

CASE STUDY



Bayville Golf Club is a private golf club in Virginia Beach, Virginia, featuring an 18-hole course originally designed by Tom Fazio and opened in 1995. The course was renovated in 2022 by Andrew Green, enhancing its natural beauty and playability. The club includes a 150-person Tavern, also renovated in 2022, that hosts dining and social events for members. With a membership cap of 300 and no tee times required, Bayville offers an exclusive and accessible experience. Set near the Lynnhaven River, it remains one of the premier private golf destinations in the region.

"The time saved, accuracy, and care that the YD team has provided are invaluable. I would recommend YD Software to any organization looking to improve their inventory operation. They have been a Top Notch/First Class company, and we are grateful for everything they have done for us."

— Nick Westermeyer, Controller, Bayville Golf Club





The Challenges

Invoices – Manually reviewed, with GL codes calculated and noted on paper copies. Once submitted to Accounts Payable, the F&B team lost access to them.

Count Sheets – Excel sheets were manually updated monthly with new items and pricing, though not all prices were current. Month-end updates took over a day to complete.

Physical Counting – Inventory counts were done entirely by hand, recorded on paper, then entered into Excel for accounting.

COGS Reporting – Only available from accounting 10–15 days after month-end closure. Was too late for the team to make key changes that would impact the following period.

Business Concerns

- Management lacked clarity on the seemingly high costs of goods sold.
- Uncertainty around F&B processes and controls.
- F&B Management spent 10-14 hours on physical inventory preparation, counting, and consolidation.
- No ability to audit purchasing activity to inventory.
- Performance data for F&B was delayed by several weeks.

Initial Site Feedback

"I was always lacking confidence on the accuracy of the financial results"

- General Manager

"I feel there is a widespread lack of trust in the operation"

- F&B Manager

"We have concerns regarding the proper management of the F&B operation"

- Club Members

The Solution

Bayville collaborated with Yellow Dog Software to implement a centralized inventory system tailored for club and hospitality operations. Key implementation steps included:



- Structuring inventory departments and categories for optimal organization
- Importing existing data from Excel to minimize manual entry
- Processing invoices electronically for up-to-date item costs
- Establishing efficient counting methods using both app and paper count sheets
- Capturing UPC codes to enable barcode-based item counting
- Enhancing paper count sheets to streamline culinary workflows
- Mapping POS menu items to ensure complete revenue tracking
- Defining processes for waste tracking and entry

Process Changes & Improvements

- Invoices are electronically processed, with each vendor product linked to the correct inventory item.
- Invoices are sent electronically to accounting for review and confirmation.
- No physical preparation is needed as items and costs are pre-updated.
- New items are automatically assigned to the appropriate count sheet.
- 50% of items are counted by scanning their UPC codes.
- Waste adjustments are entered during the month-end process.
- All new POS menu items are mapped to COGS groups, ensuring 100% revenue capture.

"Yellow Dog Inventory has increased our productivity dramatically. Our manual excel-based physical approach took too long and was prone to us making mistakes or not getting every price change captured. Now, with 100% of all purchases being electronically processed via Retriever and invoice staging, we know all items have been created, the cost is correct, and the on-hand counts have been updated. I love being able to "scan and go" to count all our UPC items!"

Melody Cloer, Tavern Manager, Bayville Golf Club

YELLOW DOG

SOFTWARE

"Yellow Dog Inventory has given Bayville an operational system that has eliminated any of the guesswork for our inventory and cost control. I can now trust that the inventory process is performed correctly each month, and that our cost of goods reporting is precise. I would recommend Yellow Dog Inventory for any club food and beverage operation."

TJ Young, General Manager
Bayville Golf Club

The Results

- Management can now clearly explain and justify the cost of goods sold.
- Standard operating procedures have been established for all inventory functions.
- F&B management reduced count preparation time by 50-75%.
- Complete auditability of all actions affecting cost of goods sold.
- Management can review F&B performance immediately after the physical count is finalized.

Conclusion

Bayville Golf Club's adoption of Yellow Dog Software marks a turning point in operational control. What was once a manual and fragmented process is now an automated, insightful, and auditable solution—ensuring that F&B operation is well managed and under control.

"I am now confident in the accuracy of our financial results"

- General Manager

"I feel the team fully believes in the effective management of the F&B operation"

- F&B Manager

"We are confident that the F&B operations are now fully under control"

- Club Members