

2019 ANNUAL REPORT

Annual General Meeting

February 27, 2020

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|---|----------------|
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2019 TS&M Woodlawn Golf Club Inc. - Board of Directors

President / Director Ashley Gallaway
Vice-President / Director Stephen Kitchen
Secretary / DirectorHolley Odgers
Treasurer / DirectorKim Morrissey
DirectorJeff Carlisle
DirectorBrendon Grube
Director Brian Morrissey
DirectorRob Peloquin
DirectorMark Spencer
Past-President / DirectorJeff Ward

2019 TS&M Woodlawn Golf Club Inc. – Staff

General Manager / Head Golf Professional - Amanda Minchin

Superintendent - Bob Currie

Food & Beverage Manager – Tracey Tuchscherer

Administrator / Finance Manager – Alanah Wollner

Member's Code of Conduct

Purpose

The intention of this policy is to establish clear and behavioral expectations for TS&M Woodlawn Golf Club Members and Guests. It is not intended to restrict the rights of anyone but rather to ensure that all Members, Employees and Guests are treated with respect while enjoying TS&M Woodlawn Golf Club Facilities. Any person using our Facilities agrees to be bound by this Code of Conduct.

Objectives

The objective of this policy is to ensure an environment that is free from discrimination, harassment, abuse and violence for Members, Employees and Guests of the Club. The Club's goal is an environment where everyone is treated with dignity and respect.

Conduct

All Members and Guests shall:

- Conduct themselves in a sportsmanlike manner.
- Respect the rights of all other Members, Employees and Guests.
- Not engage in any form of sexual, racial, religious or other harassment.
- Respect the golf course, carts and facilities.
- Not approach other Members, Employees and Guests with abusive or threatening conduct.

Violations

The Board of Directors and the Management of the Club has the authority, as set out in the Club Bylaws, to enforce this Code of Conduct Policy against any Members who are in violation. This may include suspension of rights and privileges of the offending Member and/or expulsion from the Club.

Board of Directors Code of Conduct

1. This Code of Conduct shall be endorsed at the first Board Meeting following each Annual General Meeting. A Code of Conduct for the Members of the Board of Directors provides ethical guidelines to which Board Members shall adhere in the performance of their duties.
2. A Director must act honestly, in good faith and in the best interests of the TS&M Woodlawn Golf Club.
3. Decision making and attitudes of the Board of Directors should be guided by equal opportunity principles.
4. The Board Members shall fulfil their responsibilities with integrity and within the Club Bylaws and operate in a manner which promotes confidence from the Membership and public in its deliberations. Adherence to the Code of Conduct will allow Directors to pursue their governance mandate and foster harmonious relations between Members, Employees and Guests.
5. Directors shall attend and actively participate in Board Meetings, including voting on motions and recommending policy in the best interests of TS&M Woodlawn Golf Club.
6. Directors shall always conduct TS&M Woodlawn Golf Club business in a manner that does not conflict with the public interest and shall treat individuals with dignity and respect.
7. Directors shall not purport to speak on behalf of the Board of Directors unless they have the authority to do so.
8. Directors are expected to support in public, Board decisions and Members, Employees and Guests. This in no way inhibits a Director's right to debate policy or differing views of individual Directors at Board Meetings.
9. Directors shall recognize in principle Boardroom confidentiality.
10. Directors shall not demonstrate abuse of authority nor shall they abuse their position to obtain advantage for themselves, their family members or close associates.
11. Directors shall exercise reasonable care in all matters under consideration.
12. Directors shall refrain from engaging in conduct that would discredit and/or compromise the integrity of TS&M Woodlawn Golf Club including; Neglect of duty; Deceit; Breach of confidence; Corrupt practices; Unlawful or unnecessary breaches of authority.
13. Directors must serve loyally, without self-interest and free from conflicts of interest.
14. Directors must declare any conflict of interest with respect to their fiduciary responsibilities.
15. A breach of the Code of Conduct shall be reported to the Board of Directors and the Investigation Committee which consists of the President, Vice President and Past President. The Investigation Committee shall provide a written report to the Board of Directions.
16. The Board of Directors and the Management of the Club has the authority, as set out in the Club Bylaws, to enforce this Code of Conduct Policy against any Members who are in violation. This may include suspension of rights and privileges of the offending Member and/or expulsion from the Club.

AGENDA
ANNUAL GENERAL MEETING
ESTEVAN WOODLAWN GOLF CLUB INC.
7:30 P.M. Thursday, February 27, 2020
TS&M Woodlawn Golf Club - Clubhouse

Attendance:

- 1. Call the Meeting to Order**
- 2. Adoption of the Agenda**
- 3. Review/Adoption past AGM Minutes**
- 4. Business Arising from the Minutes**
- 5. Reports** (*written reports submitted*)

- 1) President** – Ashley Gallaway
- 2) General Manager** – Amanda Minchin
- 3) Superintendent** – Bob Currie
- 4) Head Professional & Junior Golf** - Amanda Minchin
- 5) Food & Beverage** – Tracey Tuchscherer
- 6) Treasurer** – Kim Morrissey
- 7) Insurance Claim Summary**
- 8) 2019 MNP Financial Statement**
- 9) 2020 Budget / Proposed Rate**

6. Appointment of Auditor

7. New Business

1. Budgets

- a. **2020 Proposed Operating Budget** (See attached 2020 Budget)
- b. **2020 Membership Fees** (See attached 2020 Membership Fees proposal)

8. Elections

2020 Board of Directors Election for a Two (2) Year Term – Four (4) positions

Nominees for re-election:

Rob Peloquin
Mark Spencer

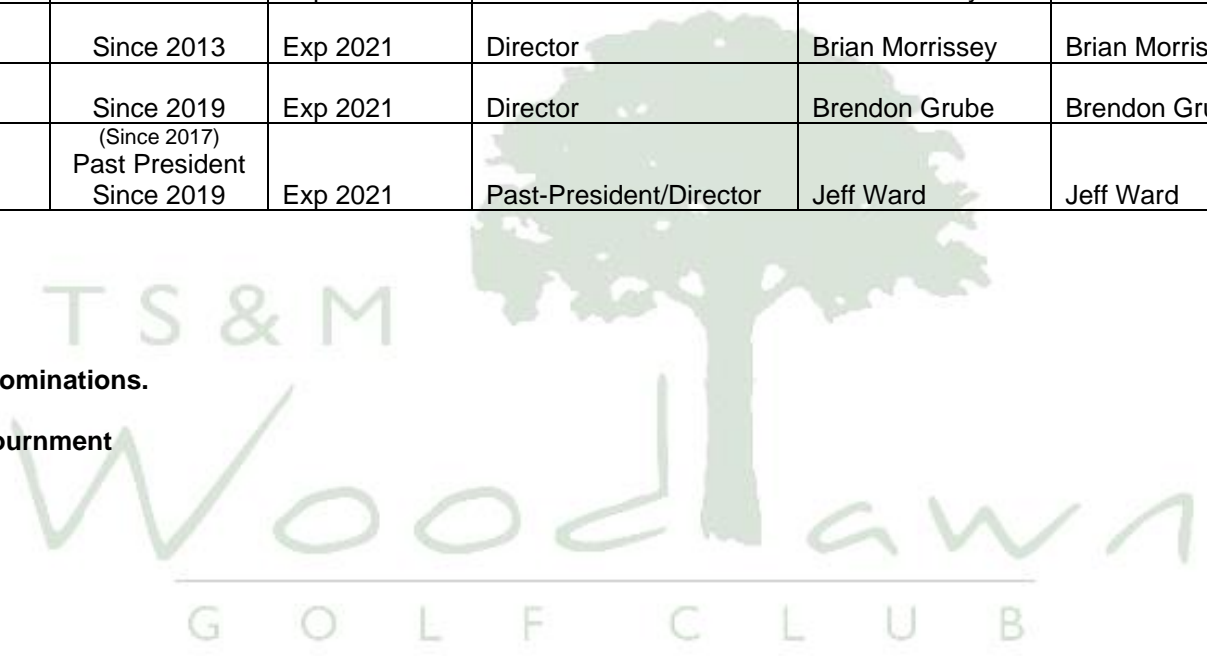
Nominees for election:

Brennan Fisk

| Length of term | In Position | End of term | Position | Currently | Nominee |
|----------------|--|-----------------|-------------------------|----------------------|----------------------|
| 2 yr | Since 2018 | Exp 2020 | Director | Rob Peloquin | Rob Peloquin |
| 2 yr | Since 2018 | Exp 2020 | Director | Mark Spencer | Mark Spencer |
| 2 yr | Since 2015 | Exp 2020 | Director | Jeff Carlisle | Stepping down |
| 2 yr | (Since 2015) President Since 2019 | Exp 2021 | President/Director | Ashley Gallaway | Ashley Gallaway |
| 2 yr | (Since 2015) Vice-President Since 2019 | Exp 2021 | Vice-President/Director | Steven Kitchen | Steven Kitchen |
| 2 yr | Since 2019 | Exp 2021 | Secretary/Director | Holley Odgers | Holley Odgers |
| 2 yr | Since 2019 | Exp 2021 | Treasurer/Director | Kim Morrissey | Kim Morrissey |
| 2 yr | Since 2013 | Exp 2021 | Director | Brian Morrissey | Brian Morrissey |
| 2 yr | Since 2019 | Exp 2021 | Director | Brendon Grube | Brendon Grube |
| 2 yr | (Since 2017) Past President Since 2019 | Exp 2021 | Past-President/Director | Jeff Ward | Jeff Ward |

Call for nominations.

9. Adjournment



MINUTES
2018 ANNUAL GENERAL MEETING
ESTEVAN WOODLAWN GOLF CLUB INC.
7:30 P.M. Tuesday, February 26, 2019
TS&M Woodlawn Golf Club - Clubhouse

Attendance: Jeff Ward, Amanda Minchin, Ashley Gallaway, Beverly Senchuk, Greg Hoffort, Alanah Wollner, Jeff Carlisle, Sam Main, Jim Ehrmantraut, Bryan Dew, Ryan Siever, Ward Tuttle, Stephen Kitchen, Dawn Ramstead, Keith Ramstead, Brian Morrissey, Kim Morrissey, Rob Peloquin, Bob Carrie, Tracey Tuchscherer, Laurel Pachiorka, Daryl Donovan, Mehgan Betnar, Morgan Burden, Edward Demas, Al Batters, Dale Fox, Brendon Grube, Anthony Melle, Bill Fonstad, Michelle Erdman

10. Call the Meeting to Order:

President Jeff Ward called the meeting to order at 7:30 pm and welcomed those in attendance.

11. Adoption of the Agenda

MOTION: Morgan Burden / Sam Main to adopt the Agenda as presented. CARRIED.

12. Review/Adoption Past Minutes

MOTION: Ashley Gallaway/Rob Peloquin to accept the Minutes as presented. CARRIED.

13. Business Arising from the Minutes

There was no business arising from the minutes

14. Reports (*written reports submitted*)

- 10) **President** – Jeff Ward
- 11) **General Manager** – Amanda Minchin
- 12) **Superintendent** – Bob Currie
- 13) **Head Professional & Junior Golf** - Amanda Minchin
- 14) **Junior Golf Income & Expense Statement** – Amanda Minchin
- 15) **Food & Beverage** – Tracey Tuchscherer
- 16) **Treasurer** – Ashley Gallaway
- 17) **2018 Siever, Vermeersch & Erdman Financial Statement** – presented by Michelle Erdman

MOTION: Laurel Pachiorka / Rob Peloquin to accept the Reports / Financial Statements as presented. CARRIED.

15. Appointment of Auditor

MOTION: Ashley Gallaway / Brian Morrissey to send out tender to perform 2019 Financial Review. CARRIED.

16. New Business

2. Budgets

- a. **2019 Proposed Operating Budget** (See attached 2019 Budget)
- b. **2019 Membership Fees** (See attached 2019 Membership Fees proposal)

MOTION: Morgan Burden / Bill Fonstad to accept the Budget and Fees as presented. CARRIED.

2019 Board of Directors Election for a Two (2) Year Term - Five (5) positions

17. Elections

Nominees for re-election:

Ashley Gallaway
Brian Morrissey

Nominees for election:

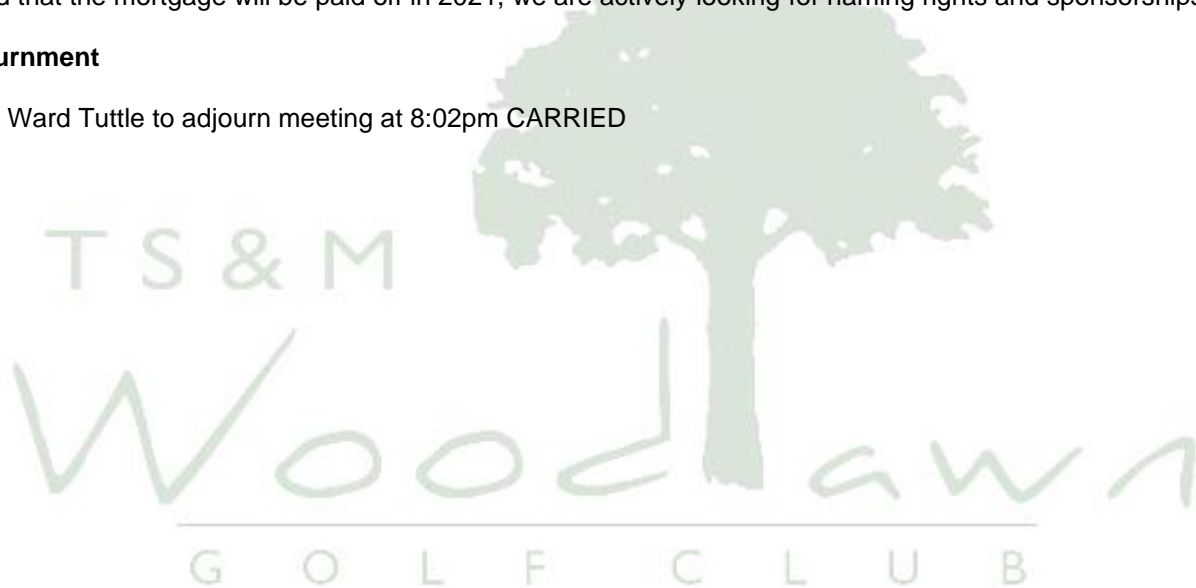
Holley Odgers
Brendon Grube
Keith Walton
Kim Morrissey

MOTION: Jim Ehrmantraut / Jeff Ward all nominees as present be elected CARRIED

Bill Fonstad asked when TS&M naming rights are expiring. The naming rights will be expiring 2021, Ashley also mentioned that the mortgage will be paid off in 2021, we are actively looking for naming rights and sponsorships.

18. Adjournment

MOTION: Ward Tuttle to adjourn meeting at 8:02pm CARRIED



2019 Estevan Woodlawn Golf Club Inc. Annual General Meeting Reports

President's Report – Ashley Gallaway

Welcome to the 2020 TS&M Woodlawn Golf Club AGM. I am pleased to submit my annual report for the 2019 golf season.

2019 was perhaps the best year at Woodlawn yet. The course was in phenomenal shape throughout the playing season and our facility and staff was kept very busy with many tournaments, weddings and other events. This is a testament to the great facility we have here.

On behalf of the board I would like to thank our management team, Bob, Amanda, Tracey and Alanah for all the hard work and the excellent job you have done this past year. A special thanks to Alanah who came on board this year and was always willing to help wherever she could, as she learned the ins and outs of our business. Major improvements to the course this year was to lay reclaimed asphalt in the parking lot and to patch the cart paths as needed. We hope this will add to the beauty of and atmosphere of our course, as well as keep dust down. Thank you to the City of Estevan for the donation of these materials. We also replaced the roof in the fall after it had been damaged by hail the previous summer. This was covered by insurance proceeds. Bob and his team continue to work on drainage, especially on hole 5, and other smaller projects around the course.

I would like to thank the Board of Directors for volunteering their time and for all their efforts throughout the year. The various perspectives and leadership you all provide is invaluable, as we continue to make decisions on behalf of the members in our quest to continually improve. I would like to encourage all our members to get involved. We are starting some specific committees to gather ideas and to make suggestions on how we can develop certain areas. We have had one meeting to discuss Junior golf initiatives and we will be establishing a committee to provide feedback regarding club events. We are always striving to improve, and your feedback and ideas are greatly appreciated.

I would also like to thank Jeff Carlisle whose board term has concluded. Thank you for your dedication and commitment over the past number of years. Your perspective and contributions will be missed at our meetings.

Although 2019 was a great year, I'm very excited for 2020 as we will be celebrating our 75th anniversary. I know we have some exciting events planned and it is sure to be a very successful year.

Sincerely,

Ashley Gallaway

President

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General Manager Report – Amanda Minchin

A message from your General Manager

I would like to thank everyone who made our 2019 season enjoyable and successful. Thank you to our membership, sponsors, customers and Board of Directors. Your support of TS&M Woodlawn Golf Club is ensuring the future of our facility for years to come.

I would also like to say a big thank you to the 2019 Management Team; Bob Currie, Tracey Tuchscherer and Alanah Wollner. Your commitment to Woodlawn is evident in the hard work you do day in and day out. As well, thank you to our entire staff in the Golf Shop, Food & Beverage and Maintenance.

I am looking forward to the 2020 Season as we continue to work towards our strategic plans and long-term goals. We have made a commitment to provide a ‘Premiere Golf and Social experience, through quality products, programs, facilities and services, for our membership and the community as a whole’. This vision is what drives us and helps us to set goals for TS&M Woodlawn Golf Club.

This 2019 season included the building and dedication of our Memorial Wall which we unveiled in late fall. We also finished our insurance claim from the destructive hailstorm in June 2018. Through our claim, we added a metal roof to our clubhouse which has dramatically updated the look of our already beautiful facility. We received a generous donation from the City of Estevan of recycled asphalt that we used in the main parking lot and will also use to touch up spots on our cart paths to keep dust down. We had a big year of private events hosting five weddings, numerous Christmas, birthday and anniversary parties. The popularity of our clubhouse facilities is steadily growing and is a huge part of our overall success. Our course continues to improve every year in terms of playability and overall condition. Our entire Management and Staff are committed to becoming better every year.

As always, if you have any questions please do not hesitate to contact me.

Stay warm and see you soon.



Amanda Minchin

General Manager & Head Professional

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Superintendent Report – Bobbie Currie

The 2019 2020 winter has been kind to the grass so far. We have had some snow cover for most of the cold weather which is good. There have been some melting days and some rain, but it has not resulted in significant ice. I was out looking around on February 5th and noticed a few small spots where the snow melted and its green under there. Hopefully spring is kind to us as that is the time the grass is most susceptible to damage.

Late last fall I worked on drainage for number 5 fairway. When you get back out there you will notice I made the ditch going from 5 to 6 deeper. This will speed up the flow of water through the culverts under number 5 fairway. This should help to dry things out after rain events. We then took the material from that ditch over to the rough on the right side of number 5 and piled it up it is messy right now but will become a mound complex that will force the water to go to the drains instead of over the fairway. It should also stop the silt from covering the turf. 5 fair way should return to normal this year. This may cause some issue in the ditch on 6 but I will install some silt fence to minimize the silt problems.

Looking forward to the 2020 season I am expecting we can continue to provide a great product. We started looking at drainage issues in some of our bunkers. The fall led to some discoveries that we will repair in the spring. On the thought of bunkers, I know we have some inconsistencies in bunker playability so I will explain what is happening. You may notice that the front bunker on 8 is always a bit softer than most while the little bunker on the back right of 11 is quite firm (there are other examples, but I will use these two for the explanation. The sand was installed in both within one year. Number 8 has never washed out so there is very little silt contamination. That is how all our sand played originally. On 11 the drain plugged at some point and the grading has allowed too much water to come in washing down the sand and silt contaminating it. This problem has compounded over many rainstorms, so I guess what I am trying to say is the inconsistency will keep getting worse until we clean them out and replace the sand. The problem with this is unless you do them all at once you will have inconsistencies. The moisture content also plays a part so depending on the orientation and wind direction they will all be slightly different. I am investigating products to help with this, but currently they are too costly.

This year we plan to keep green speeds close to what they were last year. I felt we were able to be more consistent than years past.

The tee boxes will receive a bit more nutrient as I think we could have a little better turf there. We will also do a heavy topdressing as we attempt to level some spots. We may also core aerate some small high spots to bring them down.

The parking lot will get some more retaining wall curbing to enhance the appeal as you enter.

I plan to upgrade the lights in the cart sheds to led as the give more light and use less power.

We will continue to plant trees. We will most likely add more Scotts Pine to give us more diversity and color.

I'm Looking forward to seeing you all again for another great season at Woodlawn.

Thanks,

Bobbie Currie; AGS

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2019 Head Professional Report - Amanda Minchin

Highlights

Club Champions

Men - Nolan Rohatyn
Ladies' - Roxanne Willerth
Sr Men - Scott Blackstock
Sr Ladies' - Lori Krupka

Junior Club Championship

Junior Boys Overall - Hudson Chernoff
Junior Boys 14+under - Koen Turner

Holley/Hawkes Champions - Scott Blackstock & Brent Hoffos

Thank you to Power Tech Industries for your continued sponsorship of our popular couples' tournament

2ball Alternate Shot Tourney - Tenille & Brad Wilhelm

Thank you to FrameTech for your sponsorship of our August Classic

August Classic Men Kade Johnson
August Classic Ladies' Paige Wheeler
August Classic Senior Men Ron Rittaler

Price Property Management Horse Race - Nolan Rohatyn

Golf Saskatchewan Participants

Amateur Men, Saskatoon G&CC - Jace Carlisle, T64

Senior Men, Royal Regina GC - Pat Murphy, T55

Junior Men, Nipawin GC - Jace Carlisle, 1st - Chase Gedak, 6th - Jayden Dudas, T9 - Logan Chernoff, 29th - Hudson Chernoff, 33rd - Ryan Chernoff (Bantam Boys) 8th

Mixed Team, Golf Kenosee - Meghan Betnar and Daryl Donovan, T3rd

BIG THANK YOU to our sponsors who make our Men's and Ladies' Nights possible, as well as our club events! Also, THANK YOU to our volunteers who helped with the Maple Leaf Junior Tour Event in May.

Our Golf Shop continues to strive! The Golf Shop is completely owned by the course/membership. Our goal is to always deliver the best product and service to everyone who come thru the shop. We have expanded our product and brand lines in the last few years. We are not able to stock every company out there BUT we are able to order in almost any product or brand you choose!

We continue to work towards the best in class in club fitting and custom orders. With the latest technology and education, I am staying abreast of the trends and standards to ensure that we can always deliver the best club fitting experience!

Thank you to the entire Golf Shop and Back Shop Team for their hard work in 2019. We are working towards the coming golf season and I am looking forward to setting new standards for our members and patrons!

Junior Golf Highlights

- Spring Junior Lessons were held in May – 128 juniors took part in the lessons.
- Wednesday Junior Summer Days saw an increase in participation. We held 8 weeks of Junior Golf. The kids enjoyed golf, lunch and prizes! This continues to be a very popular program and we have seen steady growth in the number of juniors who participate in this program. Thank you to Eldon Rondeau for your continuous work with the kids as well as Kent Pachal.
- We added a Tiny Linksters lesson on Wednesday mornings for our younger golfers who are not quite ready to play 9 holes on their own. This turned out to be a very popular program for ages 3-6 and we will work on building this program for 2020.
- We hosted a Maple Leaf Junior Tour Event in May. This is the main tour for competitive juniors in Saskatchewan as well as the entire country. Thank you to all of our volunteers who helped make this weekend a success!
- We took 6 juniors to the PGA of Saskatchewan Junior Pro Am in Swift Current, Elmwood Golf Club
- Jace Carlisle claimed his first Saskatchewan Junior Men's Title at the Nipawin Golf Club
- Chase Gedak and Jace Carlisle competed in the Canadian Junior Men's Championship in August in Hartland, NB.
- Chase Gedak claimed a gold medal at the Saskatchewan High School Athletics Provincial Championship in September, which we hosted. Jayden Dudas was the silver medalist. Gedak, along Dudas were also part of Team South East that won Gold in the Team Competition. Ryan Chernoff and Drew Fenwick also competed and finished in the top 30.
- The 36th Annual Parent-Child Tourney was, again, another success! We had over 50 teams of adults/juniors play in the yearly alternate shot format. Thank you to Eldon and Rick Rohatyn for keeping this tradition alive!
- Jace Carlisle is competing in his 1st year of NCAA Div II golf with Lake Superior State University. Chase Gedak has signed a national letter of intent to attend the University of Arkansas – Monticello.

Amanda Minchin

PGA of Canada
General Manager & Head Professional
TS&M Woodlawn Golf Club

Food and Beverage Report- Tracey Tuchscherer

2019 Season was another successful year for the food and beverage team. We continue to strive to provide great customer service and to host more events. We continue to have great feedback from our members, our members are happy with the consistency of our food- our food has never looked or tasted better. We continued to run Dailey lunch specials that continue to be a great, we have noticed that posting our daily lunch specials for the whole month in the restrooms was well received. Customers made the comment that they have to come for lunch a certain days/day because a special caught their eye. We also have companies placing big orders for pick up. We continued to deliver food out to the mines once a week as well as the City comes in every Friday for lunch there is 10 of the employees that come in. I want to personally thank all the campers that continuously support us either ordering take out or coming in to have breakfast this has a huge increase from last year. I will continue handing out our menu to all campers 😊

We continued our Mother's Day brunch this year and continue to be pleased with the amazing turn out. I feel it is a very important day in our community and in our family lives, so we want to make sure our members can bring their loved ones in and enjoy this special day with us. The kids sure love handing out a flower to there Moms we will continue this for years to come.

Friday of our Men's OTS in June revenue was up from last year, we had great weather and no power outage this year. And were ready to get back in its Saturday morning. We heard great compliments about the day. It was very nice to hear especially when those busy, overwhelming long days can get the best of you some days.

Tuesday Nights are continuing to excel from previous years. We will continue with the same format as we did last year with the meal this went very smooth, and the ladies were happy with the more efficient services. We will continue this way next year.

Men's night continues to be a great revenue night for us and went very smooth this year with the amount of new staff we had, the first couple men's nights are always a bit of a struggle for everyone until we all get back into the routine. I believe next year will run more smoothly at the beginning we have Tanya, Carla, Shay, Stacey, Melissa, Jenae coming back for servers so will only have to hire 4 more. I will be looking to hire 2 more cooks for the kitchen. I am hiring more girls then I have in the past, this is because we are going to be trying something different with our beer carts, In our busy months beer cart will be out every day from 11-7 other then tournaments it will be out earlier. I think this will ensure our members see the beer cart regularly.

We are continuing our special relationship with the Estevan Nursing home I we continued taking them for golf cart tours and then in the clubhouse to enjoy visiting and a meal. They sure love there Dino nuggets 😊. We Hosted the nursing homes Christmas party again with a lot of music, laughing, and we can't forget about the dancing. This is growing compared to last year this year we had 118 guests join us for the great night. We will be continuing this great relationship next year and years to come.

Our Wedding package continues to do extremely well, I am pleased to announce I have booked 6 Weddings at our Beautiful Facility. We have done 2 this winter and will have 4 in the summer. This is great revenue for our club. And what's even better is the amazing feedback we are getting and the great compliments about our facility.

This past season we held a bunch of different corporate tournaments and events that helps our facility expand in the right direction. I want to personally thanks to every one of you for your continuous support and look forward to the years to come. We held our 3rd annual Member guest tournament. Again, this year this tournament runs so smooth and gives a great opportunity to showcase our course and facility. It was my pleasure working with Amanda Minchin, Dave Odgers, Carl Henneberg and Brian Johnson the amount of work and meetings that goes into this tournament sure shows the day of. I look forward to working with them again and years to come on this great tournament.

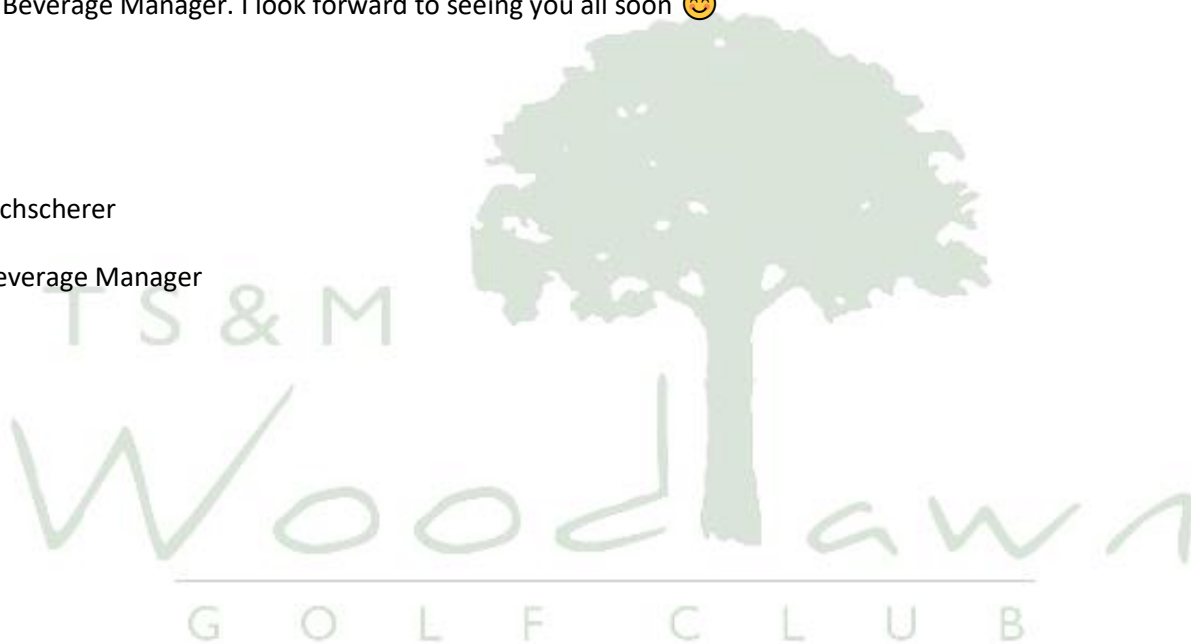
We are extremely excited to get 2020 year going, be sure to look for a big announcement coming soon, remember it's our 75th anniversary 😊

For me personally, like every other year, we had some hurdles. But being a part of a great Management team, we jumped every hurdle that was thrown our way. I am very excited to see what 2020 will hold for our club. I see it being one of the best. Thank you to all the staff, our Board of Directors, and Members for Continuing to support me as the Food and Beverage Manager. I look forward to seeing you all soon 😊

Sincerely,

Tracey Tuchscherer

Food & Beverage Manager



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Treasurer Report – Kim Morrissey

Treasurer’s Report

The economic downturn has continued to be a challenge for industry in our area, which has also continued to affect the golf course in the 2019 season. Management and staff have been very diligent and mindful of keeping costs to a minimum without affecting the quality of service and products we provide.

We had a net loss for the year of \$35,000, an increased loss of approximately \$10k over last year (net of extraordinary income and expenses of insurance proceeds from the 2018 hailstorm and a severance payout).

Revenues are up in all areas from the previous year by \$128k (6.4%). Course Operations had a net profit increase of \$49k over 2018. Despite this increase, memberships are still a concern as there was another small decrease in adult memberships and a big decrease in juniors over prior year.

Beverage cart and rental cart advertising, as well as regular green fee and tournament rounds revenue have all increased.

The Golf Shop had a small net profit increase of \$1k over 2018. Food & Beverage had a net profit increase of \$19k. Beverage cart and rental cart advertising has increased.

Operating expenses have increased by \$138k (6.78%), which is in line with the net revenue increase, with slightly higher wages and expenses as the course opened 10 days earlier than 2018. Sponsorship/donation revenue has decreased, as well as bench sign income

We have a very healthy cash position. With continued careful management of our expenses, we were able to increase our cash position by \$64k over the past year. This is very positive, as having cash available allows us to execute our strategic plan and continue purchasing capital items to improve our great facilities and products we offer to our members and the public.

Golf shop, food & beverage inventories are kept at minimal/average levels for year end.

Major capital expenses this year included new tables and benches, an ice machine, computer stand/station and new carpet. We also purchased new irrigation equipment. For course improvements on the back 9, we built a weir hole by 15&16, put down reclaimed asphalt, built retaining wall curb and touched up the rubber mulch.

We did not take on any new long term debt or capital lease obligations in the 2019 season and repaid just over \$88k of our existing debt. We have been very successful in repaying our debt and plan on having the majority of long term debt paid off within the next three years.

The ongoing insurance claim, due to the hail storm in 2018, is almost finalized. The roof was completed this fall.

I would like to close my report by thanking our management and staff for all they do to make our club so successful and to all our members for their continued support. I am very excited to be celebrating our 75th anniversary in the 2020 Season!

Kim Morrissey

Treasurer

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Insurance Summary

June 14, 2018

Hail Insurance Claim Summary

| Property Damaged | Vendor | Insurance Payment |
|--|---|--------------------|
| Putting surfaces / Window Storage Shed / Check A/C Units | TS&M Woodlawn Golf Club | \$23,104.10 |
| | Estevan Glass | |
| | MidCity Plumbing | |
| Interuption Insurance | TS&M Woodlawn Golf Club | \$9,481.21 |
| A/C removal & replacement - Clubhouse | MidCity Plumbing | \$28,199.90 |
| E Shed | Estevan Eavestrouging & Exteriors | \$2,390.30 |
| Clubhouse (Window/Stucco) | Estevan Glass | \$85,661.97 |
| | Wilhelm Masonry | |
| Parking Lot - Electrical | JL Power Consulting | \$3,250.00 |
| Clubhouse roof / Payout on Metal Sheds | Estevan Eavestrouging (METAL ROOF) | \$94,226.61 |
| Power Cart Wraps | Wraps to be installed on new 2020 carts | \$9,990.00 |
| Clubhouse Door & Railings | TS&M Woodlawn Golf Club | \$1,385.00 |

\$257,689.09



**TS&M Woodlawn Golf Club
Combined Operations Summary
2020 BUDGET**

| Account | 2018 Actual | 2018 Budget | to Oct. 31/19 | 2019 Budget | 2020 Budget |
|--------------------------|---------------------|---------------------|----------------------|---------------------|---------------------|
| Revenue | | | | | |
| ADMINISTRATION | \$ 104,259 | \$ 91,500 | \$ 305,982 | \$ 78,000 | \$ 80,000 |
| COURSE OPERATIONS | \$ 857,519 | \$ 859,090 | \$ 887,084 | \$ 858,538 | \$ 892,291 |
| GOLF SHOP | \$ 451,893 | \$ 466,220 | \$ 464,562 | \$ 466,700 | \$ 467,200 |
| FOOD & BEVERAGE | \$ 465,274 | \$ 492,500 | \$ 526,354 | \$ 507,750 | \$ 510,000 |
| Total Revenue | \$ 1,878,945 | \$ 1,909,310 | \$ 2,183,982 | \$ 1,910,988 | \$ 1,949,491 |
| Expenses | | | | | |
| ADMINISTRATION | \$ 445,408 | \$ 226,829 | \$ 406,196 | \$ 179,979 | \$ 228,550 |
| COURSE OPERATIONS | \$ 625,549 | \$ 557,200 | \$ 603,328 | \$ 596,600 | \$ 599,200 |
| GOLF SHOP | \$ 388,009 | \$ 410,000 | \$ 400,378 | \$ 413,500 | \$ 411,500 |
| FOOD & BEVERAGE | \$ 445,545 | \$ 462,710 | \$ 486,816 | \$ 459,400 | \$ 478,100 |
| CAPITAL | \$ 1,705 | \$ 135,576 | \$ 104,951 | \$ 141,495 | \$ 142,393 |
| Total Expenses | \$ 1,906,216 | \$ 1,792,315 | \$ 2,001,669 | \$ 1,790,974 | \$ 1,859,743 |
| Net Profit/(Loss) | \$ (27,271) | \$ 116,995 | \$ 182,313 | \$ 120,014 | \$ 89,748 |

NET PROFIT / (LOSS)

| | | | | | |
|-------------------|--------------|--------------|--------------|--------------|--------------|
| ADMINISTRATION | \$ (341,149) | \$ (135,329) | \$ (100,214) | \$ (101,979) | \$ (148,550) |
| COURSE OPERATIONS | \$ 231,970 | \$ 301,890 | \$ 283,756 | \$ 261,938 | \$ 293,091 |
| GOLF SHOP | \$ 63,884 | \$ 56,220 | \$ 64,184 | \$ 53,200 | \$ 55,700 |
| FOOD & BEVERAGE | \$ 19,729 | \$ 29,790 | \$ 39,538 | \$ 48,350 | \$ 31,900 |
| CAPITAL | \$ (1,705) | \$ (135,576) | \$ (104,951) | \$ (141,495) | \$ (142,393) |
| | \$ (27,271) | \$ 116,995 | \$ 182,313 | \$ 120,014 | \$ 89,748 |

G O L F C L U B

**TS&M Woodlawn Golf Club
Administration Operations
2020 BUDGET**

| Account | 2018 Actual | 2018 Budget | to Oct. 31/19 | 2019 Budget | 2020 Budget |
|-------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| REVENUE - ADMINISTRATION | | | | | |
| DONATIONS | | | | | |
| MEMORIAL WALL INCOME | \$ - | | \$ 2,000.00 | \$ - | \$ 5,000.00 |
| BENCH SIGN INCOME | \$ 18,795.68 | \$ 20,000.00 | \$ 8,000.00 | \$ 10,000.00 | \$ 10,000.00 |
| HOLE SIGN INCOME | \$ 13,380.38 | \$ 6,000.00 | \$ - | \$ 6,000.00 | \$ 6,000.00 |
| NAMING RIGHTS INCOME | \$ 50,000.00 | \$ 50,000.00 | \$ 50,000.00 | \$ 50,000.00 | \$ 50,000.00 |
| DONATIONS (4550/ADM//) | \$ 7,500.00 | \$ 5,000.00 | \$ - | \$ 1,000.00 | \$ 1,000.00 |
| WORK IN KIND DONATIONS (4560/ADM//) | \$ 3,690.00 | \$ - | \$ 3,990.00 | \$ - | |
| Total DONATIONS | \$ 93,366.06 | \$ 81,000.00 | \$ 63,990.00 | \$ 67,000.00 | \$ 72,000.00 |
| GAINS/LOSSES ON DISPOSAL | \$ - | \$ - | \$ 234,584.99 | \$ - | |
| FUNDRAISERS | \$ - | \$ - | \$ - | \$ - | |
| GRANTS | \$ 4,732.00 | \$ 1,500.00 | \$ 3,011.00 | \$ 2,000.00 | \$ 2,000.00 |
| INTEREST & COMMISSIONS IN | \$ 6,161.09 | \$ 9,000.00 | \$ 4,371.27 | \$ 9,000.00 | \$ 6,000.00 |
| NSF INCOME | \$ - | \$ - | \$ 25.00 | \$ - | |
| TRANSFER FROM RESERVES | \$ - | \$ - | \$ - | \$ - | |
| Total ADMINISTRATION | \$ 104,259.15 | \$ 91,500.00 | \$ 305,982.26 | \$ 78,000.00 | \$ 80,000.00 |
| Total Revenue | \$ 104,259.15 | \$ 91,500.00 | \$ 305,982.26 | \$ 78,000.00 | \$ 80,000.00 |
| EXPENSE - ADMINISTRATION | | | | | |
| MEMORIAL WALL | \$ - | | \$ 746.65 | \$ - | \$ 1,000.00 |
| AUTOMOBILE | \$ 1,431.62 | \$ 2,000.00 | \$ 1,531.27 | \$ 2,000.00 | \$ 2,000.00 |
| ACCOUNTING | \$ 13,210.35 | \$ 12,500.00 | \$ 6,906.72 | \$ 12,500.00 | \$ 11,000.00 |
| PLAYER ASSISTANCE-DEVELOP | \$ - | \$ - | \$ - | \$ - | |
| AFFILIATION FEES | \$ 15,946.73 | \$ 14,540.00 | \$ 14,901.98 | \$ 14,540.00 | \$ 17,000.00 |
| INSURANCE | \$ 15,484.14 | \$ 15,300.00 | \$ 197,959.92 | \$ 15,300.00 | \$ 30,000.00 |
| HOUSE COMMITTEE | \$ 996.15 | \$ 4,000.00 | \$ 655.65 | \$ 4,000.00 | \$ 2,500.00 |
| OFFICE SUPPLIES | \$ 4,321.46 | \$ 4,000.00 | \$ 3,936.99 | \$ 4,500.00 | \$ 4,500.00 |
| CELL PHONE | \$ 6,026.38 | \$ 5,000.00 | \$ 3,369.88 | \$ 5,000.00 | \$ 4,000.00 |
| TELEPHONE AND FAX | \$ 3,174.16 | \$ 3,800.00 | \$ 3,079.21 | \$ 3,800.00 | \$ 3,800.00 |
| WOODLAWN REGIONAL PARK LE | \$ 3,000.00 | \$ 13,000.00 | \$ - | \$ 3,000.00 | \$ 3,000.00 |
| UTILITIES | \$ 17,670.32 | \$ 20,000.00 | \$ 17,572.90 | \$ 20,000.00 | \$ 20,000.00 |
| WEBSITE | \$ 12,920.42 | \$ 2,200.00 | \$ 15,872.85 | \$ 2,200.00 | \$ 6,000.00 |
| POS SYSTEM | \$ 8,000.00 | \$ 8,000.00 | \$ 8,000.00 | \$ 8,000.00 | \$ 8,000.00 |
| ADVERTISING | \$ 17,500.07 | \$ 10,000.00 | \$ 15,634.00 | \$ 8,000.00 | \$ 8,000.00 |
| JUNIOR DEVELOPMENT | \$ - | \$ - | \$ - | \$ - | |
| HOLE SIGN REPAIRS | \$ - | \$ 1,200.00 | \$ 1,500.00 | \$ 1,200.00 | \$ 1,500.00 |
| PROFESSIONAL DEVELOPMENT | \$ 243.66 | \$ 250.00 | \$ - | \$ 250.00 | \$ 250.00 |
| WAGES & BENEFITS | \$ 64,306.76 | \$ 60,000.00 | \$ 74,494.26 | \$ 48,000.00 | \$ 55,000.00 |
| CAPITAL ASSET AMORTIZATIO | \$ 214,118.37 | | \$ - | \$ - | |
| BAD DEBT | \$ - | | \$ - | \$ - | |
| BANK CHARGES | \$ 47,057.78 | \$ 51,039.00 | \$ 40,033.87 | \$ 51,039.00 | \$ 51,000.00 |
| Total ADMINISTRATION | \$ 445,408.37 | \$ 226,829.00 | \$ 406,196.15 | \$ 203,329.00 | \$ 228,550.00 |
| Total Expenses | \$ 445,408.37 | \$ 226,829.00 | \$ 406,196.15 | \$ 203,329.00 | \$ 228,550.00 |
| Net Profit/(Loss) | \$(341,149.22) | \$(135,329.00) | \$(100,213.89) | \$(125,329.00) | \$(148,550.00) |

**TS&M Woodlawn Golf Club
Golf Course Operations
2020 BUDGET**

| Account | 2018 Actual | 2018 Budget | to Oct. 31/19 | 2019 Budget | 2020 Budget |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| REVENUE - COURSE OPERATIONS | | | | | |
| ADVERTISING: | | | | | |
| BEVERAGE CART ADS | \$ - | \$ 6,500.00 | \$ 1,863.34 | \$ - | \$ 7,000.00 |
| RENTAL CART ADS | \$ 55,000.00 | \$ 35,000.00 | \$ 62,500.00 | \$ 43,000.00 | \$ 55,000.00 |
| SCORECARD ADS | \$ - | | \$ - | \$ - | |
| Total ADVERTISING | \$ 55,000.00 | \$ 41,500.00 | \$ 64,363.34 | \$ 43,000.00 | \$ 62,000.00 |
| GREEN FEES | | | | | |
| DAILY | \$ 181,058.75 | \$ 195,000.00 | \$189,880.20 | \$ 185,000.00 | \$ 187,000.00 |
| TOURNAMENT | \$ 84,603.50 | \$ 81,000.00 | \$ 96,612.18 | \$ 85,000.00 | \$ 90,000.00 |
| Total GREEN FEES | \$265,662.25 | \$276,000.00 | \$286,492.38 | \$270,000.00 | \$277,000.00 |
| LOCKERS | \$ 1,600.00 | \$ 1,575.00 | \$ 1,800.00 | \$ 1,500.00 | \$ 1,800.00 |
| MEMBERSHIPS | | | | | |
| ADULT | \$ 328,254.80 | \$ 360,440.00 | \$320,717.50 | \$ 330,870.00 | \$ 337,775.00 |
| COUPLES | \$ 86,500.00 | \$ 90,735.00 | \$ 82,000.00 | \$ 90,968.00 | \$ 89,303.00 |
| JUNIOR - AFFILIATED | \$ 9,762.10 | \$ 12,619.00 | \$ 6,589.35 | \$ 10,506.25 | \$ 8,755.00 |
| JUNIOR - NON-AFFILIATED | \$ - | \$ - | \$ - | \$ - | |
| STUDENT | \$ 9,750.00 | \$ 4,550.00 | \$ 11,992.50 | \$ 9,993.75 | \$ 13,658.00 |
| Total MEMBERSHIPS | \$435,866.90 | \$469,919.00 | \$421,299.35 | \$443,838.00 | \$451,291.00 |
| CLUB EVENTS | \$ 99,999.07 | \$ 70,000.00 | \$109,738.74 | \$ 100,000.00 | \$ 100,000.00 |
| TRACKAGE | \$ 990.85 | \$ 1,671.00 | \$ 3,389.84 | \$ 1,700.00 | \$ 2,000.00 |
| Total COURSE OPERATIONS | \$857,519.07 | \$859,090.00 | \$887,083.65 | \$858,538.00 | \$892,291.00 |
| Total Revenue | \$857,519.07 | \$859,090.00 | \$887,083.65 | \$858,538.00 | \$892,291.00 |
| EXPENSES - COURSE OPERATIONS | | | | | |
| CART PATHS | \$ 45,604.20 | \$ - | \$ - | \$ 1,400.00 | |
| CLUB EVENTS | \$ 108,593.32 | \$ 60,000.00 | \$110,135.34 | \$ 100,000.00 | \$ 100,000.00 |
| GARBAGE DISPOSAL | \$ 824.04 | \$ 1,000.00 | \$ 1,903.29 | \$ 1,000.00 | \$ 2,000.00 |
| SEPTIC TANK | \$ 216.35 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 |
| SHED REPAIRS | \$ 90.89 | \$ 3,000.00 | \$ 23.81 | \$ 500.00 | \$ 500.00 |
| SUPPLIES AND MAINTENAN | | | | | |
| AGGREGATES | \$ - | \$ - | \$ - | \$ - | |
| COURSE IMPROVEMENTS | \$ 2,808.65 | \$ - | \$ - | \$ - | |
| COURSE SUPPLIES | \$ 8,171.37 | \$ 9,000.00 | \$ 9,510.04 | \$ 9,000.00 | \$ 14,000.00 |
| EQUIPMENT LEASE | \$ - | \$ - | \$ - | \$ - | |
| EQUIPMENT R&M | \$ 22,130.16 | \$ 21,000.00 | \$ 14,107.76 | \$ 24,000.00 | \$ 20,000.00 |
| EQUIPMENT RENTALS | \$ 1,588.69 | \$ 3,000.00 | \$ 467.33 | \$ 3,000.00 | \$ 3,000.00 |
| FERTILIZER | \$ 42,218.76 | \$ 30,000.00 | \$ 35,221.27 | \$ 30,000.00 | \$ 30,000.00 |
| FREIGHT | \$ 70.82 | \$ 500.00 | \$ 87.87 | \$ 500.00 | \$ 500.00 |
| FUEL & OIL | \$ 23,899.70 | \$ 26,000.00 | \$ 26,752.23 | \$ 27,000.00 | \$ 30,000.00 |
| GRASS, SEED & SOD | \$ 4,309.81 | \$ 4,500.00 | \$ 1,757.18 | \$ 2,500.00 | \$ 2,500.00 |
| GRAVEL | \$ - | \$ - | \$ - | \$ - | |
| IRRIGATION & DRAINAGE | \$ 12,865.77 | \$ 14,000.00 | \$ 18,733.00 | \$ 12,000.00 | \$ 12,000.00 |
| OFFICE SUPPLIES - MAINTEN | \$ - | \$ 500.00 | \$ 215.01 | \$ 500.00 | \$ 500.00 |
| PESTICIDES | \$ 15,094.37 | \$ 25,000.00 | \$ 18,776.45 | \$ 25,000.00 | \$ 25,000.00 |
| SHOP TOOLS | \$ 1,931.99 | \$ 2,000.00 | \$ 776.79 | \$ 2,000.00 | \$ 2,000.00 |
| SOIL | \$ - | \$ 3,000.00 | \$ - | \$ 3,000.00 | \$ 1,500.00 |
| SAND | \$ 11,206.90 | \$ 15,000.00 | \$ 7,001.87 | \$ 12,000.00 | \$ 10,000.00 |
| TREES, SHRUBS, FLOWERS | \$ 8,967.68 | \$ 9,000.00 | \$ 8,338.75 | \$ 12,500.00 | \$ 12,500.00 |
| Total SUPPLIES AND MAINTENAN | \$155,264.67 | \$162,500.00 | \$141,745.55 | \$163,000.00 | \$163,500.00 |
| PROFESSIONAL DEVELOPMENT | \$ 620.28 | \$ 3,500.00 | \$ 2,317.84 | \$ 3,500.00 | \$ 3,000.00 |
| WAGES & BENEFITS | \$ 314,334.94 | \$ 327,000.00 | \$347,002.54 | \$ 327,000.00 | \$ 330,000.00 |
| Total COURSE OPERATIONS | \$625,548.69 | \$557,200.00 | \$603,328.37 | \$596,600.00 | \$599,200.00 |
| Total Expenses | \$625,548.69 | \$557,200.00 | \$603,328.37 | \$596,600.00 | \$599,200.00 |
| Net Profit/(Loss) | \$231,970.38 | \$301,890.00 | \$283,755.28 | \$261,938.00 | \$293,091.00 |

MISSION: To provide a premier golf and social experience through quality products, programs, facilities and services for our Membership and the Community as a whole.

**TS&M Woodlawn Golf Club
Golf Shop Operations
2020 BUDGET**

| Account | 2018 Actual | 2018 Budget | to Oct. 31/19 | 2019 Budget | 2020 Budget |
|---------------------------------|---------------------|---------------------|----------------------|----------------------|----------------------|
| REVENUE - GOLF SHOP | | | | | |
| MERCHANDISE SALES | \$ 252,909.96 | \$ 260,000.00 | \$ 261,716.49 | \$ 260,000.00 | \$ 260,000.00 |
| CART SHED RENTAL | \$ 95,010.00 | \$ 100,000.00 | \$ 96,231.17 | \$ 98,000.00 | \$ 98,000.00 |
| CLUB RENTALS | \$ 1,817.24 | \$ 2,300.00 | \$ 1,608.94 | \$ 2,000.00 | \$ 2,000.00 |
| CLUB STORAGE | \$ 13,200.00 | \$ 13,920.00 | \$ 13,200.03 | \$ 13,200.00 | \$ 13,200.00 |
| DRIVING RANGE | \$ 24,359.50 | \$ 25,000.00 | \$ 24,008.59 | \$ 25,000.00 | \$ 25,000.00 |
| GAS SALES | \$ 10,202.41 | \$ 8,000.00 | \$ 9,832.90 | \$ 10,000.00 | \$ 10,000.00 |
| POWER CART RENTALS | | | | | |
| DAILY | \$ 45,906.13 | \$ 50,000.00 | \$ 46,934.99 | \$ 50,000.00 | \$ 50,000.00 |
| TOURNAMENT | \$ 8,487.38 | \$ 7,000.00 | \$ 11,029.11 | \$ 8,500.00 | \$ 9,000.00 |
| Total Power Cart Rental | \$ 54,393.51 | \$ 57,000.00 | \$ 57,964.10 | \$ 58,500.00 | \$ 59,000.00 |
| Total GOLF SHOP REVENUE | \$451,892.62 | \$466,220.00 | \$ 464,562.22 | \$ 466,700.00 | \$ 467,200.00 |
| EXPENSES - GOLF SHOP | | | | | |
| MERCHANDISE | \$ 178,230.08 | \$ 182,000.00 | \$ 185,253.42 | \$ 182,000.00 | \$ 182,000.00 |
| GARBAGE DISPOSAL | \$ 787.65 | \$ 1,000.00 | \$ 1,903.30 | \$ 1,000.00 | \$ 1,000.00 |
| UTILITIES | \$ 10,000.47 | \$ 9,500.00 | \$ 10,333.71 | \$ 10,000.00 | \$ 10,000.00 |
| SEPTIC TANK | \$ 6,523.02 | \$ 4,500.00 | \$ 9,651.40 | \$ 6,500.00 | \$ 6,500.00 |
| R&M GOLF SHOP BLDG | \$ 2,309.28 | \$ 5,000.00 | \$ 1,929.49 | \$ 5,000.00 | \$ 5,000.00 |
| GAS | \$ 10,481.89 | \$ 6,500.00 | \$ 6,599.25 | \$ 8,000.00 | \$ 8,000.00 |
| RENTAL CART LEASE & REPAIR | \$ 2,802.64 | \$ 5,000.00 | \$ 2,704.96 | \$ 5,000.00 | \$ 5,000.00 |
| RANGE | \$ 7,112.55 | \$ 6,000.00 | \$ 1,997.75 | \$ 5,000.00 | \$ 5,000.00 |
| MEMBER BENEFITS | \$ - | \$ - | \$ - | \$ - | |
| OFFICE | \$ 5,818.41 | \$ 6,500.00 | \$ 7,648.29 | \$ 8,000.00 | \$ 7,000.00 |
| BUYING SHOW | \$ 1,199.94 | \$ 3,000.00 | \$ 916.71 | \$ 2,000.00 | \$ 2,000.00 |
| PROFESSIONAL DEVELOPMENT | \$ 4,025.51 | \$ 5,000.00 | \$ 2,484.65 | \$ 5,000.00 | \$ 4,000.00 |
| WAGES | | | | | |
| BACK SHOP | \$ 15,118.90 | \$ 16,000.00 | \$ 14,124.34 | \$ 16,000.00 | \$ 16,000.00 |
| GOLF SHOP | \$ 143,598.99 | \$ 160,000.00 | \$ 155,475.98 | \$ 160,000.00 | \$ 160,000.00 |
| Total WAGES | \$158,717.89 | \$176,000.00 | \$ 169,600.32 | \$ 176,000.00 | \$ 176,000.00 |
| CASH OVER/SHORT | \$ - | \$ - | \$ (645.27) | \$ - | |
| Total GOLF SHOP EXPENSES | \$388,009.33 | \$410,000.00 | \$ 400,377.98 | \$ 413,500.00 | \$ 411,500.00 |
| Net Profit/(Loss) | \$ 63,883.29 | \$ 56,220.00 | \$ 400,377.98 | \$ 53,200.00 | \$ 55,700.00 |

**TS&M Woodlawn Golf Club
Food & Beverage Operations
2020 BUDGET**

| Account | 2018 Actual | 2018 Budget | to Oct. 31/19 | 2019 Budget | 2020 Budget |
|---------------------------------------|---------------------|---------------------|----------------------|---------------------|---------------------|
| REVENUE - FOOD & BEVERAGE | | | | | |
| ALCOHOL SALES | | | | | |
| CATERING | \$ - | \$ - | \$ - | \$ - | |
| DAILY | \$ 239,147.28 | \$ 257,500.00 | \$ 270,875.67 | \$ 257,500.00 | \$ 265,000.00 |
| TOURNAMENT | \$ - | \$ - | \$ - | \$ - | |
| Total ALCOHOL SALES | \$239,147.28 | \$257,500.00 | \$ 270,875.67 | \$257,500.00 | \$265,000.00 |
| FOOD SALES | | | | | |
| CATERING | \$ 29,718.92 | \$ 12,000.00 | \$ 39,428.30 | \$ 25,000.00 | \$ 30,000.00 |
| DAILY | \$ 167,652.36 | \$ 190,000.00 | \$ 178,119.06 | \$ 193,000.00 | \$ 185,000.00 |
| TOURNAMENT | \$ 18,979.94 | \$ 30,000.00 | \$ 24,247.39 | \$ 27,500.00 | \$ 25,000.00 |
| Total FOOD SALES | \$216,351.22 | \$232,000.00 | \$ 241,794.75 | \$245,500.00 | \$240,000.00 |
| ROOM RENTAL & EVENTS | \$ 9,775.12 | \$ 3,000.00 | \$ 13,683.66 | \$ 4,750.00 | \$ 5,000.00 |
| Total Revenue | \$465,273.62 | \$492,500.00 | \$ 526,354.08 | \$507,750.00 | \$510,000.00 |
| EXPENSES - FOOD & BEVERAGE | | | | | |
| MERCHANDISE | | | | | |
| ALCOHOL | \$ 83,156.47 | \$ 97,850.00 | \$ 100,552.63 | \$ 95,000.00 | \$ 98,000.00 |
| FOOD | \$ 97,378.27 | \$ 101,760.00 | \$ 91,299.27 | \$ 100,500.00 | \$ 100,500.00 |
| Total MERCHANDISE | \$180,534.74 | \$199,610.00 | \$ 191,851.90 | \$195,500.00 | \$198,500.00 |
| FOOD & BEVERAGE SUPPLIES | | | | | |
| KITCHEN SUPPLIES | \$ 2,859.37 | \$ 3,000.00 | \$ 3,648.78 | \$ 2,800.00 | \$ 3,000.00 |
| TP-PT / CLEANING | \$ 2,874.41 | \$ 6,800.00 | \$ 1,433.00 | \$ 6,000.00 | \$ 2,500.00 |
| SUPPLIES SERVING | \$ 7,676.31 | \$ 7,000.00 | \$ 7,875.63 | \$ 7,000.00 | \$ 7,000.00 |
| ADVERTISING & PROMOTION | \$ - | \$ - | | \$ - | |
| LICENSE & FEES | \$ 150.00 | \$ 200.00 | \$ 180.00 | \$ 200.00 | \$ 200.00 |
| BEVERAGE CART | \$ 388.66 | \$ 400.00 | \$ 477.12 | \$ 400.00 | \$ 1,000.00 |
| REPAIR & MAINTENANCE | | | | | |
| BUILDING REPAIR | \$ 8,337.49 | \$ 10,000.00 | \$ 7,229.50 | \$ 8,500.00 | \$ 8,000.00 |
| EQUIPMENT REPAIR | \$ 1,357.55 | \$ 1,000.00 | \$ 3,351.10 | \$ 700.00 | \$ 700.00 |
| GARBAGE DISPOSAL | \$ 1,207.14 | \$ 1,700.00 | \$ 1,967.96 | \$ 1,700.00 | \$ 1,700.00 |
| SEPTIC TANK | \$ 10,722.04 | \$ 5,000.00 | \$ 13,706.97 | \$ 10,500.00 | \$ 12,000.00 |
| UTILITIES | \$ 10,094.60 | \$ 10,000.00 | \$ 11,126.74 | \$ 10,500.00 | \$ 11,000.00 |
| ENTERTAINMENT | \$ 9,045.75 | \$ 7,000.00 | \$ 6,226.13 | \$ 5,000.00 | \$ 7,000.00 |
| PROFESSIONAL DEVELOPMENT | \$ 426.83 | \$ 1,000.00 | \$ - | \$ 600.00 | \$ 500.00 |
| WAGES & BENEFITS | \$ 209,845.68 | \$ 210,000.00 | \$ 237,741.76 | \$ 210,000.00 | \$ 225,000.00 |
| CASH & MONERIS OVER/SHORT | \$ 24.83 | \$ - | \$ (0.78) | \$ - | |
| Total F & B EXPENSES | \$445,545.40 | \$462,710.00 | \$ 486,815.81 | \$459,400.00 | \$478,100.00 |
| Net Profit/(Loss) | \$ 19,728.22 | \$ 29,790.00 | \$ 39,538.27 | \$ 48,350.00 | \$ 31,900.00 |

**TS&M Woodlawn Golf Club
CAPITAL EXPENDITURES
BUDGET 2020**

| Account | 2017 Actual | 2017 Budget | 2018 Actual | 2018 Ann Bgt | to Oct.31/19 | 2019 Budget | 2020 Budget |
|----------------------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Expenses | | | | | | | |
| CAPITAL | | | | | | | |
| FOOD & BEVERAGE | \$ 5,892.86 | \$ 20,000.00 | \$ 9,097 | \$ 10,000 | \$ 26,436.11 | \$ 26,500 | |
| GOLF SHOP | \$ 6,750.00 | \$ 5,000.00 | \$ 379 | \$ 2,000 | \$ - | \$ - | \$ 42,548 |
| OFFICE | | \$ 10,000.00 | | \$ - | \$ - | \$ - | \$ 4,000 |
| LEASES | | \$ 17,376.00 | \$ - | \$ 17,376 | \$ 18,245.00 | \$ 18,245 | \$ 18,245 |
| IRRIGATION | \$ 10,070.00 | \$ - | \$ 3,026 | \$ 4,700 | \$ 55,843.95 | \$ 50,000 | |
| MAINTENANCE | \$ - | \$ - | \$ 26,482 | \$ 26,500 | \$ - | \$ - | \$ 60,000 |
| BACK 9/COURSE IMPROV. | \$ - | \$ - | \$ 70,299 | \$ 75,000 | \$ 22,671.00 | \$ 46,750 | \$ 17,600 |
| Total Capital Expenditure | \$ 22,712.86 | \$ 52,376.00 | \$ 109,283.13 | \$ 135,576.00 | \$ 123,196.06 | \$ 141,495.00 | \$ 142,393.00 |

2019 Capital Expenditure Summary

F&B Capital

| | |
|-----------------|------------------|
| Floor | \$ 16,392 |
| Table & Benches | \$ 102 |
| Workstations | \$ 1,462 |
| Ice Machine | \$ 8,480 |
| | <u>\$ 26,436</u> |

Lease - Toro Fairway \$ 18,245

Irrigation Capital

Irrigation \$ 55,843

Back Nine

| | |
|-----------------------------------|---------------------|
| Build Weir Hole #15 - #16 | \$ 5,525.00 |
| Gravel | \$ 1,176.00 |
| Red Mulch | \$ 3,800.00 |
| Retaining Wall | \$ 6,410.00 |
| Trucking - Asphalt & Crushed rock | \$ 3,383.00 |
| Packer Rental | \$ 239.00 |
| Trucking - Asphalt | \$ 2,138.00 |
| | <u>\$ 22,671.00</u> |

2020 Budget Capital Expenditure Summary

Golf Shop

Power Carts - 1/2 fleet (12 carts) \$ 42,548

Office

| | |
|-------------------|-----------------|
| Computer Monitors | \$ 500 |
| Office Chairs | \$ 500 |
| Server | \$ 3,000 |
| | <u>\$ 4,000</u> |

Lease - Toro Fairway \$ 18,245

Maintenance

Rough Mower \$ 60,000.00

Back 9/Course Improvements

| | |
|-----------------------------------|---------------------|
| Hole #5 Silt drainage repair | \$ 5,000 |
| Hole #12 bunkers | \$ 7,600 |
| Composite garbage/recycle holders | \$ 5,000 |
| | <u>\$ 17,600.00</u> |

| 2020 PROPOSED RATES | 2017 Taxes in | 2018 | 2018 Taxes in | 2019 (2.5% increase) | 2019 Taxes In | 2020 (2.5% increase) | 2020 Taxes In |
|----------------------------|----------------------|-------------|----------------------|-----------------------------|----------------------|-----------------------------|----------------------|
| Memberships | | | | | | | |
| Adult | \$ 1,300.00 | \$ 1,300.00 | \$ 1,365.00 | \$ 1,332.50 | \$ 1,399.13 | \$ 1,365.81 | \$ 1,434.10 |
| Restricted Adult | \$ 800.00 | \$ 800.00 | \$ 840.00 | \$ 820.00 | \$ 861.00 | \$ 840.50 | \$ 882.53 |
| Couple | \$ 2,500.00 | \$ 2,500.00 | \$ 2,625.00 | \$ 2,562.50 | \$ 2,690.63 | \$ 2,626.56 | \$ 2,757.88 |
| Student | \$ 650.00 | \$ 650.00 | \$ 682.50 | \$ 666.25 | \$ 699.57 | \$ 682.91 | \$ 717.06 |
| Non-Affil Junior | \$ 250.00 | \$ 238.10 | \$ 250.00 | \$ 244.05 | \$ 256.26 | \$ 250.15 | \$ 262.66 |
| Affil Junior | \$ 250.00 | \$ 238.10 | \$ 250.00 | \$ 244.05 | \$ 256.26 | \$ 250.15 | \$ 262.66 |
| New Adult | \$ 800.00 | \$ 800.00 | \$ 840.00 | \$ 820.00 | \$ 861.00 | \$ 840.50 | \$ 882.53 |
| Cart Storage | | | | | | | |
| Member – Gas | \$ 360.00 | \$ 360.00 | \$ 378.00 | \$ 369.00 | \$ 387.45 | \$ 378.23 | \$ 397.14 |
| Member – Electric | \$ 500.00 | \$ 500.00 | \$ 525.00 | \$ 512.50 | \$ 538.12 | \$ 525.31 | \$ 551.58 |
| Non-Mbr – Gas | \$ 525.00 | \$ 525.00 | \$ 551.25 | \$ 538.13 | \$ 565.03 | \$ 551.58 | \$ 579.16 |
| Non-Mbr – Electric | \$ 650.00 | \$ 650.00 | \$ 682.50 | \$ 666.25 | \$ 699.57 | \$ 682.91 | \$ 717.06 |
| Driving Range | | | | | | | |
| Family Pass | \$ 409.50 | \$ 409.52 | \$ 430.00 | \$ 390.00 | \$ 432.90 | \$ 390.00 | \$ 432.90 |
| Adult Pass | \$ 175.00 | \$ 175.00 | \$ 183.75 | \$ 175.00 | \$ 194.25 | \$ 175.00 | \$ 194.25 |
| Junior Pass | \$ 125.00 | \$ 125.00 | \$ 131.25 | \$ 119.05 | \$ 132.15 | \$ 119.05 | \$ 132.15 |
| Non-Member Adult | \$ 375.00 | \$ 375.00 | \$ 393.75 | \$ 357.14 | \$ 396.43 | \$ 357.14 | \$ 396.43 |
| Non-Member Junior | \$ 219.45 | \$ 219.52 | \$ 230.50 | \$ 209.00 | \$ 231.99 | \$ 209.00 | \$ 231.99 |
| Large Bucket | \$ 11.00 | \$ 10.48 | \$ 11.00 | \$ 9.91 | \$ 11.00 | \$ 9.91 | \$ 11.00 |
| Medium Bucket | \$ 7.00 | \$ 6.67 | \$ 7.00 | \$ 6.30 | \$ 6.99 | \$ 6.30 | \$ 7.00 |
| Small Bucket | \$ 5.00 | \$ 4.76 | \$ 5.00 | \$ 4.50 | \$ 5.00 | \$ 4.50 | \$ 5.00 |
| Club Storage | | | | | | | |
| Season | \$ 105.00 | \$ 120.00 | \$ 126.00 | \$ 120.00 | \$ 126.00 | \$ 123.00 | \$ 126.00 |
| Locker Rental | | | | | | | |
| 1 Year | \$ 105.00 | \$ 105.00 | \$ 110.25 | \$ 100.00 | \$ 110.25 | \$ 100.00 | \$ 105.00 |
| Green Fees | | | | | | | |
| Weekday | | | | | | | |
| Adult 18 Holes | \$ 47.00 | \$ 49.29 | \$ 51.75 | \$ 49.29 | \$ 51.75 | \$ 53.69 | \$ 55.00 |
| Adult 9 Holes | \$ 30.00 | \$ 28.57 | \$ 30.00 | \$ 28.57 | \$ 30.00 | \$ 31.24 | \$ 32.00 |
| Junior 18 Holes | \$ 21.50 | \$ 20.48 | \$ 21.50 | \$ 20.48 | \$ 21.50 | \$ 20.99 | \$ 21.50 |
| Junior 9 Holes | \$ 14.75 | \$ 14.05 | \$ 14.75 | \$ 14.05 | \$ 14.75 | \$ 14.40 | \$ 14.75 |
| Weekend | | | | | | | |
| Adult 18 Holes | \$ 50.00 | \$ 52.38 | \$ 55.00 | \$ 52.38 | \$ 55.00 | \$ 53.69 | \$ 55.00 |
| Adult 9 Holes | \$ 32.00 | \$ 30.48 | \$ 32.00 | \$ 30.48 | \$ 32.00 | \$ 31.24 | \$ 32.00 |
| Junior 18 Holes | \$ 24.26 | \$ 23.10 | \$ 24.26 | \$ 23.10 | \$ 24.26 | \$ 20.99 | \$ 21.50 |
| Junior 9 Holes | \$ 15.75 | \$ 15.00 | \$ 15.75 | \$ 15.00 | \$ 15.75 | \$ 14.40 | \$ 14.75 |
| Power Cart Rentals | | | | | | | |
| 18 Holes | \$ 45.00 | \$ 40.54 | \$ 45.00 | \$ 40.54 | \$ 45.00 | \$ 41.55 | \$ 45.00 |
| 9 Holes | \$ 29.00 | \$ 26.13 | \$ 29.00 | \$ 26.13 | \$ 29.00 | \$ 26.78 | \$ 29.00 |
| 18 Holes Single Seat | \$ 25.00 | \$ 22.52 | \$ 25.00 | \$ 22.52 | \$ 25.00 | \$ 23.08 | \$ 25.00 |
| 9 Holes Single Seat | \$ 16.00 | \$ 14.41 | \$ 16.00 | \$ 14.41 | \$ 16.00 | \$ 14.77 | \$ 16.00 |
| Yearly Cart Rental | \$ 999.00 | \$ 900.00 | \$ 999.00 | \$ 900.00 | \$ 999.00 | \$ 1,100.00 | \$ 1,221.00 |
| Pull Carts | | | | | | | |
| 18 Holes | \$ 8.00 | \$ 7.21 | \$ 8.00 | \$ 7.21 | \$ 8.00 | \$ 7.39 | \$ 8.00 |
| 9 Holes | \$ 5.00 | \$ 4.50 | \$ 5.00 | \$ 4.50 | \$ 5.00 | \$ 4.61 | \$ 5.00 |
| Club Rentals | | | | | | | |
| 18 Holes – Standard | \$ 22.20 | \$ 20.00 | \$ 22.20 | \$ 20.00 | \$ 22.20 | \$ 20.50 | \$ 22.20 |
| 9 Holes – Standard | \$ 13.32 | \$ 11.98 | \$ 13.30 | \$ 11.98 | \$ 13.30 | \$ 12.28 | \$ 13.32 |
| 18 Holes – Demo | \$ 45.00 | \$ 40.54 | \$ 45.00 | \$ 40.54 | \$ 45.00 | \$ 41.55 | \$ 45.00 |
| 9 Holes – Demo | \$ 27.00 | \$ 24.32 | \$ 27.00 | \$ 24.32 | \$ 27.00 | \$ 24.93 | \$ 27.00 |
| Single Club | \$ 25.00 | \$ 22.52 | \$ 25.00 | \$ 22.52 | \$ 25.00 | \$ 23.08 | \$ 25.00 |
| Trackage | | | | | | | |
| Daily | \$ 25.00 | \$ 25.00 | \$ 26.25 | \$ 25.00 | \$ 26.25 | \$ 26.50 | \$ 27.75 |
| Season | \$ 199.50 | \$ 199.52 | \$ 209.50 | \$ 199.52 | \$ 209.50 | \$ 199.99 | \$ 221.99 |