

# **FINANCIAL STEWARDSHIP**

## THE ORCHARD GOLF & COUNTRY CLUB

# FINANCIAL STEWARDSHIP



**Long-term sustainability and profitability**

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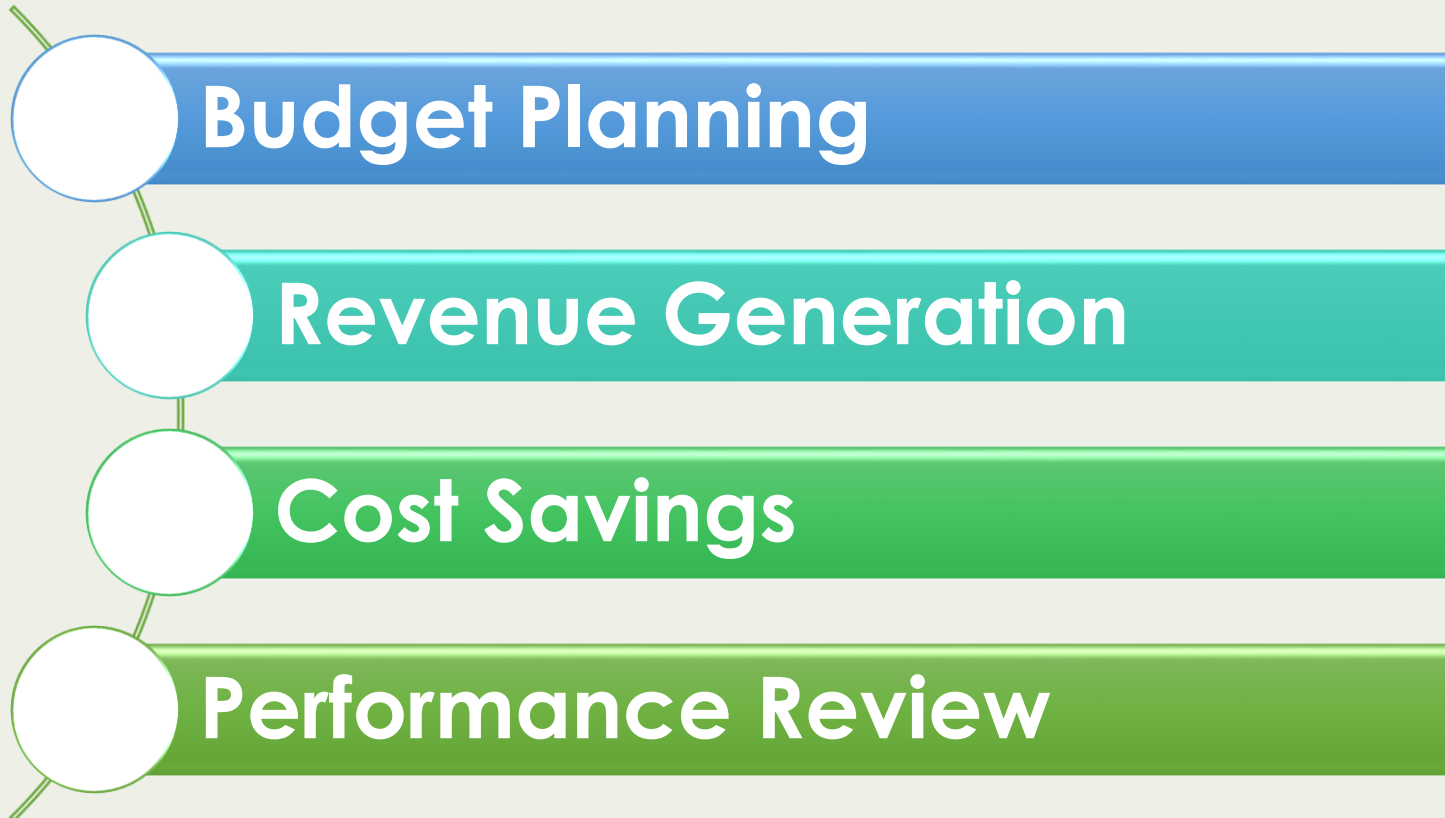


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**Highest standards of quality service to the customers**

**EFFICIENT MANAGEMENT OF FINANCIAL RESOURCES**

# FINANCIAL STEWARDSHIP



# BUDGET PLANNING



Review of last year's accomplishments and performance



Management Direction



Review of Vision-Mission



SWOT Analysis

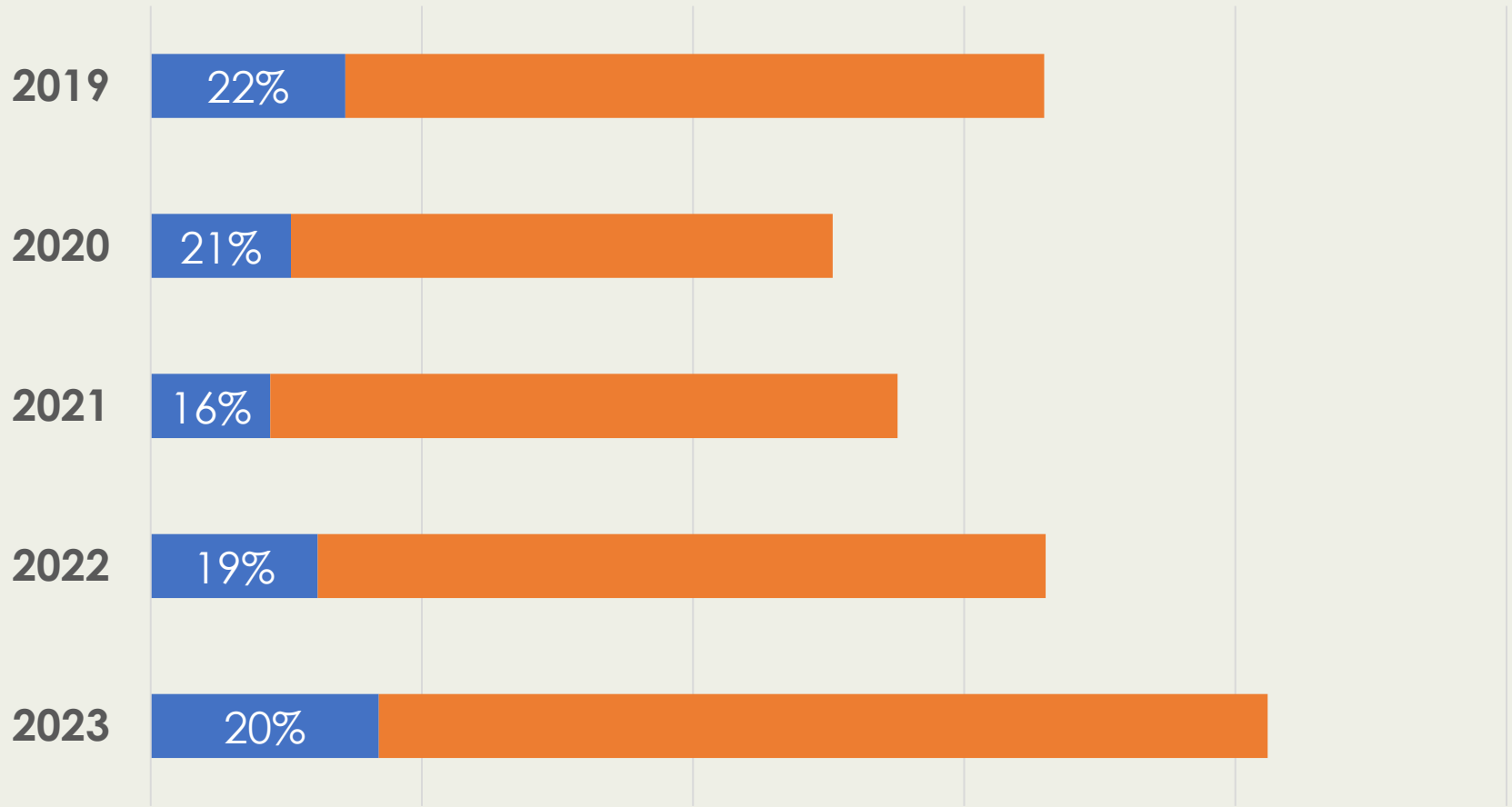


Formulation of Objectives and Action Plans



Preparation of Budget Proposal per Department

## % AGRONOMY EXPENSE

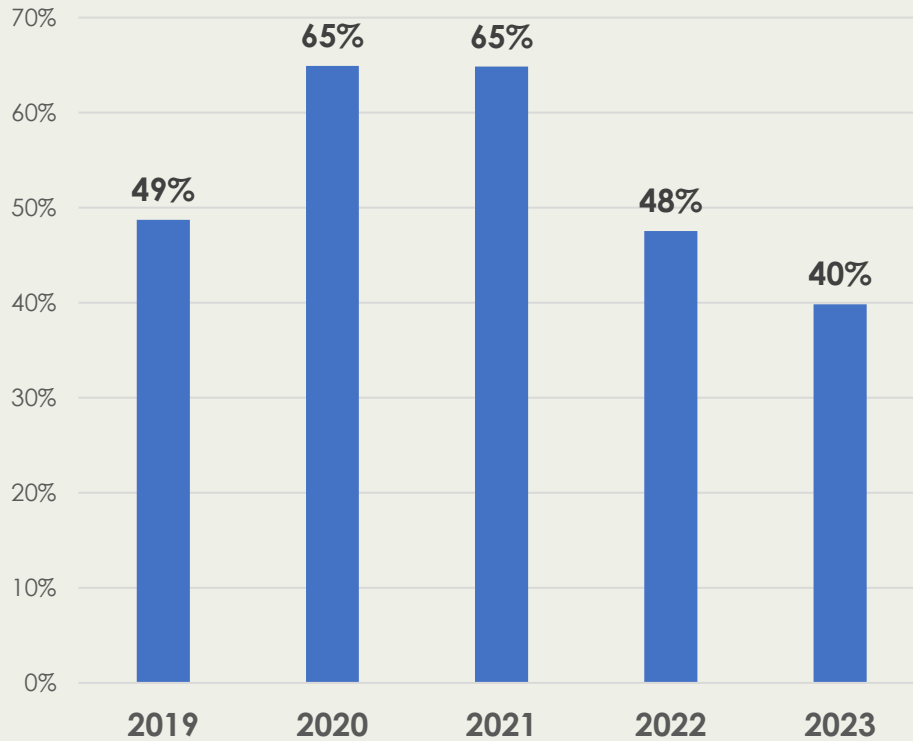


# AGRONOMY LONG-TERM PLAN

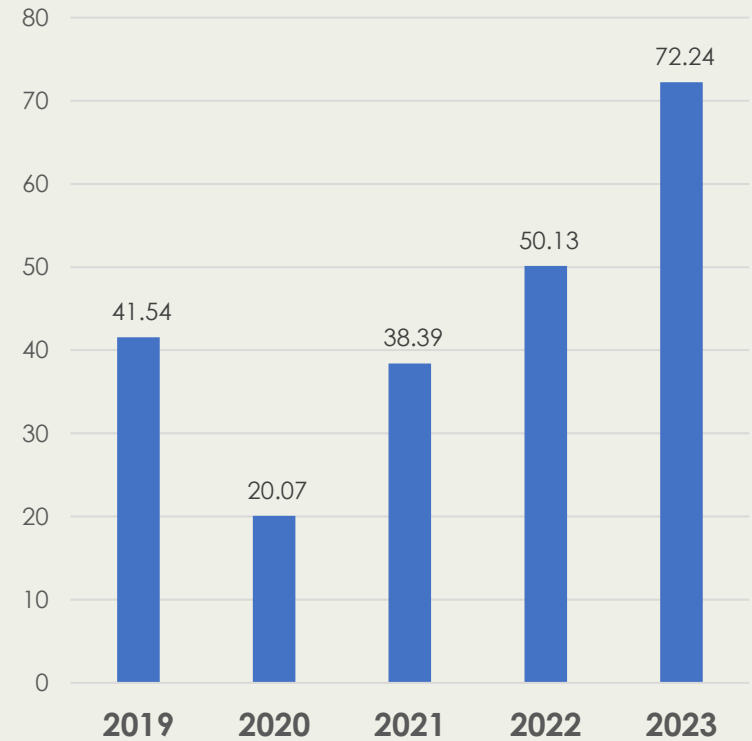
- Golf Course Improvement Projects
  - Nurseries
  - Preservation of the original sizes of greens and fairways
  - Expansion of tees
  - Bunker renovation
  - Cart path repair
- Equipment
  - Review existing equipment fleet
  - Re-fleeting
- Irrigation
  - Upgrade to fully-automated irrigation system

## REVENUE GENERATION

### PERCENTAGE OF MEMBERSHIP DUES IN TOTAL REVENUE



### 5-YEAR CAPEX (in Millions)



# REVENUE GENERATION

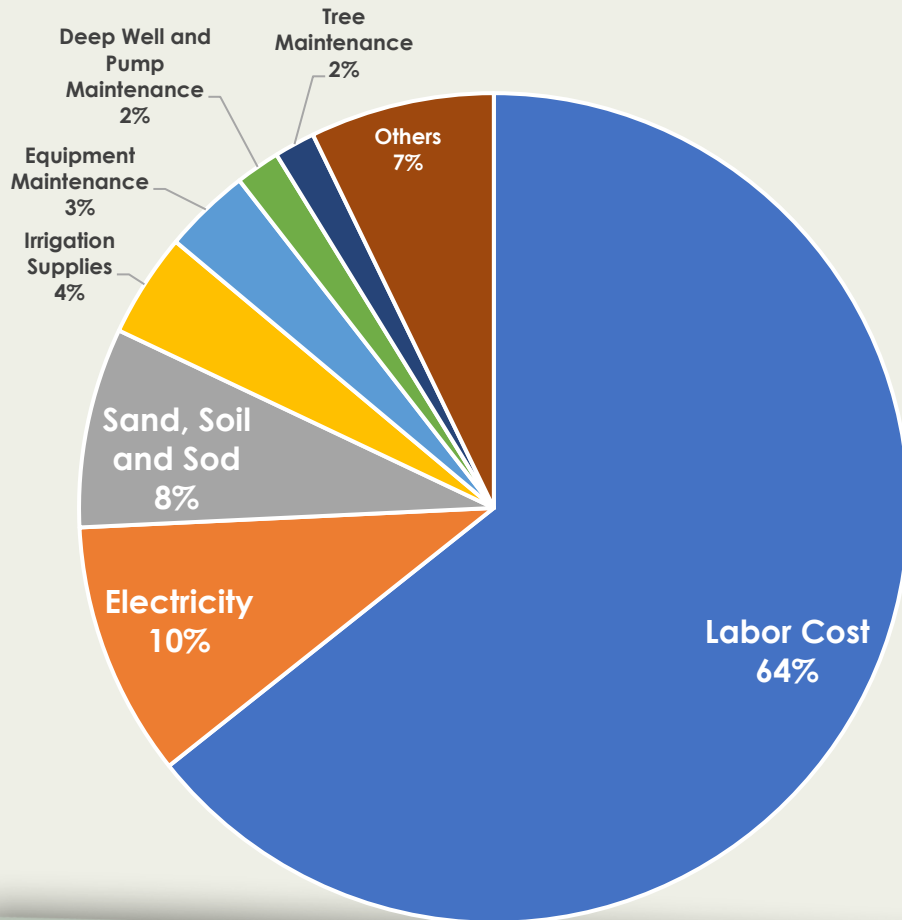
- Projected golf rounds (including member-guest ratio)
- Tournament
- Review of fees (green fees, membership transaction fees, cart rental, etc.)

**Investing in the maintenance and upkeep of a golf course is not just a cost but also an investment in revenue generation.**



## COST SAVINGS

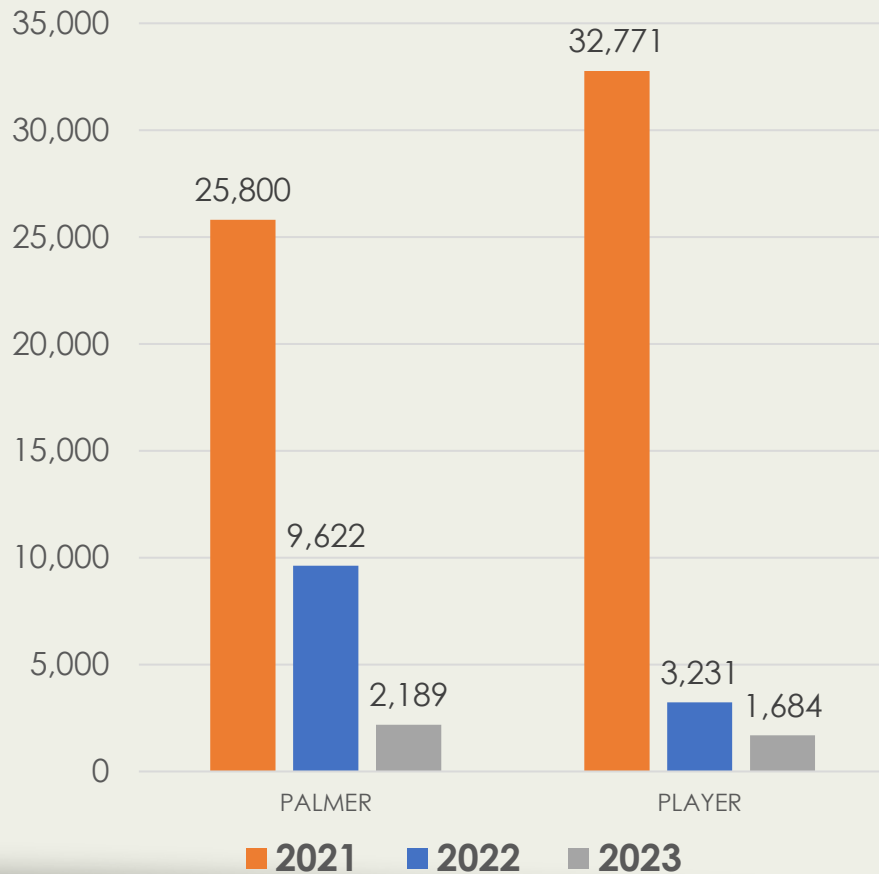
2023 Actual Expenses



- Mutually beneficial relationship with suppliers
  - Discounts
  - Alternative products
- Energy Efficiency
  - Meralco Peak-off-peak program
  - Alternative energy sources – solar panels

## COST SAVINGS

Total Leak Recorded, in GPM



## Collaboration with LGUs



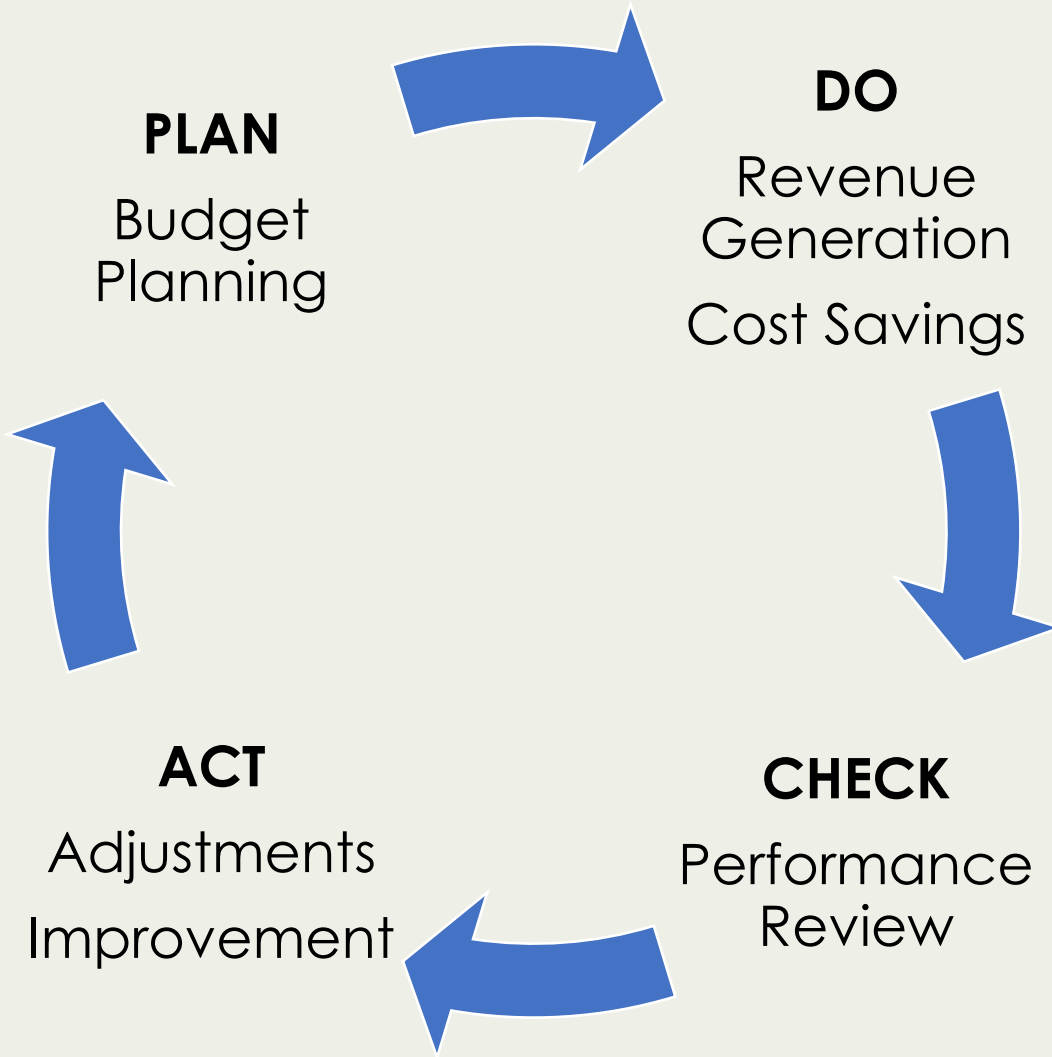
## PERFORMANCE REVIEW



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- Monthly Operating Statement
- Monthly reporting of financial statements to the Board
- Quarterly Variance Analysis
- Mid-year Performance Review

# 9<sup>TH</sup> PHILIPPINE GOLF COURSE MANAGEMENT CONFERENCE



To be an  
effective  
financial  
steward,  
remember  
**P-D-C-A**  
framework.

**THANK YOU!**