



The Next Generation
Club Management Software



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Where To Meet Us



[Golf Industry Show](#)

Booth # 6615
February 5-7, 2009
New Orleans, LA

Welcome to this month's edition of **Connections**!

For Northstar, the New Year has especially been festive as we gave our [website](#) a new look and introduced modules like the Tee Times, Event Management, and Home Owners Association (HOA).

Tell us what you think about the new [website](#) by navigating through the sections right on the home page which inform GMs, Controllers, F&B and Membership Directors and Pros what Northstar has to offer. The other areas of the website are equally informative, highlighting Technologies, Differentiators and Services being offered.

We hope you enjoy this issue of **Connections** and, as always, we encourage your suggestions, input and feedback.

**Check out
our new
website...**



**NORTHSTAR
CLUB MANAGEMENT SYSTEM**

The Northstar Team

Create the Financial Reports to better analyze your business

By Karen Barok

The Financial Report designer is part of your General Ledger module and has been specifically designed to reflect the clubs accounting requirements from a purely financial perspective. With the Financial Report Designer being interfaced with MS Excel, you are able to create any financial report as well as financial analysis from a given set of parameters, providing you with a vast variety of financial reports and analysis tools catering to both internal management and external reporting requirements.

The objective of your Financial Reports is to provide information about the financial position, performance and changes in financial position of your club. Financial Reports should be understandable, relevant, reliable and comparable. Reported assets, liabilities and equity are directly related to your club's financial position. Reported income and expenses are directly related to your club's financial performance.

Income Statement "Profit/(Loss) = Sales – Cost of Goods – Expenses"

The Income Statement shows how the Club performs over a period of time. It demonstrates past, present, and future performance, providing the General Manager, Controller, and Managers with

the tools necessary to implement strategies to achieve their goals.

It is not uncommon to see multiple styles of the Income Statement; tailored to the individual needs of the Club Manager, Board of Directors,

Department Managers, and comparative to industry standards/benchmarks. Consolidated reports provide an overall view of the Club, whereas Departmental reports provide more detail, allowing the manager to analyze their department in isolation of other areas.



Please click [here](#) to view the rest of the article on our website...

Can your club benefit from an Enterprise Resource Planning (ERP) Software?

By Shehzad Humayun

ERP is a way to integrate all departments and functions across a company onto a single computer system that can serve the particular needs of all the company's departments.

Typically, an ERP for a club would be a single software program that serves the needs of people in Accounting, the Pro Shop and the people in Food & Beverage, to name a few departments. Even though each of these departments may have their own computer systems optimized in a particular way for that the department to function, the ERP combines them all together into single, integrated software program that runs off a single database so that the various departments can more easily share information and communicate with each other.

Northstar Club Management System is an ideal ERP system for clubs which has all of its software modules running off a single database. This allows it to communicate seamlessly with the data from various software modules:

Member Relationship Management	F & B POS	Accounts Payable	Tee Times	Reporting	Home Owners Association Management
Member Communication	Retail POS	Accounts Receivable	Banquet & Catering	Time & Attendance	Lockers
Campaign Management		Fixed Assets	Property (Rooms) Management		
Front Desk		Budgeting			
Call Tracking		Purchasing			

There are many advantages of implementing the Northstar Club Management system, some of which include:

- A totally integrated system
- Real time information throughout the club's departments
- The ability to easily share data across various departments in a club
- Improved efficiency and productivity levels
- Better tracking and lower costs
- Improved and faster member service
- Allows for analysis and reporting for long-term planning
- Data standardization and accuracy across the club

Please do not hesitate to contact our Professional Services Department to schedule a web training session.

New Northstar Product Features

By Shehzad Humayun

Manage your properties through new HOA (Home Owner Association) module

Homeowners' Associations allow individual homeowners in a community access to facilities that might not be available to them due to costs involved in affording or desire to maintain such facilities on their own. These facilities include use of a clubhouse, pool, tennis court, marina and watercraft etc. In turn, each member of a homeowner's association pays assessments that are used to cover the expenses occurred in maintaining these facilities for the community at large.

Northstar's Home Owner's Association (HOA) module is designed specifically to fulfill the requirements of managing operations, transactions, communications, accounting and board operations making administrative and management functions easier, faster and more productive.

Northstar's HOA offers the following and more:

- Management of multiple communities
- Complete Integration with membership
- Extensive owner and community data base with advanced search options
- Tracking of single or multiple ownership of a property
- Tacking house details like bond value, insurance
- Management Reports

Features to be made available soon:

- Home owner dues billing within the HOA module
- Utility consumption analysis
- Letter generation
- Integration with Campaign Management System
- Work order tracking of notes/promises/reminders and its Integration with Member Center
- Guest Check in for gated community
- Vehicles labels printing for gated community
- Advanced Management Reports

About Northstar Technologies

Northstar Technologies is the leading provider of on-premise Club Management Software-as-a-Service (SaaS) for private clubs and resorts. Headquartered in Atlanta, Georgia, Northstar delivers next-generation, totally integrated software applications that enable clients to get a 360-degree view of their entire business operation in real-time. Northstar offers complete management solutions for club accounting and membership, food and beverage, inventory and retail, banquet and catering, activity reservations and property management systems. Northstar also offers the most advanced data communication engine enabling integrated emailing, alerts, marketing, online web reservation and e-commerce services to better serve club members.

