

EL PASO GOLF CLUB MINUTES July 13, 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, Homan, Nickrent, Schulkins, Sharkey, Snider, Weikel, Wilson and Young. Director Steach was absent. Employees present: L. Vance. Guests present: Christine Street, John Street.

SECRETARY'S REPORT (Berry):

The board reviewed the minutes of the previous board meeting – the minutes were approved on a motion by Homan and seconded by Sharkey.

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – **all figures are YTD as of June 30, 2016 and compared to 2015:**

- Golf Course:
 - Total income is up ~\$15,991.
 - Dues are down ~\$3,640.
 - Cart rentals are up ~\$2,660 and cart card sales are up ~\$3,780.
 - Green fees are up ~\$9,813.
 - Shed rent is up ~\$650; Trail fees up ~\$525.
 - Waiting list and initiation fees are down ~\$750.
 - Project costs are down ~\$25,396.
 - Hourly payroll is up ~\$2,875.
 - Net income is up ~\$35,709. [2015 was down ~\$30,165 from 2014]
- Pro-shop:
 - Total income is down ~\$3,944.
 - Cost of goods sold is down \$6,756.
 - Hourly Payroll is up \$2,604.
 - Net Income is down ~\$672. [2015 was down ~\$6,980 from 2014]
- Restaurant:
 - Total income is up ~\$11,465.
 - Beer sales are up \$3,592, liquor is up ~\$622, wine is down ~\$248, and pop sales are up ~\$732.
 - Food sales are up ~\$8,470.
 - Cost of goods sold is down ~\$2,884.
 - Hourly payroll is down ~\$4,252.
 - Salaries are up ~\$9,700.
 - Net income is up ~\$1,176. [2015 was down ~\$620 from 2014]
- Miscellaneous:
 - Total net income up ~\$32,213 [2015 was down ~\$36,525 from 2014]
 - At the end of June \$140,110 was in the bank. [At the end of June 2015, \$93,735 was in the bank]

The treasurer's report was approved on a motion by Homan and seconded by Sharkey.

The committee reports were given as follows:

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

- Replaced well pump – cost ~\$7,000.
- Cart that went into the creek at an outing, was salvaged for parts.
- Finished installing new sprinklers.
- Sand traps were deeded.
- May need to look at some equipment replacements in the future.
- Trees – working on plan of what to cut and plant.

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

- *Restaurant & Clubhouse:*
 - Plan to move water station.
 - Mike and Rhonda picking up extra hours to cover time slot for Loni leaving.
- *Pro-shop:*
 - Rounds for June – 5,685 (June 2015 – 6,504 (+819); YTD – 13,662 (2015 – 14,818 (+1,156)
- *Social:*
 - 24 people for the Happy Gilmore event
 - 80+ for the Father's Day Brunch
 - Fireworks and Tournament from July 4th weekend, will be held Labor Day Sunday (9/4/16)

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

- 471 members to date (had 468 end of 2015)
- Email to new members – welcome, links to website, etc.
- Loni left EPGC to pursue other opportunities – will fill in for now.
- Permanent Tee Times – Fulton and staff doing well on filling and letting people know of open times.

GENERAL MANAGER REPORT (L. Vance):

- 3 youths broke into the clubhouse (1 was an employee, was fired); Police and L. Vance talked to the parents; States Attorney is aware of the situation, nothing filed at this time.
- Insurance Audit – rate went up ~ \$1,500 for last year due to sales and payroll increase; will also be an additional \$1,500 for this year.
- Sold one Small Business Package
- Fountains and waterfall all working!
- Barb Miller fell on Father's Day, broke hip, had surgery, doing well; Paul is back working and doing well; Kyle is also back working and doing well.

OLD BUSINESS:

- **Nickrent:** From the Realtors Outing, can have free ad/billboard space (value \$180) at the corner of Eastland & Veteran's parkway. Ad shows for 10 seconds very 12 minutes. L. Vance will check into the possibilities.
- **Homan:** For Rees Application – talked to sales rep, seems to be for higher end clubs, mostly private. Setup one time, \$2,500; Annual fee, \$20/person/year (maximum of 300 people).
- **Wilson:** may need to talk to a web developer to redesign our website.
- **Nickrent:** what happened from the Facebook post? L. Vance: person called, never physically came to the course; Fulton handled the situation well; guy was just not happy with policy and posted a negative comment.

- **Wilson / Homan:** Thursday tee time issue – what can be done? Request, if tee times open, can women then play? At this time, no changes will be made to the policy. Maybe consider rewording the Policy/weekly schedule in the Membership Handbook to make it more understandable.

NEW BUSINESS:

- **Wilson:** Asked by a member to bring up the 2-person match play for women – one team had an injury, what is the policy for replacement? L. Vance: Fulton made a wise decision; and both teams agreed to play as it was set up.

GENERAL COMMENTS:

- Nothing at this time.

NEXT BOARD MEETING:

- August 10, 2016 at 6:30 pm in the clubhouse.

The meeting was then adjourned at 7:45 pm on a motion by Berry and seconded by Nickrent.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary