

Green Mountain National Golf Advisory Committee

Meeting Minutes for November 19, 2013

Present: Leo Davin
Ken Lee
Peter Metzler
Seth Webb – Town Manager
David Soucy – Golf Course General Manager and PGA Professional

Absent: Mary Furlong

Guests: None

Agenda: Meeting called to order at 2 PM.

Minutes from October 29, 2013 meeting read and approved.

Commissioner's Concerns: None

2013 Year End Budget Projections:

David Soucy presented an overview for the 2013 YE Projections; highlights and discussion included: revenue came in lower than budgeted; cart revenue down by 17%; Pro Shop sales higher than budgeted which includes an increase in rounds played and an increase in equipment and soft goods sales; the restaurant showed a 30% increase. A question on total labor costs, to include Pro Shop and course maintenance was raised. Mr. Soucy responded that labor costs would require a revision to included projection to year end. He will be able to provide a final year end figure at our next meeting.

2014 Capital Plan:

It was recommended that the course again provide a \$50,000 payment to The Town from the year 2013 earned Operating Profit. The reported 2014 Capital Reserve Fund will begin with approximately \$156,000 in funding. Mr. Soucy will have the finalized figure available at our next meeting. The purchase of a new Greens Sprayer at a cost of \$25,000 was presented; Mr.

Soucy stated that he plans on following up with the maintenance superintendent to finalize the need for this piece of equipment.

While going over reported expenses, Mr. Soucy continually referred to revenue minus expenses versus net operating income. One of the commission members questioned why we continually waffle back and forth on this terminology. Mr. Soucy explained that at a point in the past, the Board of Selectman directed him to use the revenue minus expense method of reporting. Mr. Lee asked Mr. Soucy what the industry standard for reporting was; the response was net operating income. Mr. Lee asked how this matter could be changed in order to provide conformity and whether a motion suggesting said change to the Select Board was in order. Mr. Webb suggested that if the committee felt a change would be in the best interest of the course, then a motion should be made and he would carry it forward to the Select Board. Mr. Lee made a motion to: "Recommend that the Select Board consider changing the reporting method for budgeting summary from revenue minus expenses to net operating income to conform with the golf industry standard." The motion was seconded by Mr. Metzler and carried on unanimous vote.

Next Meeting: January 14, 2014 at the Town Hall.

Adjournment: Motion to adjourn made by Mr. Lee and carried unanimously at 3 PM.