for the coming year, for which I congratulate him, as I do Jane Beale on her selection as Lady Vice Captain.

Many others actively engage with the Club, whether serving on committees, organising social events such as Bridge and Whist evenings, helping with the Club Christmas decorations, organising the library or manning half way houses on National days. We need this involvement in order that the Club can be dynamic and thrive. Last year, at the Annual Dinner, Denise and Eric Grayson were both awarded gold medals by the Portuguese Golf Federation for their work in establishing the EGA handicap system in Portugal. Since 2014, Denise has also chaired our handicap committee, for which she has all our thanks. We will miss her expertise and diligence when she retires at the Annual General Meeting, but I am delighted that another willing volunteer from our excellent and knowledgeable membership has agreed to take on this position.

In conclusion a thank you to Mark, Fina and Andrei for their efforts throughout the year and to you the Members who make this one of the best clubs and ensure its continued success, high standards and vibrancy.

Frank Prust
Chairman
February 2018

| Income & Expenditure Account | | | All Figures Euros | | |
|------------------------------------|-------|-------------------------------------|-------------------|------------------|------------------|
| | Notes | | 2017 | | 2016 |
| Members subscriptions current year | | 1.532.755 | | 1.463.003 | |
| Members subscriptions prior years | | 17.277 | | 3.226 | |
| Lockers | | 7.000 | | 4.110 | |
| Surplus \ (deficit) retail sales | | 27 | | 1.036 | |
| Charges on late subscriptions | | 5.598 | | 2.789 | |
| Financial items | 1 | 359 | | 392 | |
| Club competitions & events | 2 | 130 | | 2.138 | |
| Other income | | 2.460 | | 3.964 | |
| | | TOTAL INCOME | | 1.565.606 | 1.480.658 |
| Current year green fee payments | | 1.062.107 | | 1.010.995 | |
| Prior year green fee payments | | 11.382 | | 1.890 | |
| Buggy hire charge | 3 | 179.628 | | 167.531 | |
| Interest on late payments | | 3.172 | | 1.196 | |
| | | TOTAL PAYMENTS TO SGQL | | 1.256.289 | 1.181.612 |
| | | NET INCOME | | 309.317 | 299.046 |
| Staff costs | 4 | 160.914 | | 159.553 | |
| Office running costs | 5 | 96.689 | | 80.967 | |
| Professional fees & expenses | 6 | 9.106 | | 15.261 | |
| | | | | 266.709 | 255.781 |
| Depreciation | 14 | 17.988 | | 17.398 | |
| (Gain)\loss on disposal of assets | | 0 | | 0 | |
| Extraordinary items | 7 | 7.240 | | (4) | |
| | | | | 25.228 | 17.394 |
| | | TOTAL CLUB EXPENDITURE | | 291.937 | 273.175 |
| | | SURPLUS \ (DEFICIT) FOR YEAR | | 17.380 | 25.871 |
| Transfer to sinking fund | | | | 7.664 | 7.315 |
| | | TRANSFER TO MEMBERS' FUNDS | | 9.716 | 18.556 |

| Balance Sheet (at year end) | | All Figures Euros | | | |
|-----------------------------------|-------|-----------------------------|--------|----------------|----------------|
| | Notes | | 2017 | | 2016 |
| Fixed Assets | 14 | | 38.387 | | 44.294 |
| Stocks | 8 | 19.363 | | 18.724 | |
| Deferred Expense & Accrued Income | | 10.841 | | 10.382 | |
| Debtors | 9 | 393.834 | | 6.134 | |
| Bank balances | 10 | 352.376 | | 760.058 | |
| Cash | | 209 | | 158 | |
| | | CURRENT ASSETS | | 776.623 | 795.456 |
| Members Accounts | | 455.426 | | 480.885 | |
| Creditors | 11 | 16.884 | | 15.910 | |
| Accrued expenses & provisions | 12 | 22.460 | | 30.370 | |
| Sinking Fund Provision | 13 | 19.192 | | 21.253 | |
| | | CURRENT LIABILITIES | | 513.962 | 548.418 |
| | | NET CURRENT ASSETS | | 262.661 | 247.038 |
| | | NET ASSETS | | 301.048 | 291.332 |
| Members' funds prior year end | | 291.332 | | 272.776 | |
| Transfer from Income Statement | | 9.716 | | 18.556 | |
| | | TOTAL MEMBER'S FUNDS | | 301.048 | 291.332 |

Frank Prust - Chairman

Rod Sumner - Treasurer

Notes to accounts

| Note 1 - Surplus\deficit) on financial items | 2017 | 2016 |
|--|-------|-------|
| Exchange gains\losses) on foreign currency conversions | (120) | (499) |
| Bank charges | (254) | (422) |
| Compensation for bank charges | 390 | 780 |
| Investment income and bank interest | 343 | 533 |
| | 359 | 392 |

| Note 2 - Surplus\deficit) on club competitions and events | 2017 | 2016 |
|---|-------|-------|
| Captain's bar | (448) | 2091 |
| Weekly competitions | 133 | 346 |
| Club competitions | (325) | 64 |
| National days | 0 | 0 |
| Interclub fixtures | (101) | (819) |
| Gala week | 871 | 456 |
| | 130 | 2.138 |

| Note 3 . Buggy hire charge | 2017 | 2016 |
|---|---------|---------|
| Charge for year | 179.628 | 167.513 |
| Number of adult members | 556 | 533 |
| Charge per adult member | 323.07 | 314.28 |
| Charge per buggy for 18 holes | 18.30 | 18.24 |
| Total number of rounds charged | 9.815 | 9.180 |
| Total number of rounds used and\or reserved | 9.815 | 9.026 |

| Note 4 - Staff costs | 2017 | 2016 |
|---|---------|---------|
| Staff remuneration | 154.630 | 153.761 |
| Employee accident insurance | 2.908 | 2.659 |
| Staff medical insurance | 3.187 | 2.903 |
| Other staff expenses & outside labour costs | 189 | 230 |
| | 160.914 | 159.553 |

| Note 5 - Office and clubhouse running costs | 2017 | 2016 |
|---|--------|--------|
| Cleaning | 32.515 | 30.860 |
| Printing and stationery | 3.186 | 2.997 |
| Communication costs | 3.074 | 2.990 |
| Advertising and marketing | 757 | 763 |
| Insurance | 4.370 | 5.198 |
| Office equipment | 4.923 | 5.331 |
| Maintenance, decoration and fittings | 16.176 | 11.486 |
| Gas, water and electricity | 21.538 | 11.201 |
| Food and drink | 1.886 | 4.098 |
| Miscellaneous | 8.264 | 6.043 |
| | 96.689 | 80.967 |

| Note 6 . Professional fees and expenses | 2017 | 2016 |
|---|-------|--------|
| Lawyers' fees | 0 | 7.811 |
| Accountants' fees | 7.393 | 7.450 |
| Other professional fees | 1.713 | 0 |
| | 9.106 | 15.261 |

Notes to accounts

| Note 7 - Extraordinary expenses\income) | 2017 | 2016 |
|---|---------|---------|
| Prior year income | (5.096) | (2.021) |
| Prior Year Expense | 1.086 | 2.017 |
| Building Improvements | 11.250 | 0 |
| | 7.240 | (4) |

| Note 8 - Stocks | 2017 | 2016 |
|---------------------------------------|--------|--------|
| Drinks and sundries for Captains' bar | 3.513 | 4.717 |
| Visors and caps | 1.252 | 1.425 |
| Lady Captains' broaches | 2.115 | 2.350 |
| Clothing & Golf Balls | 8.380 | 6.921 |
| Bag tags | 1.871 | 2.034 |
| Magnetic keys and remote controls | 1.463 | 461 |
| Competition prizes | 769 | 816 |
| | 19.363 | 18.724 |

| Note 9 - Debtors | 2017 | 2016 |
|---|---------|-------|
| Sponsorship and advertising | 5.000 | 1.000 |
| Sundry debtors | 0 | 5.134 |
| Advance payments to Soc.de Golfe de Quinta do Lago SA | 388.834 | 0 |
| | 393.834 | 6.134 |

| Note 10 - Bank balances | 2017 | 2016 |
|------------------------------------|---------|---------|
| Current account | 152.376 | 560.058 |
| Financial investments and deposits | 200.000 | 200.000 |
| | 352.376 | 760.058 |

| Note 11 - Creditors | 2017 | 2016 |
|---|--------|--------|
| IRS and social security deductions | 5.653 | 5.692 |
| Portuguese Golf Federation licence fees payable | 3.123 | 1.401 |
| Soc.de Golfe de Quinta do Lago SA | 3.234 | 4.265 |
| Suppliers | 4.874 | 4.552 |
| | 16.884 | 15.910 |

| Note 12 - Accruals and provisions | 2017 | 2016 |
|--|--------|--------|
| Unclaimed prize vouchers | 2.985 | 2.274 |
| Funds collected for charity | 8.368 | 6.115 |
| Accrued expenses and deferred income | 621 | 4.980 |
| Provision for legal settlement | 4.182 | 8.002 |
| Sponsors' fund for weekly competitions | 6.304 | 8.999 |
| | 22.460 | 30.370 |

Notes to accounts

| Note 13 - Movement in Sinking Fund | 2017 | 2016 |
|---|---------|--------|
| Opening balance | 21.253 | 13.938 |
| Replenishment (0.5% of subscription income) | 7.664 | 7.315 |
| Used for building renovation | (7.500) | 0 |
| Used for long term maintenance | (2.225) | 0 |
| | 19.192 | 21.253 |

| Note 14 - Fixed Assets & depreciation charges | Office Equipment | Clubhouse Furniture | Kitchen Equipment | Trolleys & Others | Total |
|---|------------------|---------------------|-------------------|-------------------|---------|
| Historical Cost Value | | | | | |
| At 1st January 2017 | 42.038 | 59.263 | 14.203 | 70.685 | 186.189 |
| Additions | 4.428 | 1.416 | 1.600 | 4.637 | 12.081 |
| Disposals | 1.734 | 0 | 728 | 181 | 2.643 |
| At 31st December 2017 | 44.732 | 60.679 | 15.075 | 75.141 | 195.627 |
| Accumulated Depreciation | | | | | |
| At 1st January 2017 | 34.626 | 44.899 | 13.418 | 48.952 | 141.895 |
| Depreciation charge for year | 3.610 | 5.112 | 571 | 8.695 | 17.988 |
| Disposals | 1.734 | 0 | 728 | 181 | 2.643 |
| At 31st December 2017 | 36.502 | 50.011 | 13.261 | 57.466 | 157.240 |
| Net Asset Value 31st December 2017 | 8.230 | 10.668 | 1.814 | 17.675 | 38.387 |

| Note 15 - Officers of the club in 2017 | Elected or Appointed | End of Mandate | Action at AGM March 2018 |
|--|----------------------|----------------|--------------------------|
| Executive Board | | | |
| Jane Beale (Director) | 03/13 | 03/17 | |
| Tony Brown (Director) | 03/17 | 03/19 | |
| Chris Gardner (Director) | 03/17 | 03/20 | |
| Jane Gardner (Lady Captain) | 03/17 | 03/18 | End of Captaincy |
| Marianne Jespersen (Lady Captain) | 03/16 | 03/17 | |
| Ole Jespersen (Director) | 03/14 | 03/17 | |
| Brian Murphy (Director) | 03/17 | 03/18 | Retires by Rotation |
| David Proctor (Director) | 03/13 | 03/17 | |
| Frank Prust (Director) | 03/17 | 03/20 | |
| Rod Sumner (Director & Captain) | 03/17 | 03/18 | Retires by Rotation (2) |
| Terry Williams (Director) (1) | 03/17 | 03/19 | |
| Assembly Board | | | |
| Malcolm Dodd | 03/13 | 03/17 | |
| David Haigh | 03/17 | 03/20 | |
| Peter Heel | 03/17 | 03/20 | |
| Brian O'Connell | 03/17 | 03/20 | |
| Fiscal Board | | | |
| Barry Bennett | 03/17 | 03/20 | |
| John Cunningham | 03/17 | 03/20 | |
| Robert Pickles | 03/17 | 03/20 | |

(1) Terry Williams was Captain from June 2016 to March 2017. He was elected as a Director for a 2 year mandate in March 2017.

(2) Rod Sumner was ratified as Captain and elected a Director for a one year mandate in March 2017.

Fiscal Board Report

The Fiscal Board have reviewed the Accounts for the year ended 31st December 2017 and in our opinion there are no items that have not been disclosed either in the Accounts or in the Chairman's Report which need to be brought to the attention of the Members.

Any financial issues of concern during the year have been raised with the Executive Board and the Manager and have been satisfactorily resolved.

We would like to thank the Executive Board, Mark Foot the General Manager and Rod Sumner in his capacity as Club Treasurer for their cooperation throughout the year.

Barry Bennett
Chairman - Fiscal Board
28th February 2018

Auditor's Report

Moneris - Serviços de Gestão S.A.
Rua Vale Formosa nº 224, 8135-148 Almancil

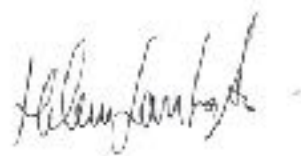
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AUDITOR'S REPORT

We report to the Members of **CGQL - Clube do Golfe da Quinta do Lago**, that we have audited the attached **Balance Sheet** and **Income & Expenditure Account** for the year ended **31st December 2017** (two thousand and seventeen).

In our opinion, such **Balance Sheet** and the **Income & Expenditure Account** are properly drawn up so as to show a true and fair view of the state of the Club's financial situation as at 31st December 2017 (two thousand and seventeen)

Almancil, 27th February 2018



Helena Maria Garcia Santa Ana
Contabilista Certificada nº 16911

Notes:

Total of attached **Balance Sheet** (31st December 2017): EUR 301.048 (three hundred and one thousand and forty eight euros euros)

Surplus on **Income & Expenditure Account**: EUR 9.716 (Nine thousand, seven hundred and sixteen euros)

Five Year Comparisons

| 1.Membership statistics | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|--------|--------|--------|--------|--------|
| Pre March 1995 | 113 | 108 | 104 | 95 | 89 |
| Post March 1995 | 231 | 245 | 263 | 275 | 295 |
| Certificate holders | 344 | 353 | 367 | 370 | 384 |
| Spouse / partners, family & intermediates | 159 | 149 | 157 | 163 | 172 |
| Juniors | 29 | 24 | 21 | 21 | 22 |
| Total other members | 188 | 173 | 178 | 184 | 194 |
| Total members | 532 | 526 | 545 | 554 | 578 |
| Certificate holders to total members (factor) | 1,55 | 1,49 | 1,49 | 1,50 | 1,51 |
| Spouses as a percentage of certificates | 46,22% | 42,24% | 42,78% | 44,05% | 44,79% |
| Juniors as a percentage of certificates | 8,43% | 6,80% | 5,72% | 5,67% | 5,72% |

| 2.Income & Expenditure (EUR'000) | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|-------|-------|-------|-------|-------|
| Income from subscriptions | 1.348 | 1.362 | 1.425 | 1.463 | 1.533 |
| Payments made to SGQL | 1.121 | 1.144 | 1.191 | 1.182 | 1.256 |
| Current expenditure (incl depreciation) | 256 | 257 | 241 | 273 | 285 |
| Surplus\deficit) for the year | (2) | 16 | 49 | 18 | 10 |

| 3. Balance sheet (EUR'000) | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------------------------|------|------|------|------|------|
| Net fixed assets | 70 | 61 | 53 | 44 | 38 |
| Capital expenditure | 14 | 11 | 11 | 9 | 12 |
| Member's funds | 208 | 224 | 273 | 291 | 301 |

| 4. Members' times | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|--------|--------|--------|--------|--------|
| Quinta do Lago South | 5.549 | 5.233 | 5.882 | 5.867 | 6.001 |
| Quinta do Lago North | 5.116 | 1.407 | 5.905 | 5.637 | 5.641 |
| Quinta do Lago Laranjal | 125 | 1.093 | 20 | 51 | 80 |
| Total allocated start times | 10.790 | 7.723 | 11.807 | 11.555 | 11.722 |
| Used times | 5.082 | 4.774 | 5.618 | 5.582 | 5.965 |
| Used times as percentage of allocated times | 47% | 62% | 48% | 48% | 51% |
| Number of members played | 13.131 | 12.792 | 14.547 | 14.202 | 15.446 |
| Number of guests played | 3.443 | 2.930 | 3.760 | 4.105 | 4.262 |

| 5. Buggy hire scheme | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------------------------|---------|---------|---------|---------|---------|
| Buggy hire charge | 166.674 | 167.076 | 166.617 | 167.513 | 179.628 |
| No.of buggies used or reserved | 8.042 | 7.586 | 8.751 | 9.026 | 9.815 |
| Actual rate of buggy hire | 20,73 | 22,02 | 19,03 | 18,56 | 18,30 |