



**Clare Golf and Country Club
Agenda**

- Welcome, introductions, housekeeping notes
- Operations update
- Board initiatives
- Question and Answer period

Operations Update

- **Manager's Report YTD**
 - Operational overview
 - Physical Plant
 - Human Resources and Legal Requirements
 - Food and Beverage
 - Pro Shop
 - YTD Statistics
 - Financials YTD
 - Sales and Marketing

*Sales statistics YTD

Membership and Sales Statistics YTD

| | | | |
|---------------------------|-----|-----------------------|------|
| Adult Memberships | 228 | Green Fees | 1724 |
| Junior Memberships | 93 | Golf Car Rentals | 2398 |
| Associate Memberships | 30 | Pull Cart Rentals | 60 |
| Out of Town Memberships | 12 | Club Rentals | 14 |
| Driving Range Memberships | 61 | Driving Range Buckets | 641 |

Financials YTD

CLARE GOLF & COUNTRY CLUB LIMITED
BUDGET INCOME
2021 YTD as of July 31, 2021

| | Budget Year to date | Actual Year to date | Variance |
|--------------------|------------------------|------------------------|----------|
| Pro Shop Sales | 16,500 | 13,322 | (3,178) |
| Canteen Sales Dry | 32,600 | 50,141 | 17,541 |
| Canteen Sales Wet | 12,100 | 14,563 | 2,463 |
| Total Sales | 61,200 | 78,026 | 16,826 |
| Cost of Sales | 40,600 | 40,823 | 5,123 |
| Gross Profit | 20,600 | 37,203 | 11,603 |
| Total Other income | 299,596 | 331,338 | 31,742 |
| Total Income | 320,196 | 369,540 | 49,344 |
| Expenses | 283,483 | 260,030 | (23,453) |
| NET INCOME | 36,713 | 109,510 | 72,797 |

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- Board initiatives

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- Answer questions raised at the AGM
 - Chase the Ace
 - Grants received
 - Capital additions
 - Tax exempt status

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- Terms of reference for the various committees
 - Match and Handicap
 - Social and Entertainment
 - Publicity Committee
 - Greens Committee
 - Finance Committee
 - Junior Committee
 - Policy Review Committee
 - Ladies Division Committee

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- Conflict of interest policy update
- Restriction of employee participation on Board
- Policy to treat requests for memorials on the course

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- Capital initiatives for 2021
 - Metal roof
 - Golf car fleet (partial replacement)

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- Plans for the balance of 2021
 - Follow up with committees re: TOR
 - Succession planning for key positions
 - Capital needs:
 - Equipment
 - Course improvements and problem areas

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- Fall initiatives
 - Revenue streams
 - Post Chase the Ace
 - Post wage subsidies
 - Food and Beverage
 - Tournaments/groups
 - Evaluation of 2021

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- Questions and answers

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- Thank you

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