

Pro Manager Report - Annual General Meeting

November 12, 2017

Through the support of our members and guests alike, Aroostook Valley has had yet another successful summer. After a very mild winter the course woke up with some of the best playing conditions we have ever seen. Weather played a role early in our season as we really did not enjoy good weather on a consistent basis until July 1. Once the weather turned in our favour it lasted well into the fall and in fact it is only in the last couple of days it has really been too cold to golf. The course was busy for the most part from July 1 forward, members were playing, green fee play increased and our events were well attended. As a result of steady, consistent traffic our revenues were up in nearly every facet of our operation, including green fees, cart rentals, food and beverage sales and tournament revenue, all the while keeping expenses well in tow. Constant line items like wages, cost of goods sold and basic maintenance were all kept in line. The Board and Management made conscious decisions to spend money on a few much needed areas and thankfully cash flow continues to allow us to do without incurring any debt or realizing financial hardship. Here are a few of the expenditures and improvements made this past summer.

- We replaced the roof on the maintenance building - \$7000
- Continued upgrading of our golf cart rental fleet - \$5000
- Replaced some 36 fairway sprinkler heads - \$11,000
- Purchase of fertilizer to do all fairways - \$7000
- Deep tining of our greens - \$5000

It is no secret that costs are rising and will continue to do so, wages will continue to increase as will costs of goods sold and materials needed to maintain the golf course not to mention the unknowns such as mechanical failures and equipment replacement and dealing with ever changing course conditions. Through sound management practices and responsible spending we will go in to the 2018 season in good financial shape, with prudent reserve in the bank and zero debt! Not many clubs can make that claim.

As we all know Clayton McClure has retired as course Superintendent and I would like to take this opportunity to thank him for many years of hard work and dedication. Clayton put his heart and soul into his job and did a fine job over the years. The biggest testament to that, in my opinion, is the dedication and work ethic that his staff has shown over the years. I have people come into the Pro Shop and ask me to pass on to Clayton and his crew what a wonderful job they do on a daily basis! They talk of course conditions and how courteous the crew is and how it really

makes for a positive visit to our club. I wish Clayton good luck in future endeavours and we all hope to see him on our course enjoying all it has to offer.

I would also like to welcome our newest member to the team, Perry Swazey. Perry will be our new Superintendent and in Perry I know we have found another hard working individual who takes pride in what he does and is willing to learn and be part of a team that will strive to keep our course in the condition we all expect. I look forward to working with Perry in the years to come.

I would like to thank all of our club house staff for such an enjoyable summer. You are quite simply "The Best". Cathy Hamilton and her crew along with Thyra behind the bar made the operation go! I just stay out of their way and they get things done! They make everybody feel so welcome and work tirelessly for our benefit. It is so nice to still have an operation that is inviting to the golfer for what I call "Après" golf food and drink. This facet of the golf experience has been lost at many clubs and is still notably appreciated at ours. That is why as you have heard me say many times, "We are still a golf club and not just a place to play golf."

I would like to thank L.C. and Steve Hansen, two fixtures at the club who certainly keep the wheels turning. Both men are very helpful to me throughout the summer and are not just employees in my eyes but extended family. Herrick Hansen is very much appreciated and we all look forward to his weekly updates and the upkeep of our web site. Thanks, Herrick.

I would like to thank all of the volunteers who help out with our tournaments, work crews, barbecues and gardening. It is never hard to find people willing to help out at our club. Perhaps now is a good time to remind you that we will be covering our greens on Saturday November 18. Volunteers are asked to meet at 8:00 Canadian time at the maintenance building to perform this very important task.

Thanks to the Board of Directors for their service and much thanks to outgoing President Jeff Murchison. Jeff does many things behind the scenes for our club and always has the interests of the club and the employees in mind. Jeff's easy going way, yet his attention to detail, has garnered the respect of myself and all who have worked beside him and for that we are all thankful.

In closing I just want to thank the Membership of Aroostook Valley for all their continued support and for making AVCC the friendly special place that it is! We have a winning combination! A great golf course! Hard working staff! Friendly atmosphere! And most of all a dedicated and supportive membership who together make Aroostook Valley, "Our most special place on earth."



AVCC Pro Manager, Stephen Leitch