

January 19, 2022

To: Municipality of Argyle

Fr: Darryl LeBlanc, President of West Pubnico Golf Club Association

Re: Presentation regarding a potential partnership between the Municipality & the Golf Club Association.

Good Day to all,

I would like to thank you all for the opportunity to do a presentation regarding the West Pubnico Golf Club Association (WPGCA). As you know the WPGCA was established in 2019 when the West Pubnico Golf Course Limited was converted to an association, from a Shareholder Owned Golf Course. The benefits to date have been positive with the Association in a better financial position to date.

**As well, I would like to point out that this is for discussion and that we are seeing if the MoA is open to this type of request. If so, we are prepared to work with the MoA on this proposal, and any changes that may be required.**

Why are we here? What is the request? What part does the Municipality play and what do they receive?

Why are we here? Financially, although we are in a better position today, the WPGCA currently has the financial resources to operate and cover all expenses and wages associated with the current operation. I have attached an interim Income Statement & Balance Sheet for you to look at for yearend October 31<sup>st</sup>, 2021 and will be prepared to answer any questions you have.

The Board does recognize that there will be some significant investment that will be required in the near future i.e. Building renovations, new equipment, etc. The Board also feels that they are in a position to deal with the replaced equipment, however the upgrade to the building is concerning.

The building is currently over 20 years old and will require some major repairs in the coming years. Some of those would include:

- 1) New Roof
- 2) New Windows
- 3) New Doors
- 4) New Flooring
- 5) New Deck.

What is the Request? The WPGCA is requesting a form of partnership with the Municipality of Argyle (MoA) whereby the MoA will commit up to \$10,000 per year for 10-years to be used exclusively for the renovation of the club house located at 238 Golf Course Road. These funds could be contingent on conditions, if required, such as :

- 1) The WPGCA matching the dollars each year with the funds going to repairs to the club house.
- 2) The WPGCA will carry out fundraising activities each year to match our contribution.
- 3) An agreed upon profit margin whereby if the Association exceeds, then there could be some sort of claw-back based on a formula. For example: If the WPGCA has a profit of \$50,000 or higher, then the commitment from the Municipality may not be needed for that period.
- 4) Quotes on the work required with projected costs.

What does the Municipality of Argyle receive from this?

The WPGCA currently runs one of the largest recreational complex in the Municipality of Argyle. Although it is primarily a Golf Course, it has the potential to be used year-round for other events. The club house is an exceptional building that could be utilized for other activities in the Municipality. By partnering with the WPGCA, the Municipality would have access to the facility to use at no cost. Some of the ideas of things that it could be used for are as follows:

- Winter/Fall/Spring Activities: 5k winter run; Archery; Walking groups; Trout fishing & casting; Sledding; Cross Country skiing; Snow Shoeing; Snow sculptures; Winter hiking; Winter camping; Yoga; Art classes, etc.
- Seniors: Card games; meals (full kitchen); Pick up center when required; Meeting center; Seated fitness, etc.
- Youth: Movie Nights; After the bell program; Game Nights; Fire pit; etc.
- Advantages for Rec Department: Storage space for equipment; Meetings; Kitchen facilities; Room for staff training/workshops.

In closing, to summarize, the WPGCA & MoA would commit to spending up to \$200,000 over 10-years on the renovations of the facility located at 238 Golf Course Road. This partnership will allow the MoA to use the facility for several different activities/events at no cost to the MoA. This commitment will allow the protection and continued use of the asset the MoA has with this recreational facility.

Regards,

Darryl LeBlanc  
President  
West Pubnico Gold Course Association

# West Pubnico Golf Club Association

## Comparative Income Statement

	Actual 11/01/2020 to 10/31/2021	Actual 11/01/2019 to 10/31/2020	Percent
<b>REVENUE</b>			
<b>Revenue</b>			
Advertisement Revenue	0.00	400.00	-100.00
Bar Revenue	14,837.35	12,750.91	16.36
Donation Revenue	8,557.65	6,106.00	40.15
Canteen Revenue	18,183.74	16,159.03	12.53
Club House Rental Revenue	0.00	0.00	0.00
Driving Range Revenue	7,465.00	7,911.44	-5.64
Green Fee Revenue	83,187.46	61,287.60	35.73
Interest Income	0.00	78.83	-100.00
Membership Revenue	90,756.65	78,707.24	15.31
Miscellaneous Revenue	47.45	0.00	0.00
Pro Shop Revenue	22,406.90	20,726.22	8.11
Rentals Revenue	40,287.35	28,508.25	41.32
Storage Revenue	6,130.68	5,960.66	2.85
Special Events Revenue	265.35	0.00	0.00
Tournament Revenue	17,175.65	21,420.67	-19.82
Canadian Emergency Wage Sub...	9,119.26	0.00	0.00
<b>Total Revenue</b>	<u>318,420.49</u>	<u>260,016.85</u>	22.46
<b>TOTAL REVENUE</b>	<u>318,420.49</u>	<u>260,016.85</u>	22.46
<b>EXPENSE</b>			
<b>Cost of Sales</b>			
Bar Purchases	6,505.67	5,142.53	26.51
Canteen Purchases	9,505.27	10,751.80	-11.59
Pro Shop Purchases	11,754.91	6,515.23	80.42
Purchase Discount	0.00	0.00	0.00
Credit Card Fees	2,753.53	2,348.84	17.23
<b>Total Cost of Sales</b>	<u>30,519.38</u>	<u>24,758.40</u>	23.27
<b>Operating Expenses</b>			
Advertisement	248.20	464.00	-46.51
Bank Charges	1,145.08	1,416.11	-19.14
Banquet	37.51	0.00	0.00
Cleaning	0.00	25.99	-100.00
Clearing Cash - Over/Short	150.84	-89.80	-267.97
Course Improvements	945.44	1,684.98	-43.89
Depreciation	0.00	21,738.37	-100.00
Dues and Fees	5,767.15	5,072.74	13.69
Entertainment	92.23	0.00	0.00
Insurance	7,288.00	7,185.85	1.42
Interest - Long Term	10,099.83	6,521.45	54.87
Interest & Late Fees	18.03	2,340.50	-99.23
Inventory Adjustment	0.00	0.00	0.00
Junior Development	0.00	479.82	-100.00
Lease Equipment	5,451.84	13,381.31	-59.26
Heat, Lights and Power	6,886.56	7,008.15	-1.73
Limestone, Fertilizer and Pesticide	19,341.26	10,773.06	79.53
Miscellaneous Expenses	0.00	0.00	0.00
Municipal Taxes	625.62	7,868.12	-92.05
Office Expense	1,566.64	779.09	101.09
Professional Fees	6,461.20	12,535.19	-48.46
Repairs and Maintenance	30,613.59	15,231.77	100.99
Fuel Expense	7,377.53	5,577.22	32.28
Supplies	1,028.98	846.48	21.56
Telephone	3,067.55	2,800.42	9.54
Internet	609.20	508.75	19.74
Tournaments	3,325.32	6,785.37	-50.99
Trophies	0.00	0.00	0.00

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# West Pubnico Golf Club Association

## Comparative Income Statement

	Actual 11/01/2020 to 10/31/2021	Actual 11/01/2019 to 10/31/2020	Percent
Wages - Proshop	31,080.42	31,106.04	-0.08
Wages - Grounds	67,266.29	54,230.55	24.04
Wages - Management	29,484.00	16,598.40	77.63
EI Expense	2,828.52	2,254.79	25.44
CPP Expense	4,648.64	3,540.04	31.32
WCB Expense	2,276.02	1,743.11	30.57
Other Payroll Expense	0.00	0.00	0.00
<b>Total Operating Expense</b>	<u>249,731.49</u>	<u>240,407.87</u>	3.88
<b>TOTAL EXPENSE</b>	<u>280,250.87</u>	<u>265,166.27</u>	5.69
<b>NET INCOME</b>	<u><u>38,169.62</u></u>	<u><u>-5,149.42</u></u>	-841.24

# West Pubnico Golf Club Association

## Comparative Balance Sheet

	As at 10/31/2021	As at 10/31/2020	Percent
<b>ASSET</b>			
<b>Current Assets</b>			
Cash	0.00	0.00	0.00
RBC 100-537-0	33,098.01	15,905.52	108.09
GIC 00730139132	20,000.00	0.00	0.00
Total Cash	53,098.01	15,905.52	233.83
Accounts Receivable	5,835.65	1,266.13	360.90
Accounts Receivable - Other	0.00	0.00	0.00
Prepaid Expenses	4,303.08	4,303.08	0.00
Inventory	3,776.05	5,421.15	-30.35
<b>Total Current Assets</b>	<b>67,012.79</b>	<b>26,895.88</b>	<b>149.16</b>
<b>Long Term Assets</b>			
Land	15,700.00	15,700.00	0.00
Golf Course	1,091,763.00	1,091,763.00	0.00
Landscaping	28,557.00	28,557.00	0.00
Parking Lot	17,016.74	17,016.74	0.00
Building	160,425.40	160,425.40	0.00
Irrigation System	100,000.00	100,000.00	0.00
Sign	537.00	537.00	0.00
Equipment	220,233.68	219,833.69	0.18
Office Equipment	5,889.31	2,389.31	146.49
Accumulated Depreciation	-786,856.88	-786,856.88	0.00
<b>Total Long Term Assets</b>	<b>853,265.25</b>	<b>849,365.26</b>	<b>0.46</b>
<b>TOTAL ASSET</b>	<b>920,278.04</b>	<b>876,261.14</b>	<b>5.02</b>
<b>LIABILITY</b>			
<b>Current Liabilities</b>			
Demand Loan	0.00	0.00	0.00
RBC Loan 47220232-001	185,242.96	218,000.00	-15.03
CEBA Loan	60,000.00	0.00	0.00
Accounts Payable	4,818.04	21,425.09	-77.51
Accounts Payable - Accrued Inte...	1,398.34	5,483.81	-74.50
Accounts Payable - Other	0.00	0.00	0.00
Gift Cards	3,570.80	4,017.91	-11.13
Accounts Payable - Visa	0.00	-27.13	-100.00
Accounts Payable Visa - 7944	0.00	0.00	0.00
Due to WP Ladies Division	0.00	0.00	0.00
Liabilities Assumed from Limited ...	0.00	0.00	0.00
Payable Receiver General	0.00	0.00	0.00
Deductions Accrued	0.00	0.00	0.00
EI Payable	291.06	612.13	-52.45
CPP Payable	654.12	994.98	-34.26
Income Tax Payable	1,311.41	2,156.07	-39.18
WCB Payable	136.61	641.83	-78.72
Receiver General Payable	2,393.20	4,405.01	-45.67
HST Charged on Sales	15,023.84	13,427.18	11.89
HST Paid on Purchases	-5,463.87	-5,595.84	-2.36
HST Owing (Refund)	9,559.97	7,831.34	22.07
Vacation Payable	0.00	0.00	0.00
<b>Total Current Liabilities</b>	<b>266,983.31</b>	<b>261,136.03</b>	<b>2.24</b>
<b>Long Term Liabilities</b>			
Long Term Debt - RBC Mortgage	0.00	0.00	0.00
<b>Total Long Term Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL LIABILITY</b>	<b>266,983.31</b>	<b>261,136.03</b>	<b>2.24</b>
<b>EQUITY</b>			

## West Pubnico Golf Club Association Comparative Balance Sheet

	As at 10/31/2021	As at 10/31/2020	Percent
<b>Earnings</b>			
Shares Issued	0.00	0.00	0.00
Retained Earnings	615,125.11	620,274.53	-0.83
Current Earnings	38,169.62	-5,149.42	-841.24
<b>Total Earnings</b>	<u>653,294.73</u>	<u>615,125.11</u>	6.21
<b>TOTAL EQUITY</b>	<u>653,294.73</u>	<u>615,125.11</u>	6.21
<b>LIABILITIES AND EQUITY</b>	<u><u>920,278.04</u></u>	<u><u>876,261.14</u></u>	5.02