

EL PASO GOLF CLUB
2017 ANNUAL STOCKHOLDERS MEETING - Minutes
February 15, 2017

CALL TO ORDER:

The annual meeting of the Stockholders of the El Paso Golf Club, Inc. was held on the above date in the clubhouse. The meeting came to order at 6:30 pm with 57 stockholders present and 82 represented by absentee ballot. Present were directors: Berry, Nickrent, Schulkins, Sharkey, Snider, Weikel, B. Wilson, and Young. Directors Homan and Steach were absent. Also present were employees: Harris, Unzicker, L. Vance, and Westfall. Jill Berry, Board Secretary presided over the start of the meeting for Chris Sharkey, Board President, until his arrival.

Jill Berry welcomed everyone to the annual stockholder's meeting and addressed the stockholder's in general about the past year's activities and the agenda for the evening, including Chris Sharkey's remarks as current President.

- On behalf of the Directors, Chris Sharkey, and myself, a big thanks to the staff and committees for all their hard work and contributions – you did a great job all year, a major part of our success!
- The 2017 golf season was not much different from those of the past and most likely those of the future. In general, each season presents its own bumps in the road and how we handle those bumps determines our success as a golf club. I'm sure we can all agree that the success of El Paso Golf Club is something we as a membership should be very proud of given the unpredictability of the golf industry.
- A special acknowledgement to Lane, Greg and the grounds crew for their efforts throughout the clean-up process and maintaining our golf course. Our course stayed in great shape all year despite the weather challenges.
- A special thanks also to Steve, Stacy, Rhonda and their respective staffs for their tireless efforts and continued loyalty for another great year.
- We would also like to thank Kyle for his tenure at EPGC, and wish him well with his next endeavor. With Kyle's departure, Bev Patton has agreed to take on a greater role in the Pro-shop – congrats Bev!
- We as a board have strived to maintain a manageable balance between income and expenses while meeting the challenges head on. For 2017, the Board approved a modest increase in our dues.
- Congrats to both the EPG Boys and the Girls Golf teams on great seasons, both advancing to the State Championships.
- Lastly, thanks to all our members who participated throughout the year in our club events and congratulations to all the Club Champions and other award winners.
- We look forward to a great 2017!!

SECRETARY'S REPORT:

Jill Berry reviewed the minutes of the previous stockholder's meeting and they were approved, without changes, on a motion by Jim Bagnell and seconded by Dave Scoates.

TREASURER'S REPORT:

Roxane Schulkins presented the treasurer's report. A huge thank you goes out to Paul Westfall for doing a great job on taking care of our bookkeeping for the golf course and to Lane for all of his assistance in Paul's absence.

Schulkins reported the following:

- We had a great start to our 2016 season, but some wet weather later in the year made keeping the course in good condition a challenge and we did have to invest in extra chemicals to help keep the course that way.
- Our total income for the year was \$1,530,604 and our total expenses were \$1,522,966, leaving us with a net income of \$7,638.
- Expenses to complete our new sprinkler head project were \$15,377.
- The only major expense we are anticipating for 2017 is \$22,000 for mowers, which includes an \$11,000 payment that was made on a rough mower purchased in 2015.
- Mortgage balance at the end of 2016 was \$484,810, with approximately 5 years left to pay.
- In closing, although we raised dues slightly for 2017, we still remain one of the best deals in the area. We will continue to control costs and look for options to increase revenue, and in 2016 we were able to exceed our budgeted net income by \$1,793.

The treasurer's report was approved on a motion by Randy Henkels and seconded by Dave Scoates.

BOARD OF DIRECTORS:

Seven (7) candidates had properly notified the Secretary of the Board of Directors of their intentions to run for election to the Board for Directors for 2017 for four (4) openings – they were in alphabetical order: Doug Arends, Tom Fulop, John Heitz, Roxane Schulkins (seeking re-election), Christine Street, John Street, and Roger Wolf. All seven (7) candidates were present at the stockholder's meeting and were allowed time to speak to the stockholders. Since there were four (4) open positions and seven (7) candidates, an election was held using ballots for those in attendance and the requested absentee ballots that were sent in by the required deadline. The stockholders were instructed that they could vote for up to 4 candidates; only one vote allowed for a candidate. The Election Judges (Becky Wilson and Paul Westfall) collected the ballots; they were added to the absentee ballots already received and counted. The judges proceeded to count the ballots while the meeting continued to the overall discussion of the club operations and committee reports. Elected to three-year terms to the Board of Directors were (in alphabetical order): Doug Arends, Tom Fulop, John Heitz, and Roxane Schulkins. A huge *Thanks to Becky and Paul for their assistance!!*

GOLF COURSE (Grounds and Equipment) – *Don Young* reported the following:

- Thanks to Lane Vance, Greg Harris, and the staff for a job well done throughout the year. It was another tough weather year, and our course still looked great! A special thanks to Tony Haas for past service, as he will not be coming back in 2017.
- Thanks to committee for all their input and work this year. The committee members were: Don Young, Chris Weikel, Nancy Beckman, John Street, Greg Harris and Lane Vance.

- A big thanks to Julie Jarman and her help this past year for an awesome job in making our course look beautiful!!! Heard many compliments!!
- Grounds:
 - The year started off with the biggest mess Lane said they have ever had to clean up due to the ice storm. Amazingly, with all their hard work, the crew had it cleaned up in a few days.
 - With very hot and humid conditions in July, August and September, some extra money was spent on chemicals to keep the fairways looking good – compared to other courses in the area, no comparison, EPGC was great!
 - Projects completed:
 - Cutting down more of the dying or dead trees – a special thanks to member Steve Kool for lending the stump v for free. We will be planting more new trees this year.
 - Replaced the remaining sprinkler heads (~100) of a total of about 350.
 - Capped two old wells to be in compliance.
 - Leveled and increased the size of red #14 tee box.
- Equipment:
 - Purchased two newer remanufactured greens mowers that have updated technology compared to our older ones.
 - We were able to repair the small rough mower, so will plan to keep it for another couple years.
 - Thanks to Mike (mechanic) Schwartzentruber for keeping everything in good working condition.

HOUSE – Restaurant/Clubhouse – *Ben Wilson* reported the following:

- Thank you to Lane, Stacy, Rhonda, and their staff for all their hard work this year in the restaurant and bar.
- Will have a new look to the website coming soon – more current look and better technology. Keep an eye out for the email.
- Water station was installed in the hallway instead having a table with jug of water and ice.
- Menu: worked on the menu to create more consistency; will review the current pricing and menu items again for 2017; plan to eliminate items not selling well.
- Mike Christensen is now a full-time salary employee in the kitchen
- Staff will be doing general cleaning over the winter.
- Added: new ice machine, ceiling fans on the deck, new toaster, bigger fryer, and bar stools.

HOUSE – Pro Shop – *Ben Wilson* reported the following:

- Thanks to Steve, Kyle and their staff for a good year.
- YTD Rounds for 2016: ~32,390, up approximately 65 rounds over 2015 (~32,325).
 - Member/guest split on rounds: Members – 73%; Guests – 27%.
- Plan to place cabinets/counter top in the back of the pro shop for better organization and storage.
- In 2016, we had a bit of an inventory issue, so will plan to monitor the inventory much closer this year.
- Bev Patton will take on a bigger role in the pro shop in 2017.

HOUSE – Social – *Ben Wilson* reported the following:

- Continued most of the same social events in 2016, with most being well attended.
- Fireworks were awesome again this year – Thanks to Chuck Feeney and all the donors. We did have to push them back to Labor Day due to weather. Plan to have fireworks again this year.
- Due to lack of participation, removed the Spring & Fall Scrambles. Will attempt to revive the Fall Scramble this year.
- Upcoming events: Happy Hours on Fridays through April 1st; March 4th – Trivia Night; March 19th – Open House
- Full menu will start the week of April 3rd.

MEMBERSHIP – *Randy Snider* reported the following:

- A big thank you to the membership for helping us to manage the permanent tee times; members are doing a nice job.
- Membership:
 - 2017, invoiced 479 members
 - A (\$990) – 185
 - AAA (\$740) – 215
 - AA (\$990) – 2
 - D (\$990) – 7
 - Y's [35 and under] (\$720 and \$510) – 39 total
 - F's [over 75] – 33
 - Cap is 475; will not start a waiting list until the cap is reached.
 - Lowered initiation rates by ½ until after the Open House in March.
 - Cart shed list: 86
- ~281 stockholders

PLANNING & PERSONNEL – *Randy Snider* reported the following:

- Continued the annual one on one with our salaried employees.
- Thanks to Kyle for his service and Congrats to Mike C. and Bev for their new roles.

GENERAL MANAGER'S REPORT:

- *Lane Vance*: Course will be open starting 2/16/17 with carts, weather permitting.
- *Lane Vance*: Please let us know if you are not getting emails. This is not an EPGC issue, but on our service provider of the POS system.
- We have a great membership – thanks for sticking with us!!!!

OLD BUSINESS:

- No old business at this time.

NEW BUSINESS:

- No new business at this time.

GENERAL COMMENTS:

- *Chris Sharkey*: A huge thanks to both Ben Wilson and Pat Nickrent for their years of loyal service!! Both ended their terms on the board, and were given plaques of appreciation from EPGC.

ADJOURN:

The meeting adjourned at 7:17 pm on a motion by John Heitz and seconded by Chris Snider.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary