

ACCOUNTING, FINANCE, AND DATA ANALYTICS SERIES

10:00 A.M. – 11:00 A.M.

3 CMI Education Credits Available



**GOLDEN STATE
CHAPTER**
CLUB MANAGEMENT
ASSOCIATION OF AMERICA



REGISTER

THURSDAY, JUNE 6



ERIC GREGORY, CCM

West Coast Executive Director,
Club Benchmarking

HOW TO READ, UNDERSTAND, AND INTERPRET THE EXECUTIVE DASHBOARD

- Club Benchmarking has defined Key Performance Indicators relating to operations, capital, membership, and debt onto one report
- Learn how to understand each KPI and become proficient in teaching the private club financial model
- Learn how to utilize KPIs for strategic decision-making at your club

THURSDAY, JUNE 13



ROBERT HENDRIX

Controller,
Thunderbird Country Club

HOW TO READ A BALANCE SHEET

- Understanding the Structure and Components
- Analyzing Financial Health
- Practical Application and Interpretation

THURSDAY, JUNE 20



STEVE GONZALEZ, CCM, CCE

General Manager/COO,
Menlo Country Club

LONG RANGE PLANNING

- In the beginning: Negotiating objectives, framing the project, and building the right teams
- Executing, tracking, and modifying: Risk management, quality control, and budget politics
- Finish strong, evaluate, and celebrate: Assessing deliverables, final acceptance, and member evaluation

Sponsors



Sponsor



Sponsors



CLUBESSENTIAL