

# 2021 ANNUAL REPORT

Annual General Meeting

February 16, 2022

Box 203  
Estevan, SK  
S4A 2A3

[www.estevangolf.com](http://www.estevangolf.com)

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Maintenance: <a href="mailto:super@estevangolf.com">super@estevangolf.com</a>	(306) 634-7890
Food & Beverage: <a href="mailto:foodbev@estevangolf.com">foodbev@estevangolf.com</a>	(306) 634-2020
Golf Shop: <a href="mailto:headpro@estevangolf.com">headpro@estevangolf.com</a>	(306) 634-2017
General Manager: <a href="mailto:gm@estevangolf.com">gm@estevangolf.com</a>	(306) 421-8817
Administration: <a href="mailto:office@estevangolf.com">office@estevangolf.com</a>	(306) 634-2138

**2021 T&M Woodlawn Golf Club Inc. - Board of Directors**

**President / Director ..... Stephen Kitchen**  
**Vice-President / Director ..... Brian Morrissey**  
**Secretary / Director .....Holley Odgers**  
**Treasurer / Director .....Kim Morrissey**  
**Director .....Bryan Dew**  
**Director .....Brennen Fisk**  
**Director .....Guy Hiltz**  
**Director .....Mark Spencer**  
**Past-President / Director .....Ashley Gallaway**

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**2021 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. Wednesday, February 16, 2022**  
**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** – Stephen Kitchen
- 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) 2022 Budget / Proposed Rate**
- 8) 2021 MNP Financial Statement**

**6. Appointment of Auditor**

**7. New Business**

**1. Budgets**

- a. **2022 Proposed Operating Budget** (See attached 2022 Budget)
- b. **2022 Membership Fees** (See attached 2022 Membership Fees proposal)

**8. Elections**

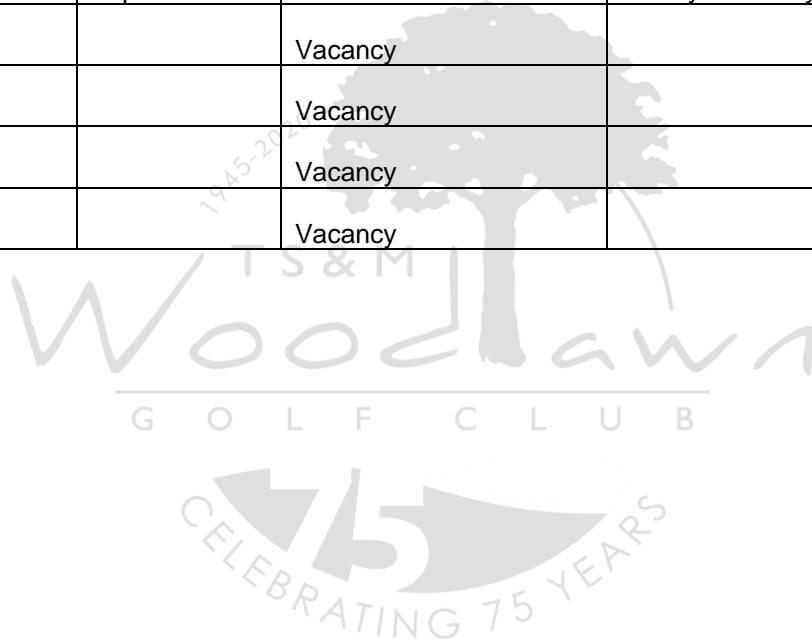
**2022 Board of Directors Election for a Two (2) Year Term – Five (5) positions**

Nominees for re-election:

Mark Spencer  
Bryan Dew  
Brennen Fisk

Nominees for election:

Length of term	In Position	End of term	Position	Currently	Nominee
2 yr	President Since 2021	Exp 2023	President/Director	Stephen Kitchen	Stephen Kitchen
2 yr	Vice-President Since 2021	Exp 2023	Vice-President/Director	Brian Morrissey	Brian Morrissey
2 yr	Since 2021	Exp 2023	Secretary/Director	Holley Odgers	Holley Odgers
2 yr	Since 2021	Exp 2023	Treasurer/Director	Kim Morrissey	Kim Morrissey
2 yr	Since 2021	Exp 2023	Director	Guy Hiltz	Guy Hiltz
<b>2 yr</b>	<b>Since 2020</b>	<b>Exp 2022</b>	<b>Director</b>	<b>Mark Spencer</b>	<b>Mark Spencer</b>
<b>2 yr</b>	<b>Since 2020</b>	<b>Exp 2022</b>	<b>Director</b>	<b>Bryan Dew</b>	<b>Bryan Dew</b>
<b>2 yr</b>	<b>Since 2020</b>	<b>Exp 2022</b>	<b>Director</b>	<b>Brennen Fisk</b>	<b>Brennen Fisk</b>
2 yr	Past President Since 2021	Exp 2023	Past-President/Director	Ashley Gallaway	Ashley Gallaway
			Vacancy		
			Vacancy		
			Vacancy		
			Vacancy		



**Call for nominations.**

**9. Adjournment**

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**ANNUAL GENERAL MEETING MINUTES  
ESTEVAN WOODLAWN GOLF CLUB INC.  
7:30 P.M. Thursday, February 24, 2021  
TS&M Woodlawn Golf Club - Clubhouse**

**Attendance:** Ashley Gallaway, Amanda Minchin, Alanah Wollner, Tracey Tuchscherer, Bryan Dew, Marc Henderson, Guy Hiltz, Jeff Ward, Tony Sernick, Garth Hoffort, Stephen Kitchen, Kim Morrissey, Brian Morrissey, Brennen Fisk, Holley Odgers, Rob Peloquin, Mark Spencer, Dale Fox, Al Batters, Dave Quirk, Keith Walton, Bob Currie.

**10. Call the Meeting to Order:**

*President Ashley Gallaway called the meeting to order at 7:32pm, and welcomed those in attendance*

**11. Adoption of the Agenda**

*MOTION: Garth Hoffort / Kim Morrissey to adopt the agenda as presented CARRIED*

**12. Review/Adoption past AGM Minutes**

*MOTION: Stephen Kitchen / Rob Peloquin to accept the minutes as presented CARRIED*

**13. Business Arising from the Minutes**

*There was no new business arising from minutes.*

**14. Reports (written reports submitted)**

- 9) **President** – Ashley Gallaway
- 10) **General Manager** – Amanda Minchin
- 11) **Superintendent** – Bob Currie
- 12) **Head Professional & Junior Golf** - Amanda Minchin
- 13) **Food & Beverage** – Tracey Tuchscherer
- 14) **Treasurer** – Kim Morrissey
- 15) **2020 MNP Financial Statement**
- 16) **2021 Budget / Proposed Rate**

*MOTION: Guy Hiltz / Garth Hoffort to accept the reports as presented CARRIED*

**15. Appointment of Auditor**

*MOTION: Jeff Ward / Stephen Kitchen to appoint MNP for 2021 financial review auditors CARRIED*

**16. New Business**

**2. Budgets**

- a. **2021 Proposed Operating Budget** (See attached 2021 Budget)
- b. **2021 Membership Fees** (See attached 2021 Membership Fees proposal)

**17. Elections**

**2021 Board of Directors Election for a Two (2) Year Term – Five (5) positions**

Nominees for re-election:

Ashley Gallaway  
Stephen Kitchen  
Holley Odgers  
Kim Morrissey  
Brian Morrissey

Nominees for election:

Guy Hiltz

MOTION: Jeff Ward / Mark Spencer accept Guy Hiltz as nominees presented and to be elected CARRIED

<b>Length of term</b>	<b>In Position</b>	<b>End of term</b>	<b>Position</b>	<b>Currently</b>	<b>Nominee</b>
2 yr	<b>President Since 2019</b>	<b>Exp 2021</b>	<b>President/Director</b>	<b>Ashley Gallaway</b>	<b>Stepping down</b>
2 yr	<b>Vice-President Since 2019</b>	<b>Exp 2021</b>	<b>Vice-President/Director</b>	<b>Stephen Kitchen</b>	<b>Stephen Kitchen</b>
2 yr	<b>Since 2019</b>	<b>Exp 2021</b>	<b>Secretary/Director</b>	<b>Holley Odgers</b>	<b>Holley Odgers</b>
2 yr	<b>Since 2019</b>	<b>Exp 2021</b>	<b>Treasurer/Director</b>	<b>Kim Morrissey</b>	<b>Kim Morrissey</b>
2 yr	<b>Since 2019</b>	<b>Exp 2021</b>	<b>Director</b>	<b>Brian Morrissey</b>	<b>Brian Morrissey</b>
2 yr	Since 2020	Exp 2022	Director	Rob Peloquin	No Election
2 yr	Since 2020	Exp 2022	Director	Mark Spencer	No Election
2 yr	Since 2020	Exp 2022	Director	Bryan Dew	No Election
2 yr	Since 2020	Exp 2022	Director	Brennen Fisk	No Election
2 yr	<b>Past President Since 2019</b>	<b>Exp 2021</b>	<b>Past-President/Director</b>	<b>Jeff Ward</b>	<b>Stepping down</b>

## 18. Adjournment

MOTION: Ashley Gallaway to adjorn meeting at 7:58pm CARRIED



## 2021 TS&M WOODLAWN GOLF CLUB INC. ANNUAL GENERAL MEETING REPORTS

### President's Report – Stephen Kitchen

On behalf of the Board of Directors, first and foremost, I would like to thank our Management team, Amanda, Bob, Tracey, and Alanah, for the constant dedication and commitment to the course over the last year. Our team did a fantastic job managing this facility the last 12 months. With many uncertainties ranging from government mandates, supply chain, and the extremely rapid growth in the popularity of the game of golf. Even with all these challenges and strong expense management, we were able to maintain a strong financial position heading into the 2022 season.

With that said, it was not without its downsides. We heard from our members throughout the year about two high profile concerns. Food consistency and green's quality. As a board and management team, we wanted to address these issues right away, and continue to provide a first-class experience for our members. We are very excited to have Franz Diaz join our team as our new Head Chef for the 2022 golf season. We are confident that with his 13 years of experience he will bring a high-quality product back to our Kitchen. As a team, we are also very supportive of Bob and his group and confident that our greens will return to the championship level greens that Bob has provided us over the last 10+ years. He has worked very hard to ensure grass security for our greens, by increasing the size of our nursery for 2022, should weather play an impact on our greens once again.

With increased traffic on the course, record number of rounds played for the second year in a row and very dry conditions for most of the year, we are very happy with the playing conditions throughout the course that our management team provided our members. We were able to see our tournaments return to course, a fully attended Frametech Classic and Dave Price Memorial Horse Race, as well as the return of weddings, concerts, and events back to our club house.

I want to thank the Board of Directors for another year of volunteering their time and everything they contribute to keep moving our course in the right direction. This was very evident in the fall, as the Board and Management team re-evaluated our Strategic Plan and Goals with the changing landscape within the game of golf, and we are very excited to share that with our members in the very near future. Every single board member provides a different perspective and direction of leadership brought from their experiences and everyday life, and this is vital for the progression of our course.

To our members, a giant Thank-You is in order. We do what we do, to provide you with a first-class experience, and your opinions, contributions and support is always appreciated toward our Management team and Board of Directors.

Now lets get swinging into the 2022 season. Hit them long and hit them straight!

Cheers!

Stephen Kitchen, President.

## **A message from your General Manager – Amanda Minchin**

The 2021 Golf Season proved to be one of most challenging years as Covid restrictions were ramped up again and we saw the effects from the pandemic catch up with us. We faced staffing issues, a back log in the supply chain for merchandise and, our greens conditions were unfortunately less than ideal.

Even with the challenges that were present, we still had a very successful year. The range opened in middle of March the course opened the last week of April after a late snowstorm (thank goodness we got that moisture). The number of rounds for our course was at an all-time high, we saw many tournaments return this summer, and we held weddings & private events while operating under the government restrictions. Golf shop sales were also at an all-time high as the growth of golf over the last two years has skyrocketed and the demand for golf equipment tripled!

We are excited to be heading into the new season with our Head Chef, Franz Diaz. Franz was the head chef at Original Joes for 5 years before he joined our team in November. We are focused on rebuilding our Food & Beverage department after a stressful 2021 season.

I want to thank all of our members, board of directors, guests and our management team for staying committed through a challenging year. We are working on a new strategic plan and we hope to have that put together in the next few months.

I look forward to the upcoming season and watching TS&M Woodlawn Golf Club continue to grow and deliver one of the best facilities in Saskatchewan.



Amanda Minchin  
PGA of Canada, Class "A"  
General Manager & Head Professional  
TS&M Woodlawn Golf Club

## **Superintendent Report – Bobbie Currie**

Last year was challenging to say the least. We battled very hard and didn't achieve the standard we expect. It was a rebuilding and learning year for sure. We were able to make substantial gains at the end of last year. Most of the turf has recovered at least partially. We put the course to bed and crossed our fingers that mother nature would be kind. She has been kind in the fact that there is some moisture and snow cover. Hopefully there is not too much ice in this moisture. I am cautiously optimistic that we will continue recovery at a rapid pace this spring. We are testing Enka matt to assist our tarps in winter protection. We didn't put it everywhere as it is quite expensive, so testing is defiantly in our best interest.

We know going into this season there will be some challenges. We did a lot of work to fix bad areas late last season. We know that some areas still need work. The plan going forward has a couple parts to it. First everything was seeded and tarped in the fall. Some areas were double seeded and double tarped. The tarps work like small greenhouses and help to increase the temperature in the spring. They also prevent desiccation through the winter months. If we are not seeing a high level of success early, we plan to sod. There is some question to the availability of good quality sod as the floods in BC last year affected the main sod supplier in western Canada. I have been in contact with the owner of Boss sod farms, and he believes he will have sod for us in the spring. I will be closely monitoring this as the season gets nearer.

With all the challenges we face in the upcoming year we will be somewhat slow getting the greens down to normal playing height / speed. I don't want to take any chances on a repeat of last year. Greens height was increased more than normal last fall. Dropping height safely takes time. Each increment takes a week or more for the grass to get used to the new mowing height. There is a big height drop to be made. We will get back this year I know it.

In the late fall we took apart the back range tee. We cut the sod off the top. We reshaped and leveled it. The back range tee deck is now approximately triple the size that it was and much more level. It will need a little time to grow back together but it will be a huge improvement.

The nursery green between eight and nine was also dismantled after being completely stripped. The nursery is still in the construction stage. The irrigation has been upgraded. The shape has been changed to fit the area and the growing media has been delivered. The next step is to get it to final grade. Once we get the grade correct then we will seed feed and let the water fly. It will take a minimum of one year to have sod but more realistically ready in year two. We will have approximately 10,000 sq ft of greens sod compared to the 3000 sq ft we previously had.

Water is always a concern for us. We are getting our well pumps serviced now. The rest of the irrigation pumps are in good working order. We will continue to keep the lines of communication open with watershed so that they can hopefully supply us with what we need. We are also looking at wetting agents to make the water we do have more efficient, but don't forget to pray for rain!!!

This winter I also hope to finish pruning our old poplars. There are lots of large dead branches up there and they need to come down. This should happen in February (weather pending). We also have five poplars that need to be completely removed due to safety concerns.

Now that all the tough stuff is out of the way I have a couple positives. We are getting some volunteer help to look after our new trees. We have also hired a lady to take over our flower and flower beds. We will retain most of our staff again. There will be a few new staff members as it looks like three people will be moving on. Jared is currently attending turf school at Olds College, so I look forward to some new ideas. He is excited to take on some new challenges as well.

There is not too much winter left so shine up the clubs or get new ones and we will see you on the course soon.

Thanks,

Bobbie Currie, AGS.  
Superintendent

### **2021 Head Professional Report – Amanda Minchin**

#### **Highlights**

#### **Club Champions**

Men - Ryan Stovin  
Men's Net - Mark Spencer  
Ladies' - Roxanne Willerth  
Sr Ladies' - Roxanne Willerth  
Sr. Men - Bryan Dew  
Sr. Men Net - Trevor Gessner

#### **Junior Club Championship**

Junior Boys Overall - Connor Spencer  
Junior Boys 13 & under - Boston Tait  
Junior Boys 10 & under - Brooks Cote

**Holley/Hawkes Champions** - Ryan Stovin and Erik McKersie

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

2ball Alternate Shot Tourney - Joyce and Clay Kuchinka

## **Thank you to FrameTech for your sponsorship of our August Classic**

August Classic Men – Daryl Donovan  
August Classic Ladies’ - Roxanne Willerth  
August Classic Senior Men - Rick Hallberg

Price Property Management Horse Race – Carson Harcourt

**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, Frametech Classic and our Club Windup in October!

Thank you to the entire Golf Shop and Back Shop Team for their hard work in 2021. The season started early in March with the driving range opening mid month and without many rain days, the staff put in a lot of hours!

### **Junior Golf Highlights**

- Implemented our first year of Birdie Basics camps in February for ages 3-6 year olds
  - Had 32 kids participate and are looking at increasing that for this year
  - Wednesday Junior mornings were again a big hit! Thank you to Kaila Jutras for volunteering her time to help organize these days.
  - Each week averaged 40 – 50 kids, ages 4 to 16
  - The new 3 hole Family Loop was very popular and was utilized by over 200 kids and many families
  - Thank you to Techmation for sponsoring for free golf for all kids on the Family Loop this past season
  - We held the 38<sup>th</sup> Annual Parent-Child Tourney in September – Big THANK YOU to Rick Rohatyn and Eldon Rondeau for their continued support in keeping this event alive!
- 
- Ryan Chernoff won Gold at the Saskatchewan High Schools Athletic Association with rounds of 74, 68
  - Jace Carlisle is playing NCAA Div 2 golf at Post University in Waterbury, Connecticut
  - Chase Gedak is playing NCAA Div 2 golf at University of Arkansas – Monticello
  - Jayden Dudas is playing for Medicine Hat College



Amanda Minchin  
PGA of Canada, Class “A”  
General Manager & Head Professional  
TS&M Woodlawn Golf Club

## Food and Beverage Report – Tracey Tuchscherer

2021 Season was a different kind of year for all of us, with all the new rules and regulations that had to take place, I believe the food and beverage team handled it the best we could. We seemed busier for lunches and suppers, even with everything going on there were a lot that continued to support us. We still catered to the mines, as well as every Friday the city crew continued to bring in 10-12 people every Friday. We saw a huge increase in campers coming for breakfast, lunch, or supper, as well as way more take out then previous. The Food and Beverage team did not go fully staffed this year we ran with only 6 servers, and 4 cooks. We are hoping this coming year is different.

Unfortunately, we could not hold our Mother's Day buffet that has always been a huge success for our club, hoping next year to continue our old tradition. With opening later this year then prior years was very different, from only Takeout at the beginning to only 60 people sure changed a lot, we missed the men's nights, ladies Nights, Couples nights as well as all the tournaments. But we were busier than I anticipated we would be which was great 😊.

With postponing numerous weddings till this year and 2022, I anticipate a busy year this year if we are allowed the number of people.

We had great feed back on having our Beer cart out Dailey, unless the weather was horrible, and we will continue to have it out every day this upcoming year as well.

We have changed a few things for next year, I have added new items to our menu, and will continue having a daily lunch special, With the increase of alcohol we will be raising our prices a quarter on all liquor.

Most of the food and beverage team will be coming back, except for one server, I will be hiring a couple servers as well as cooks depending on the rules and regulations.

For me personally, just like every year other year, we had some hurdles to jump, but with the great communication between all managers, we continued to jump all of them as a team. I am very excited to work along side with Amanda, Bob, Alanah and see what 2022 has instore for us. Thank you to all the staff, board of directors, and our members for continuing to support me as the food and beverage Manager, I look forward to seeing you all very soon 😊.

Tracey Tuchscherer,  
Food and Beverage Manager

## Treasurer Report – Kim Morrissey

2021 was, overall, a much better year than 2020 for course income and covid-19 restrictions. Management and staff did an amazing job getting the course and clubhouse ready and operational this year! The golf course continued to see booked tee sheets.

Management and staff continued to be very diligent and mindful of keeping costs to a minimum without affecting the quality of service and products we provide.

We continued to take advantage of the Federal and Provincial programs including the Canada Emergency Wage Subsidy (CEWS), the Canada Emergency Business Account (CEBA), Government of Saskatchewan and Golf Saskatchewan. We received \$112,000 from these programs. Without the help of these programs we would have incurred a net loss.

Revenues are up in all areas from the previous year by \$139k (7.2%). Covid-19 restrictions were more lenient and allowed more access to Food & Beverage and the Golf Shop.

Donations for bench sign and hole sign were down slightly from previous year.

Daily green fees were down slightly from previous year 7%, but tournament rounds increased dramatically over 200% as well as club event increased 77%. Memberships had a slight increase of 10%. Rental cart advertising also increased 50%. Golf course operation expenses were up due to the course conditions being very dry and the ongoing maintenance of the greens.

The Golf Shop also had an overall increase in sales of 64%. Merchandise sales were up 66% and club rentals and storage were up 10%. Driving range sales were also up 74%. Daily power cart rentals were up 5% and tournament cart rentals up 66%.

Food & Beverage had an overall increase in sales of 37% and a slight profit this year. Many covid restrictions were amended to allow access to the restaurant resulting in a much better year. Daily food and alcohol sales increased 40% and a slight increase to catering, tournament and room rental/events of 8%.

We continue to have a healthy cash position. This is very positive, as having cash available will allow us to continue to operate next season, follow our strategic plan and continue to purchase capital items to maintain and improve our facilities.

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

Major capital expenses this year included a new rental cart fleet and a new computer for the golf shop. The maintenance department received two greens mowers and completed three bridge replacements.

As for new long-term debt or capital lease obligations, we received an additional Canada Emergency Business Account (CEBA) loan of \$20k and must repay \$10k of it by December 31, 2022 with no interest due (or by December 2025 with 5% interest accrued and payable monthly). The total CEBA loan to repay is \$40,000. We repaid just over \$86k of our existing debt. We have been very successful in repaying our debt and have paid one mortgage in full this year, the other mortgage matures in 2026.

I would like to close my report by thanking our management and staff for all they do to make our club safe and successful and to all our members for their continued support.

Kim Morrissey  
Treasurer

**TS&M Woodlawn Golf Club  
Combined Operations Summary  
2022 BUDGET**

<b>Account</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
<b>Revenue</b>				
ADMINISTRATION	\$ 259,804	\$ 441,462	\$ 198,984	\$ 52,500
COURSE OPERATIONS	\$ 887,084	\$ 775,808	\$ 914,737	\$ 945,312
GOLF SHOP	\$ 464,562	\$ 384,825	\$ 555,220	\$ 516,300
FOOD & BEVERAGE	\$ 526,354	\$ 322,630	\$ 443,900	\$ 514,000
<b>Total Revenue</b>	<b>\$ 2,137,804</b>	<b>\$ 1,924,725</b>	<b>\$ 2,112,840</b>	<b>\$ 2,028,112</b>
<b>Expenses</b>				
ADMINISTRATION	\$ 442,551	\$ 303,145	\$ 415,309	\$ 217,150
COURSE OPERATIONS	\$ 599,878	\$ 452,993	\$ 617,875	\$ 642,682
GOLF SHOP	\$ 408,080	\$ 345,259	\$ 499,336	\$ 467,800
FOOD & BEVERAGE	\$ 522,288	\$ 359,593	\$ 443,359	\$ 468,350
CAPITAL	\$ 121,059	\$ 35,406	\$ 261,830	\$ 221,143
<b>Total Expenses</b>	<b>\$ 2,093,856</b>	<b>\$ 1,496,396</b>	<b>\$ 2,237,709</b>	<b>\$ 2,017,125</b>
<b>Net Profit/(Loss)</b>	<b>\$ 43,948</b>	<b>\$ 428,329</b>	<b>\$ (124,869)</b>	<b>\$ 10,987</b>

**NET PROFIT / (LOSS)**

ADMINISTRATION	\$ (182,748)	\$ 138,316	\$ (216,326)	\$ (164,650)
COURSE OPERATIONS	\$ 287,206	\$ 322,815	\$ 296,862	\$ 302,630
GOLF SHOP	\$ 56,482	\$ 39,566	\$ 55,884	\$ 48,500
FOOD & BEVERAGE	\$ 4,066	\$ (36,962)	\$ 541	\$ 45,650
CAPITAL	\$ (121,059)	\$ (35,406)	\$ (261,830)	\$ (221,143)
	\$ 43,948	\$ 428,329	\$ (124,869)	\$ 10,987

**LOANS**

Back 9 mortgage

\$147,192.09

Clubhouse mortgage

Paid off



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

<b>Account</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
<b>Revenue</b>				
<b>ADMINISTRATION</b>				
DONATIONS				
MEMORIAL WALL INCOME	\$ 2,000.00	\$ 5,000.00	\$ -	\$ 5,000.00
BENCH SIGN INCOME	\$ 11,661.69	\$ 9,000.00	\$ 9,000.00	\$ 10,000.00
HOLE SIGN INCOME	\$ 15,876.42	\$ 3,565.39	\$ 19,257.67	\$ 6,000.00
NAMING RIGHTS INCOME	\$ 50,000.00	\$ 25,000.00	\$ 41,666.67	\$ 25,000.00
DONATIONS (4550/ADM//)	\$ -	\$ -	\$ 200.00	\$ 1,000.00
WORK IN KIND DONATIONS (4560/ADM//)	\$ 3,990.00	\$ 3,740.00	\$ -	\$-
<b>Total DONATIONS</b>	<b>\$ 83,528.11</b>	<b>\$ 46,305.39</b>	<b>\$ 70,124.34</b>	<b>\$ 47,000.00</b>
GAINS/LOSSES ON DISPOSAL	\$ 130,368.38	\$104,716.61	\$ 9,990.00	\$-
FUNDRAISERS	\$ 38,500.00	\$ -	\$ -	\$-
GRANTS	\$ 3,011.00	\$287,659.15	\$ 115,459.29	\$ 2,000.00
INTEREST & COMMISSIONS IN	\$ 4,371.27	\$ 2,780.52	\$ 3,409.96	\$-
NSF INCOME	\$ 25.00	\$ -	\$ -	\$ 3,500.00
TRANSFER FROM RESERVES	\$ -	\$ -	\$ -	\$-
<b>Total ADMINISTRATION</b>	<b>\$ 259,803.76</b>	<b>\$441,461.67</b>	<b>\$ 198,983.59</b>	<b>\$ 5,500.00</b>
<b>Total Revenue</b>	<b>\$ 259,803.76</b>	<b>\$441,461.67</b>	<b>\$ 198,983.59</b>	<b>\$ 52,500.00</b>
<b>Expenses</b>				
<b>ADMINISTRATION</b>				
MEMORIAL WALL	\$ 746.65	\$ 927.50	\$ -	\$ 1,000.00
AUTOMOBILE	\$ 1,531.27	\$ 1,736.38	\$ 1,147.47	\$ 2,000.00
ACCOUNTING	\$ 16,906.72	\$ 3,242.83	\$ 11,322.00	\$ 12,500.00
PLAYER ASSISTANCE-DEVELOP	\$ -	\$ -	\$ -	\$-
AFFILIATION FEES	\$ 14,901.98	\$ 13,796.64	\$ 14,004.85	\$ 15,000.00
INSURANCE	\$ 17,414.40	\$105,971.91	\$ 19,352.42	\$ 33,000.00
HOUSE COMMITTEE	\$ 655.65	\$ 1,909.64	\$ 712.86	\$ 2,000.00
OFFICE SUPPLIES	\$ 3,936.99	\$ 4,553.13	\$ 5,432.72	\$ 4,800.00
COVID-19	\$ -	\$ 3,205.63	\$ 967.41	\$-
CELL PHONE	\$ 3,369.88	\$ 4,035.66	\$ 3,353.17	\$ 3,500.00
TELEPHONE AND FAX	\$ 3,079.21	\$ 2,864.87	\$ 2,742.90	\$ 3,000.00
WOODLAWN REGIONAL PARK LE	\$ -	\$ 6,000.00	\$ 3,000.00	\$ 3,000.00
UTILITIES	\$ 17,572.90	\$ 16,014.46	\$ 18,034.66	\$ 20,000.00
WEBSITE	\$ 16,490.57	\$ 15,773.27	\$ 10,834.73	\$ 6,000.00
POS SYSTEM	\$ 8,000.00	\$ 8,000.00	\$ 8,400.00	\$ 8,500.00
ADVERTISING	\$ 15,634.00	\$ 20,922.11	\$ 18,035.43	\$ 8,000.00
JUNIOR DEVELOPMENT	\$ -	\$ 151.58	\$ 1,012.19	\$-
HOLE SIGN REPAIRS	\$ 1,500.00	\$ -	\$ 39.75	\$ 1,500.00
PROFESSIONAL DEVELOPMENT	\$ -	\$ -	\$ -	\$ 250.00
WAGES & BENEFITS	\$ 74,494.26	\$ 53,226.18	\$ 59,114.48	\$ 60,000.00
CAPITAL ASSET AMORTIZATIO	\$ 194,532.27	\$ -	\$ 203,876.91	\$-
BAD DEBT	\$ -	\$ -	\$ -	\$-
BANK CHARGES	\$ 42,062.04	\$ 33,075.36	\$ 33,925.15	\$ 27,600.00
BACK NINE INTEREST	\$ 9,722.58	\$ 7,738.16	\$ 5,697.47	\$ 5,500.00
<b>Total ADMINISTRATION</b>	<b>\$ 442,551.37</b>	<b>\$303,145.31</b>	<b>\$ 415,309.10</b>	<b>\$ 217,150.00</b>
<b>Total Expenses</b>	<b>\$ 442,551.37</b>	<b>\$303,145.31</b>	<b>\$ 415,309.10</b>	<b>\$ 217,150.00</b>
<b>Net Profit/(Loss)</b>	<b>\$(182,747.61)</b>	<b>\$138,316.36</b>	<b>\$(216,325.51)</b>	<b>\$(164,650.00)</b>

*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 Course Operations  
BUDGET**

Account	2019 Actual	2020 Actual	2021 Actual	2022 Budget
<b>Revenue</b>				
<b>COURSE OPERATIONS</b>				
ADVERTISING				
BEVERAGE CART ADS	\$ 1,863.34	\$ 3,500.00	\$ 3,500.00	\$ 7,000.00
RENTAL CART ADS	\$ 62,500.00	\$ 62,859.87	\$ 94,650.00	\$ 94,650.00
SCORECARD ADS	\$ -		\$ -	\$ -
<b>Total ADVERTISING</b>	<b>\$ 64,363.34</b>	<b>\$ 66,359.87</b>	<b>\$ 98,150.00</b>	<b>\$ 101,650.00</b>
<b>GREEN FEES</b>				
DAILY	\$ 189,880.20	\$ 223,588.77	\$ 207,350.15	\$ 200,000.00
TOURNAMENT	\$ 96,612.18	\$ 21,828.40	\$ 66,853.65	\$ 90,000.00
<b>Total GREEN FEES</b>	<b>\$286,492.38</b>	<b>\$245,417.17</b>	<b>\$274,203.80</b>	<b>\$ 290,000.00</b>
LOCKERS	\$ 1,800.00	\$ 714.30	\$ 1,371.43	\$ 1,800.00
<b>MEMBERSHIPS</b>				
ADULT	\$ 320,717.50	\$ 318,476.23	\$ 327,225.30	\$ 327,225.00
COUPLES	\$ 82,000.00	\$ 72,102.28	\$ 95,439.20	\$ 95,439.00
JUNIOR - AFFILIATED	\$ 6,589.35	\$ 9,255.56	\$ 11,299.00	\$ 11,299.00
JUNIOR - NON-AFFILIATED	\$ -		\$ -	\$ -
STUDENT	\$ 11,992.50	\$ 15,024.02	\$ 22,370.36	\$ 15,399.00
<b>Total MEMBERSHIPS</b>	<b>\$423,099.35</b>	<b>\$415,572.39</b>	<b>\$456,333.86</b>	<b>\$ 449,362.00</b>
CLUB EVENTS	\$ 109,738.74	\$ 45,959.15	\$ 81,234.86	\$ 100,000.00
TRACKAGE	\$ 3,389.84	\$ 2,499.89	\$ 3,443.04	\$ 2,500.00
<b>Total COURSE OPERATIONS</b>	<b>\$887,083.65</b>	<b>\$775,808.47</b>	<b>\$914,736.99</b>	<b>\$ 945,312.00</b>
<b>Total Revenue</b>	<b>\$887,083.65</b>	<b>\$775,808.47</b>	<b>\$914,736.99</b>	<b>\$ 945,312.00</b>
<b>Expenses</b>				
<b>COURSE OPERATIONS</b>				
CART PATHS	\$ -	\$ 91.14	\$ 265.00	\$ -
CLUB EVENTS	\$ 110,135.34	\$ 45,463.47	\$ 78,914.22	\$ 100,000.00
GARBAGE DISPOSAL	\$ 1,903.29	\$ 1,044.98	\$ 1,345.50	\$ 2,000.00
SEPTIC TANK	\$ 200.00	\$ 344.41	\$ 192.78	\$ 400.00
SHED REPAIRS	\$ 23.81	\$ 64.00	\$ 180.91	\$ 500.00
<b>SUPPLIES AND MAINTENAN</b>				
AGGREGATES	\$ -		\$ -	\$ -
COURSE IMPROVEMENTS	\$ -		\$ 795.11	\$ -
COURSE SUPPLIES	\$ 9,510.04	\$ 6,310.57	\$ 17,375.00	\$ 17,000.00
EQUIPMENT LEASE	\$ -		\$ -	\$ -
EQUIPMENT R&M	\$ 14,107.76	\$ 14,274.81	\$ 21,429.78	\$ 20,000.00
EQUIPMENT RENTALS	\$ 467.33	\$ 1,799.37	\$ 6,606.56	\$ 5,000.00
FERTILIZER	\$ 35,221.27	\$ 31,059.61	\$ 34,302.75	\$ 40,000.00
FREIGHT	\$ 87.87	\$ 162.09	\$ 68.47	\$ 500.00
FUEL & OIL	\$ 26,752.23	\$ 20,396.15	\$ 20,193.97	\$ 32,000.00
GRASS, SEED & SOD	\$ 1,757.18	\$ 2,894.91	\$ 12,481.33	\$ 5,000.00
GRAVEL	\$ -	\$ -	\$ -	\$ -
IRRIGATION & DRAINAGE	\$ 18,733.00	\$ 7,366.94	\$ 10,048.88	\$ 18,000.00
OFFICE SUPPLIES - MAINTEN	\$ 215.01	\$ -	\$ 68.12	\$ 800.00
PESTICIDES	\$ 15,326.15	\$ 19,112.65	\$ 28,865.09	\$ 33,982.00
SHOP TOOLS	\$ 776.79	\$ 1,013.24	\$ 624.97	\$ 2,000.00
SOIL	\$ -	\$ -	\$ -	\$ -
SAND	\$ 7,001.87	\$ 11,417.42	\$ 13,323.88	\$ 12,000.00
TREES, SHRUBS, FLOWERS	\$ 8,338.75	\$ 87.72	\$ 12,617.68	\$ 12,500.00
<b>Total SUPPLIES AND MAINTENAN</b>	<b>\$138,295.25</b>	<b>\$115,895.48</b>	<b>\$178,801.59</b>	<b>\$ 174,500.00</b>
PROFESSIONAL DEVELOPMENT	\$ 2,317.84	\$ 495.00	\$ 872.00	\$ 1,000.00
WAGES & BENEFITS	\$ 347,002.54	\$ 289,594.65	\$ 357,303.07	\$ 340,000.00
<b>Total COURSE OPERATIONS</b>	<b>\$599,878.07</b>	<b>\$452,993.13</b>	<b>\$617,875.07</b>	<b>\$ 642,682.00</b>
<b>Total Expenses</b>	<b>\$599,878.07</b>	<b>\$452,993.13</b>	<b>\$617,875.07</b>	<b>\$ 642,682.00</b>
<b>Net Profit/(Loss)</b>	<b>\$287,205.58</b>	<b>\$322,815.34</b>	<b>\$296,861.92</b>	<b>\$ 302,630.00</b>

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

<b>Account</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
<b>Revenue</b>				
<b>GOLF SHOP</b>				
MERCHANDISE SALES	\$ 261,716.49	\$ 198,440.68	\$ 328,727.18	\$ 290,000.00
CART SHED RENTAL	\$ 96,231.17	\$ 93,404.87	\$ 98,041.43	\$ 104,000.00
CLUB RENTALS	\$ 1,608.94	\$ 912.96	\$ 1,398.94	\$ 2,000.00
CLUB STORAGE	\$ 13,200.03	\$ 6,001.89	\$ 11,700.00	\$ 14,300.00
DRIVING RANGE	\$ 24,008.59	\$ 18,441.17	\$ 32,023.97	\$ 27,000.00
GAS SALES	\$ 9,832.90	\$ 7,680.80	\$ 12,357.21	\$ 10,000.00
<b>POWER CART RENTALS</b>				
DAILY	\$ 46,934.99	\$ 58,808.08	\$ 62,287.94	\$ 59,000.00
TOURNAMENT	\$ 11,029.11	\$ 1,134.16	\$ 8,682.93	\$ 10,000.00
<b>Total Power Cart Rental</b>	<b>\$ 57,964.10</b>	<b>\$ 59,942.24</b>	<b>\$ 70,970.87</b>	<b>\$ 69,000.00</b>
<b>Total GOLF SHOP REVENUE</b>	<b>\$ 464,562.22</b>	<b>\$ 384,824.61</b>	<b>\$ 555,219.60</b>	<b>\$ 516,300.00</b>
<b>Expenses</b>				
<b>GOLF SHOP</b>				
MERCHANDISE	\$ 185,253.42	\$ 146,602.22	\$ 241,113.61	\$ 203,000.00
GARBAGE DISPOSAL	\$ 1,903.30	\$ 1,071.92	\$ 1,399.36	\$ 1,000.00
UTILITIES	\$ 10,333.71	\$ 9,653.43	\$ 9,192.23	\$ 10,000.00
SEPTIC TANK	\$ 9,651.40	\$ 4,325.86	\$ 6,943.09	\$ 6,500.00
R&M GOLF SHOP BLDG	\$ 9,631.46	\$ 730.69	\$ 12,240.67	\$ 5,000.00
GAS	\$ 6,599.25	\$ 6,715.47	\$ 9,694.26	\$ 8,000.00
RENTAL CART LEASE & REPAIR	\$ 2,704.96	\$ 2,304.91	\$ 7,347.05	\$ 3,500.00
RANGE	\$ 1,997.75	\$ 974.97	\$ 653.73	\$ 2,500.00
MEMBER BENEFITS	\$ -	\$ -	\$ 500.00	\$ 500.00
OFFICE	\$ 7,648.29	\$ 5,631.72	\$ 6,879.91	\$ 7,000.00
BUYING SHOW	\$ 916.71	\$ 606.00	\$ 461.24	\$ 1,200.00
PROFESSIONAL DEVELOPMENT	\$ 2,484.65	\$ 3,169.50	\$ 1,875.16	\$ 3,000.00
<b>WAGES</b>				
BACK SHOP	\$ 14,124.34	\$ 20,899.41	\$ 24,157.90	\$ 21,000.00
GOLF SHOP	\$ 155,475.98	\$ 142,924.22	\$ 176,946.02	\$ 195,600.00
<b>Total WAGES</b>	<b>\$ 169,600.32</b>	<b>\$ 163,823.63</b>	<b>\$ 201,103.92</b>	<b>\$ 216,600.00</b>
CASH OVER/SHORT	\$ (645.27)	\$ (351.46)	\$ (68.64)	\$ -
<b>Total GOLF SHOP EXPENSES</b>	<b>\$ 408,079.95</b>	<b>\$ 345,258.86</b>	<b>\$ 499,335.59</b>	<b>\$ 467,800.00</b>
<b>Net Profit/(Loss)</b>	<b>\$ 56,482.27</b>	<b>\$ 39,565.75</b>	<b>\$ 55,884.01</b>	<b>\$ 48,500.00</b>

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

<b>Account</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Actual</b>	<b>2022 Budget</b>
<b>Revenue</b>				
<b>FOOD &amp; BEVERAGE</b>				
<b>ALCOHOL SALES</b>				
CATERING	\$ -	\$ -		
DAILY	\$ 270,875.67	\$ 168,588.79	\$ 250,154.99	\$ 265,000.00
TOURNAMENT	\$ -	\$ -		\$ -
<b>Total ALCOHOL SALES</b>	<b>\$ 270,875.67</b>	<b>\$ 168,588.79</b>	<b>\$250,154.99</b>	<b>\$ 265,000.00</b>
<b>FOOD SALES</b>				
CATERING	\$ 39,428.30	\$ 15,900.43	\$ 10,344.00	\$ 30,000.00
DAILY	\$ 178,119.06	\$ 123,032.75	\$ 160,214.34	\$ 190,000.00
TOURNAMENT	\$ 24,247.39	\$ 6,021.25	\$ 19,434.15	\$ 25,000.00
<b>Total FOOD SALES</b>	<b>\$ 241,794.75</b>	<b>\$ 144,954.43</b>	<b>\$189,992.49</b>	<b>\$ 245,000.00</b>
ROOM RENTAL & EVENTS	\$ 13,683.66	\$ 9,087.26	\$ 3,752.52	\$ 4,000.00
<b>Total Revenue</b>	<b>\$ 526,354.08</b>	<b>\$ 322,630.48</b>	<b>\$443,900.00</b>	<b>\$ 514,000.00</b>
<b>Expenses</b>				
<b>FOOD &amp; BEVERAGE</b>				
<b>MERCHANDISE</b>				
ALCOHOL	\$ 100,552.63	\$ 62,145.08	\$ 93,623.69	\$ 100,000.00
FOOD	\$ 91,299.27	\$ 63,378.18	\$ 83,920.08	\$ 95,000.00
<b>Total MERCHANDISE</b>	<b>\$ 191,851.90</b>	<b>\$ 125,523.26</b>	<b>\$177,543.77</b>	<b>\$ 195,000.00</b>
<b>FOOD &amp; BEVERAGE SUPPLIES</b>				
KITCHEN SUPPLIES	\$ 3,770.68	\$ 2,530.19	\$ 3,913.13	\$ 6,500.00
TP-PT / CLEANING	\$ 1,433.00	\$ 746.55	\$ 3,064.84	\$ 3,200.00
SUPPLIES SERVING	\$ 7,875.63	\$ 3,866.26	\$ 7,677.72	\$ 7,500.00
ADVERTISING & PROMOTION	\$ -	\$ -	\$ 1,232.50	\$ -
LICENSE & FEES	\$ 180.00	\$ 157.50	\$ 158.00	\$ 200.00
BEVERAGE CART	\$ 477.12	\$ 963.01	\$ 2,875.18	\$ 1,200.00
<b>REPAIR &amp; MAINTENANCE</b>				
BUILDING REPAIR	\$ 45,729.50	\$ 2,244.23	\$ 2,875.18	\$ 1,500.00
EQUIPMENT REPAIR	\$ 3,351.51	\$ 389.55	\$ 8,980.93	\$ 8,000.00
GARBAGE DISPOSAL	\$ 1,967.96	\$ 1,098.74	\$ 1,409.14	\$ 1,500.00
SEPTIC TANK	\$ 13,706.97	\$ 7,039.68	\$ 10,342.05	\$ 11,000.00
UTILITIES	\$ 11,126.74	\$ 10,163.45	\$ 9,294.33	\$ 10,500.00
ENTERTAINMENT	\$ 3,076.13	\$ 3,455.80	\$ -	\$ 2,000.00
PROFESSIONAL DEVELOPMENT	\$ -	\$ -	\$ -	\$ 250.00
WAGES & BENEFITS	\$ 237,741.76	\$ 201,475.41	\$ 216,689.94	\$ 220,000.00
CASH & MONERIS OVER/SHORT	\$ (0.78)	\$ (61.01)	\$ 177.94	\$ -
<b>Total F &amp; B EXPENSES</b>	<b>\$ 522,288.12</b>	<b>\$ 359,592.62</b>	<b>\$443,359.47</b>	<b>\$ 468,350.00</b>
<b>Net Profit/(Loss)</b>	<b>\$ 4,065.96</b>	<b>\$ (36,962.14)</b>	<b>\$ 540.53</b>	<b>\$ 45,650.00</b>

**TS&M Woodlawn Golf Club  
CAPITAL EXPENDITURES  
BUDGET 2022**

Account	2019 Actual	2020 Actual	2021 Actual	2022 Budget
<b>Expenses</b>				
<b>CAPITAL</b>				
FOOD & BEVERAGE	\$ 26,436		\$ -	\$ 10,000
GOLF SHOP	\$ -	\$ -	\$ 91,969	\$ 5,000
OFFICE	\$ -	\$ 4,163.89	\$ 1,092	\$ 4,000
LEASES / LOANS	\$ 18,245	\$ 18,245.00	\$ -	\$ 40,000
IRRIGATION	\$ 55,844		\$ -	
MAINTENANCE	\$ -		\$ 151,293	\$ 112,143
BACK NINE	\$ 20,534	\$ 12,997.00	\$ 17,476	\$ 50,000
<b>Total Capital Expenditure</b>	<b>\$ 121,058.59</b>	<b>\$ 35,405.89</b>	<b>\$ 261,829.82</b>	<b>\$ 221,143.00</b>

**Capital Expenditure 2021**

**Capital Expenditure 2022 Budget**

		<b>FOOD &amp; BEVERAGE</b>	
		Table tops/chairs	\$ 10,000.00
<b>Golf Shop</b>		<b>Golf Shop</b>	
Rental Cart Fleet (25)	\$ 91,969	Display wall (slatwall)	\$ 5,000
<b>Office</b>		<b>Office</b>	
Golf Shop Computer	\$ 1,092	3 - Laptop	\$ 4,000
<b>Maintenance</b>		<b>Leases / Loans</b>	
Greens mowers (2)	\$ 151,293	CEBA Loan repayment (2023)	\$ 40,000
Rough Mower (savings)	\$ -	<b>Maintenance</b>	
Bridge replacements (3)	\$ 17,476	Rough Mower	\$ 112,143
	<b>\$ 261,829.82</b>	<b>Course Improvements</b>	
		Sod Farm / Green Recovery	\$ 50,000
			<b>\$ 221,143</b>

<b><u>2022 PROPOSED RATES</u></b>	<b><u>2020 Taxes in</u></b>	<b><u>2021 Taxes in</u></b>	<b><u>2022 Before Taxes</u></b>	<b><u>2022 Taxes in</u></b>
<b>Memberships</b>			<b>NO INCREASE</b>	
Adult	\$ 1,434.10	\$ 1,469.95	\$ 1,399.96	\$ 1,469.95
Restricted Adult	\$ 882.53	\$ 904.59	\$ 861.51	\$ 904.59
Couple	\$ 2,757.89	\$ 2,826.84	\$ 2,692.22	\$ 2,826.84
Student	\$ 717.06	\$ 734.98	\$ 699.98	\$ 734.98
Junior	\$ 262.66	\$ 269.22	\$ 256.40	\$ 269.22
Mini Juniors	\$ -			
<b>NEW Adult Member</b>	\$ 882.54	\$ 904.59	\$ 861.51	\$ 904.59
<b>Cart Storage</b>			<b>2.5% INCREASE</b>	
Member – Gas	\$ 397.14	\$ 407.07	\$ 397.38	\$ 417.25
Member – Electric	\$ 551.58	\$ 565.36	\$ 551.90	\$ 579.50
Non-Mbr – Gas	\$ 579.16	\$ 593.64	\$ 579.50	\$ 608.48
Non-Mbr – Electric	\$ 717.06	\$ 734.98	\$ 717.48	\$ 753.36
<b>Driving Range</b>			<b>NO INCREASE</b>	
Family Pass	\$ 432.90	\$ 432.90	\$ 390.00	\$ 432.90
Adult Pass	\$ 194.25	\$ 194.25	\$ 175.00	\$ 194.25
Junior Pass	\$ 132.15	\$ 132.15	\$ 119.05	\$ 132.15
Non-Member Adult	\$ 396.43	\$ 333.00	\$ 300.00	\$ 333.00
Non-Member Junior	\$ 231.99	\$ 222.00	\$ 200.00	\$ 222.00
Large Bucket	\$ 11.00	\$ 11.00	\$ 9.91	\$ 11.00
Medium Bucket	\$ 7.00	\$ 7.00	\$ 6.30	\$ 7.00
Small Bucket	\$ 5.00	\$ 5.00	\$ 4.50	\$ 5.00
<b>Club Storage</b>				
Season	\$ 126.00	\$ 136.50	\$ 130.00	\$ 136.50
<b>Locker Rental</b>				
1 Year	\$ 105.00	\$ 105.00	\$ 100.00	\$ 105.00
<b>Green Fees</b>				
Adult 18 Holes	\$ 55.00	\$ 55.00	\$ 52.38	\$ 55.00
Adult 9 Holes	\$ 32.00	\$ 32.00	\$ 30.48	\$ 32.00
Junior 18 Holes	\$ 24.26	\$ 21.50	\$ 20.99	\$ 21.50
Junior 9 Holes	\$ 15.75	\$ 14.75	\$ 14.40	\$ 14.75
<b>Power Cart Rentals</b>				
18 Holes	\$ 45.00	\$ 45.00	\$ 40.54	\$ 45.00
9 Holes	\$ 29.00	\$ 29.00	\$ 26.13	\$ 29.00
18 Holes Single Seat	\$ 25.00	\$ 25.00	\$ 22.52	\$ 25.00
9 Holes Single Seat	\$ 16.00	\$ 16.00	\$ 14.41	\$ 16.00
Yearly Cart Rental	\$ 999.00	\$ 1,221.00	\$ 1,126.13	\$ 1,250.00
<b>Club Rentals</b>				
18 Holes – Standard	\$ 22.20	\$ 24.00	\$ 21.62	\$ 24.00
9 Holes – Standard	\$ 13.30	\$ 15.00	\$ 13.51	\$ 15.00
18 Holes – Demo	\$ 45.00	\$ 45.00	\$ 41.55	\$ 45.00
9 Holes – Demo	\$ 27.00	\$ 27.00	\$ 24.93	\$ 27.00
<b>Trackage</b>				
Daily	\$ 26.25	\$ 27.75	\$ 26.50	\$ 27.75
Season	\$ 209.50	\$ 221.99	\$ 239.99	\$ 266.39