

## EL PASO GOLF CLUB MINUTES November 9, 2016

### CALL TO ORDER:

The regular board meeting of the Board of Directors of the El Paso Golf Club, Inc was held on the above date at the clubhouse. The meeting came to order at 6:30 pm. Present were directors: Berry, Schulkins, Sharkey, Snider, Steach, Weikel, Wilson and Young. Directors Homan and Nickrent were absent. Employees present: L. Vance. No guests present.

### SECRETARY'S REPORT (Berry):

The board will review the minutes of October's meeting via email during the week of November 7<sup>th</sup>.

### TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of October 31, 2016 and compared to 2015:***

○ Golf Course:

Total income	down	\$4,685	
Dues	down	\$777	
Cart rentals	down	\$2,552	
Cart card sales	up	\$4,584	
Green fees	down	\$851	
Shed rent	up	\$650	
Trail fees	down	\$125	
Initiation fees	down	\$450	
Building costs	up	\$5,934	
Equipment costs	up	\$11,113	
Chemicals	up	\$12,100	
Project costs	down	\$30,688	
Net income	down	\$2,111	2015 down \$3,706 over 2014

○ Pro-shop:

Total income	down	\$10,843	
Cost of goods sold	down	\$6,061	
Hourly payroll	up	\$6,416	
Net income	down	\$12,407	2015 down \$10,683 over 2014

○ Restaurant:

Total income	up	\$4,167	
Beer sales	down	\$1,129	
Liquor sales	up	\$1,053	
Wine sales	down	\$676	
Pop sales	up	\$683	
Food sales	up	\$10,372	
Cost of goods sold	down	\$13,708	
Payroll expenses	up	\$14,691	9/16 s/b \$12,769, not \$24,123
Net income	down	\$416	2015 up \$7,623 over 2014

- Miscellaneous:
  - Total net income down \$14,934 [2015 was down \$6,765 from 2014]
  - At the end of October \$53,533 was in the bank. [At the end of Oct 2015, \$72,658 was in the bank]

The treasurer's report was approved on a motion by Young and seconded by Berry.

**The committee reports were given as follows:**

GOLF COURSE – Grounds & Equipment (L. Vance / Harris / Young):

- Fall grounds work in process – fertilizer, clean-up, etc.
- Tile on #12 in fairway is done.
- Application for weed preventative has been done.
- Crew almost done for the year.
- Starting winter equipment maintenance.

HOUSE – Restaurant, Pro-Shop & Social (L. Vance / Unzicker / Duncan / Fulton / B. Wilson / Steach):

- *Restaurant & Clubhouse:*
  - Hours and menu will be cut back starting 11/14/16..
- *Pro-shop:*
  - Looking at new items for next year.
- *Social:*
  - Gobbler Open, 11/13/16 (Sunday) – have 10 teams so far.
  - Friday Happy Hours have started.
  - Upcoming: Christmas party and New Year's Eve party

PLANNING, PERSONNEL & MEMBERSHIP (L. Vance / Snider):

- Membership is at cap of 475; 4 on the waiting list.

GENERAL MANAGER REPORT (L. Vance):

- None at this time.

OLD BUSINESS:

- **Website redesign:** Wilson shared screen prints of what the pages would look like with the redesign. Looking to possibly use black and gold as the color scheme. Would have several links from the homepage – which would also show top calendar items and restaurant items. Would also include a locked down page for stockholders information. Wilson will send a link to a dev page soon. Planning to launch early 2017.
- **Follow-up** to last month's guest concerns: reviewing information with outside third party for advisement. Will bring back information to board for further discussion in early 2017.

NEW BUSINESS:

- **2017 Budget:** Board discussion on new equipment needs, long-range planning items, and line items on the budget. After discussion, the board agreed to make 2 motions on the budget:
  - **MOTION** by Young, seconded by Snider to raise the membership dues for 2017 as follows: Family [A, AAA, D] +\$20 (\$970>\$990); Single +\$10 (\$730 > \$740); Y Family +\$20 (\$700 > \$720); Y Single +\$10 (\$500 > \$510); **APPROVED** on a unanimous verbal vote.

- **MOTION** by Sharkey, seconded by Steach to approve the 2017 budget as is, which includes approval to purchase greens and trim mowers, and to make minor adjustments as applicable; **APPROVED**, 6 – 1 – 1 (Y – Berry, Schulkins, Sharkey, Snider, Steach and Weikel; N – Young; Abstain – Wilson).
  - Equipment needs: will plan to purchase the mowers if available, with the first payment due in early 2018, and a single payment each of the next four years following, approximately a total of \$55,000.
- Final draft of the 2017 budget will be sent out to the board by Berry.

GENERAL COMMENTS:

- None at this time.

NEXT BOARD MEETING:

- No December 2016 meeting.

The meeting was then adjourned at 9:02 pm on a motion by Young and seconded by Weikel.

Respectfully submitted,

*Jill Berry*

Jill Berry, Secretary