



AGENDA
GREENS AND OVERSIGHT COMMITTEE
February 18, 2016
3:00 PM
Fernandina Beach Golf Course
2800 Bill Melton Road
FERNANDINA BEACH, FLORIDA 32034

1. CALL TO ORDER / ROLL CALL

2. APPROVAL OF MINUTES

Documents: [Minutes 1.2016.PDF](#)

3. OLD BUSINESS

4. NEW BUSINESS

ROUNDS & REVENUE
PROFIT & LOSS

Documents: [Graphs 1.2016.PDF](#), [Financials 1.2016.PDF](#)

5. MARKETING UPDATE FROM PRIOR MONTH

Documents: [Promotions 1.2016.PDF](#)

6. WGA & MGA UPDATE

7. REQUESTS FROM THE PUBLIC TO BE HEARD ON ITEMS NOT ON THE AGENDA

8. ADJOURNMENT

All members of the public are invited to be present and be heard. Persons with disabilities requiring accommodations in order to participate in this program or activity should contact the City Clerk at (904) 310-3115 or TTY/TDD 711 (for the hearing or speech impaired). All interested parties may appear at said meeting and be heard as to the advisability of any action, which may be considered with respect to such matter. For information regarding this matter, please contact the General Manager.

1. Call To Order/Roll Call –The meeting was called to order at 3:00 pm.

Members Absent: Bob Dorsey, Bruce Smyk, Carl Galpin, Beth McQueen, Jane Paige, and Rob Maynard

Others present: General Manager Steve Murphy

Due to lack of quorum this meeting was cancelled.

The next regular meeting of the Greens and Oversight Committee would be February 18, 2016.

2. Approval of Minutes – The minutes of the November 19, 2015 Regular Meeting and the December 17, 2015 Regular Meeting were presented for approval.

3. Old Business

**Member Replacement
Course Markings**

4. New Business

**Rounds & Revenue
Profit & Loss**

5. WGA & MGA Update

6. Marketing Update From Prior Month

7. Requests From The Public To Be Heard On Items Not On The Agenda

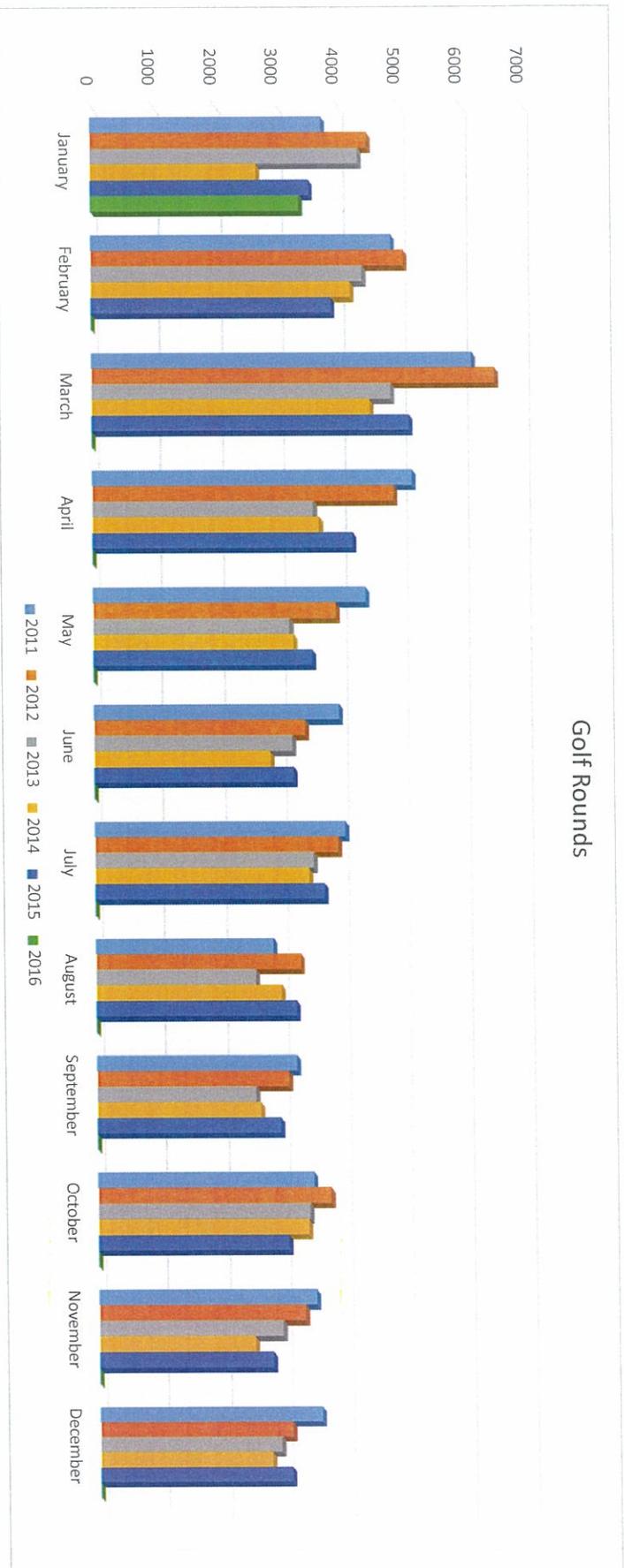
8. Adjournment – 3:02 PM

Beth McQueen, Secretary

Bruce Smyk, Chair

Total Rounds	January	February	March	April	May	June	July	August	September	October	November	December
2011	3741	4868	6175	5194	4419	3979	4061	2879	3241	3510	3533	3609
2012	4483	5072	6543	4892	3935	3422	3943	3317	3111	3783	3348	3121
2013	4344	4407	4862	3587	3181	3213	3552	2587	2572	3445	2987	2947
2014	2687	4205	4514	3677	3240	2852	3470	3005	2645	3414	2522	2786
2015	3537	3888	5151	4217	3552	3227	3720	3242	2975	3086	2819	3109
2016	3380	0	0	0	0	0	0	0	0	0	0	0

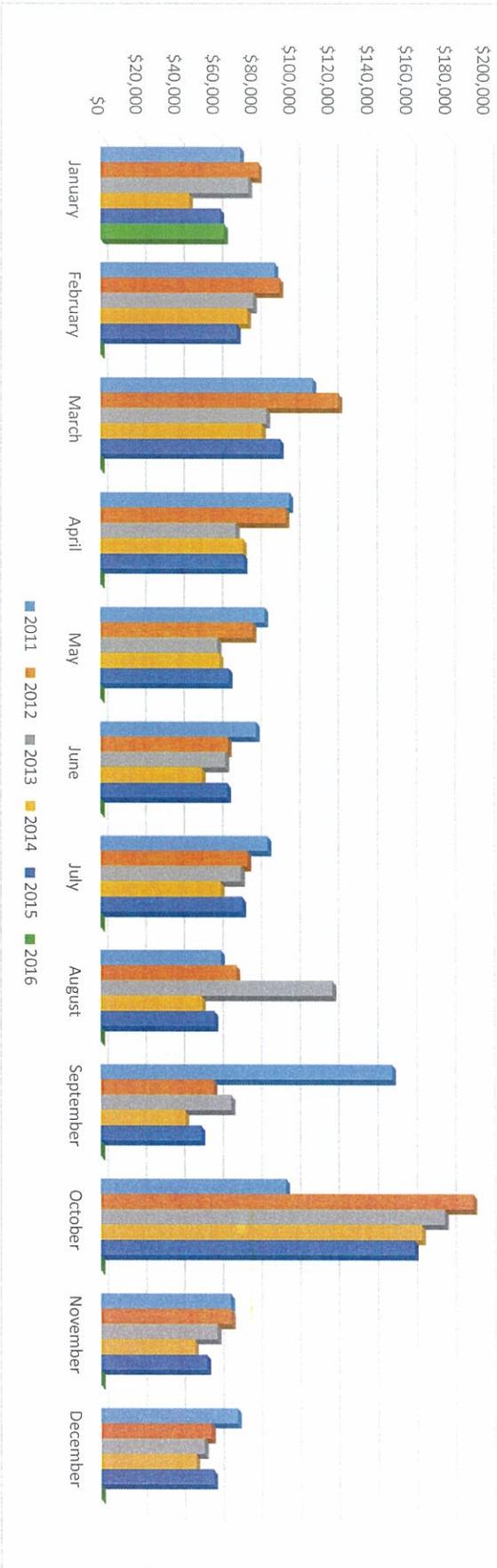
Golf Rounds



Total Golf Revenue

	January	February	March	April	May	June	July	August	September	October	November	December
2011	\$72,548	\$90,355	\$110,229	\$98,437	\$85,304	\$80,820	\$86,735	\$62,558	\$150,926	\$96,331	\$67,313	\$70,650
2012	\$82,171	\$93,137	\$123,576	\$96,467	\$79,151	\$66,182	\$76,100	\$70,372	\$58,625	\$192,322	\$67,606	\$57,386
2013	\$76,993	\$79,595	\$86,334	\$70,436	\$61,029	\$65,280	\$73,008	\$120,528	\$67,853	\$177,651	\$60,535	\$53,778
2014	\$46,133	\$76,200	\$84,014	\$73,832	\$61,973	\$52,732	\$62,542	\$52,730	\$43,820	\$165,720	\$48,593	\$49,198
2015	\$62,377	\$70,893	\$93,376	\$74,222	\$66,767	\$65,825	\$73,315	\$59,201	\$52,188	\$162,220	\$55,001	\$58,273
2016	\$64,512	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

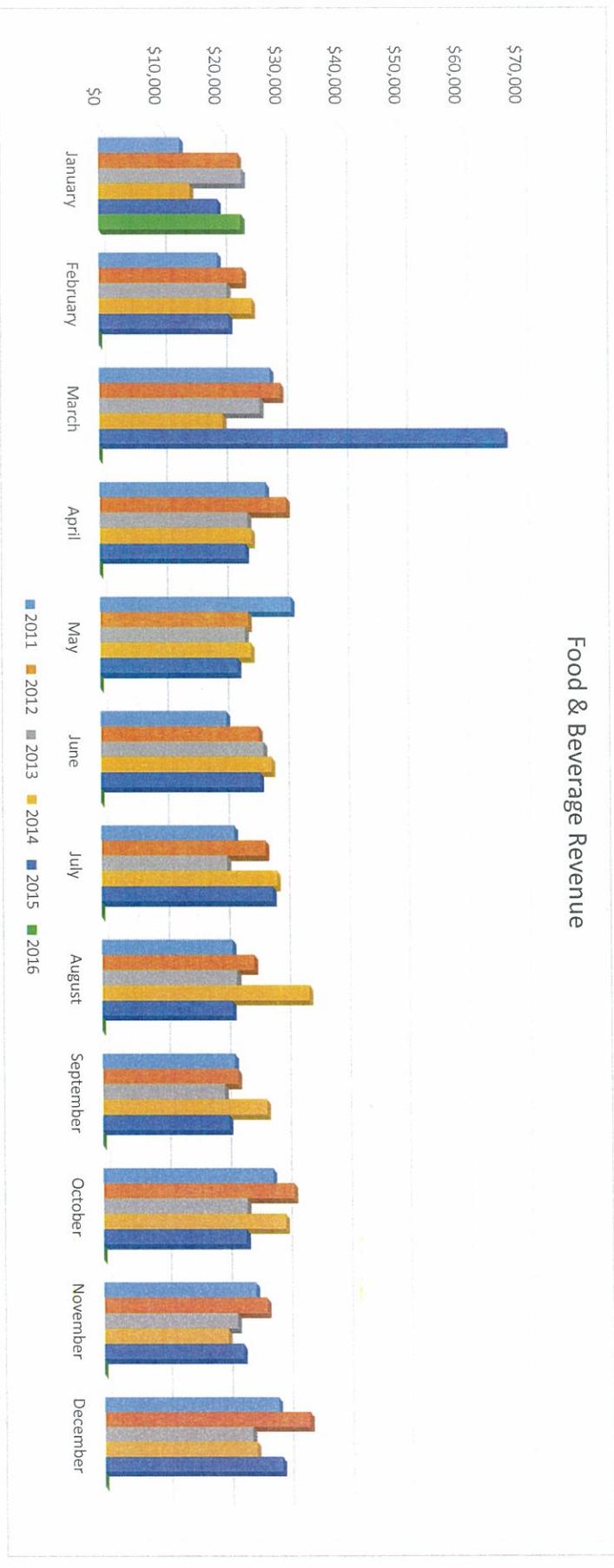
Golf Revenue
Includes Green Fee, Cart Fee, Range, Card Sales and Memberships



Total F&B Revenue

Year	January	February	March	April	May	June	July	August	September	October	November	December
2011	\$13,386	\$19,556	\$28,184	\$27,343	\$31,573	\$20,790	\$21,962	\$21,615	\$21,875	\$28,029	\$25,090	\$28,741
2012	\$22,991	\$23,760	\$29,903	\$30,858	\$24,401	\$26,093	\$27,117	\$25,135	\$22,351	\$31,592	\$26,923	\$34,046
2013	\$23,645	\$21,230	\$26,602	\$24,471	\$23,975	\$26,888	\$20,834	\$22,398	\$20,197	\$23,757	\$22,087	\$24,478
2014	\$15,048	\$25,250	\$20,404	\$24,992	\$24,810	\$28,159	\$29,013	\$34,369	\$27,111	\$30,149	\$20,487	\$25,085
2015	\$19,602	\$21,461	\$67,229	\$24,038	\$22,677	\$26,277	\$28,286	\$21,559	\$20,888	\$23,582	\$22,961	\$29,313
2016	\$23,531	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Food & Beverage Revenue



Fernandina Beach Golf Club
For the Month Ending January 31st, 2016

<i>January</i>					<i>YTD</i>				
Actual	Budget	Budget Variance	Last Year	Last Year Variance	Actual	Budget	Budget Variance	Last Year	Last Year Variance
<i>Rounds</i>									
1,262	2,200	(938)	1,503	(241)	4,248	6,820	(2,572)	4,450	(202)
123	100	23	0	123	295	460	(165)	241	54
1,995	1,701	294	2,034	(39)	7,851	6,662	1,189	7,568	283
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
3,380	4,001	(621)	3,537	(157)	12,394	13,942	(1,548)	12,259	135
<i>Revenue</i>									
21,500	19,350	2,150	19,380	2,120	75,645	72,829	2,816	68,579	7,066
30,353	39,458	(9,105)	35,136	(4,784)	123,267	134,583	(11,315)	124,330	(1,063)
3,612	3,923	(311)	2,657	955	10,190	14,592	(4,403)	10,056	134
3,609	1,950	1,659	1,380	2,230	17,802	16,575	1,227	7,674	10,128
5,993	7,216	(1,223)	6,157	(164)	26,627	38,900	(12,273)	29,191	(2,564)
15,340	17,267	(1,927)	12,836	2,504	66,199	66,323	(124)	64,388	1,810
6,758	8,371	(1,612)	6,956	(198)	31,755	29,635	2,120	30,557	1,198
611	325	286	445	166	166	1,525	(1,750)	1,165	(1,390)
822	1,100	(278)	397	426	4,125	4,800	(675)	2,392	1,734
160	660	(500)	160	0	2,385	3,390	(1,005)	1,725	660
5,438	3,876	1,562	3,514	1,925	100,849	140,601	(39,752)	114,819	(13,970)
400	2,115	(1,715)	1,917	(1,517)	8,612	7,414	1,198	10,294	(1,682)
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
94,597	105,611	(11,014)	90,934	3,663	467,231	531,167	(63,937)	465,170	2,061
<i>Cost of Sales</i>									
2,937	4,770	1,833	6,196	3,259	13,894	25,283	11,389	21,213	7,319
5,266	5,718	452	4,162	(1,104)	22,605	21,991	(614)	22,770	165
823	512	(310)	632	(190)	3,638	1,938	(1,701)	2,096	(1,543)
2,236	2,344	108	1,753	(483)	10,296	8,298	(1,998)	10,466	170
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
11,262	13,344	2,082	12,744	1,483	50,434	57,510	7,076	56,546	6,111
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
83,336	92,267	(8,932)	78,190	5,146	416,797	473,657	(56,861)	408,625	8,172
<i>Labor</i>									
7,396	10,351	2,955	9,201	1,805	41,538	39,810	(1,728)	34,882	(6,656)
5,536	5,016	(519)	4,938	(598)	22,701	19,904	(2,797)	19,789	(2,912)
22,730	22,794	64	19,115	(3,615)	86,529	89,704	3,176	78,301	(8,228)
9,111	9,723	612	9,437	327	41,438	38,928	(2,510)	35,245	(6,193)
0	0	0	0	0	2,401	0	(2,401)	809	(1,592)
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
44,772	47,884	3,112	42,690	(2,082)	194,607	188,347	(6,260)	169,025	(25,581)
<i>Total Payroll Burden</i>									
5,683	4,827	(857)	5,438	(245)	18,829	18,985	156	17,903	(925)
2,122	2,502	380	1,806	(317)	8,172	10,008	1,836	5,937	(2,235)
1,265	1,098	(167)	1,098	(167)	4,481	4,392	(89)	3,908	(573)
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
9,071	8,427	(644)	8,341	(729)	31,483	33,385	1,903	27,749	(3,734)
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
53,843	56,310	2,468	51,032	(2,811)	226,090	221,732	(4,358)	196,774	(29,315)
<i>Other Operational Expenses</i>									
(2,118)	2,502	4,620	2,029	4,148	7,634	8,221	587	9,950	2,316
19,129	19,138	9	19,966	837	63,407	77,975	14,568	76,051	12,644
8,948	11,306	2,358	11,332	2,384	36,325	61,480	25,155	56,648	20,323
3,721	3,895	174	2,778	(943)	14,745	15,390	645	14,805	60
1,810	528	(1,282)	(319)	(2,129)	2,690	2,712	22	(319)	(3,009)
3,319	4,902	1,583	4,665	1,346	9,026	12,027	3,001	11,464	2,439
4,538	4,173	(365)	4,276	(262)	17,985	16,691	(1,294)	16,927	(1,058)
39,345	46,444	7,099	44,727	5,382	151,810	194,495	42,685	185,526	33,716
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93,188	102,754	9,566	95,759	2,571	377,899	416,227	38,328	382,301	4,401
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
(9,852)	(10,487)	635	(17,569)	7,716	38,897	57,430	(18,533)	26,324	12,573
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
(9,852)	(10,487)	635	(17,569)	7,716	38,897	57,430	(18,533)	26,324	12,573
<i>Interest Expense/Dep&Amt</i>									
0	1,330	1,330	496	496	0	5,320	5,320	2,080	2,080
68	0	(68)	227	159	353	0	(353)	983	631
0	0	0	0	0	0	0	0	33,448	33,448
(19,750)	0	19,750	(15,417)	4,333	(79,000)	0	79,000	(61,667)	17,333
0	0	0	19,185	19,185	0	0	0	(10,446)	(10,446)
(19,682)	1,330	21,012	4,490	24,172	(78,647)	5,320	83,968	(35,601)	43,046
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
9,830	(11,817)	21,647	(22,059)	31,889	117,545	52,110	65,434	61,925	55,619

Fernandinabeachgolf

fish fry

FRIDAYS

Fried Fish

Served with Cole Slaw,
French Fries & Tartar Sauce

Just \$9.99 per Person

Call

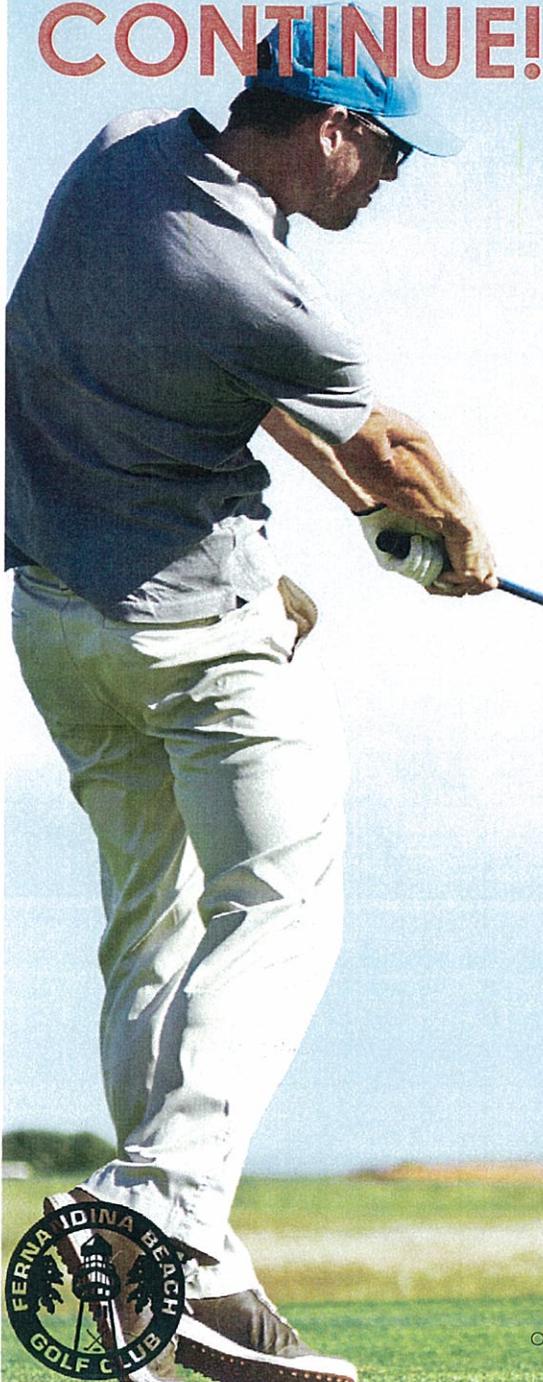


904.310.3186 for Details!

MANAGED BY
BILLY CASPER GOLF

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TO
Thursday, February 25th

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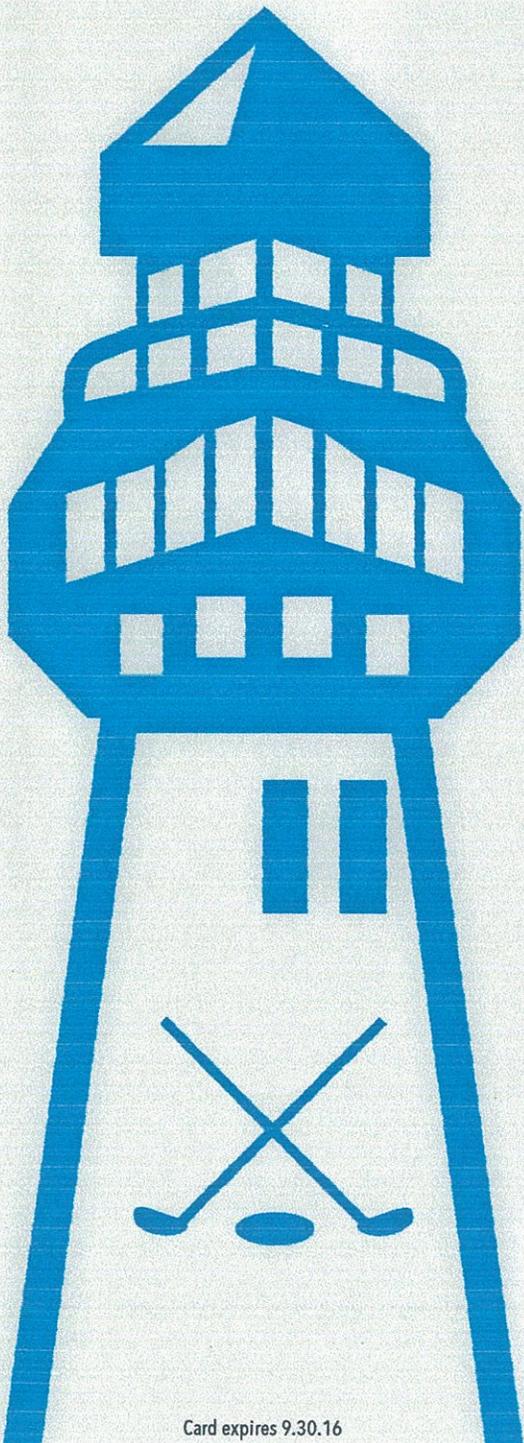
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-

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