

EL PASO GOLF CLUB
2018 ANNUAL STOCKHOLDERS MEETING - Minutes
February 21, 2018

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 31 stockholders present and 47 represented by absentee ballot (2 of which also attended the meeting). Present were directors: Berry, Fulop, Heitz, Schulkins, Snider, Weikel, and Young. Directors Arends, Homan, Sharkey, and Steach were absent. Also present were employees: Buster, Harris, and L. Vance. Jill Berry, Board Secretary presided over the meeting for Chris Sharkey, Board President, in his absence.

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 employees for all their hard work, loyalty, and contributions – you did a great job all year, and are a major part of our success! You are an integral part of what makes our club the success and value that we as members enjoy.
- We would also like to express our thanks to those members who serve on the Golf Course, House, and Planning/Membership committees and those that volunteer their time to help with our social functions, club events, and high school golf tournaments.
- The 2018 golf season was not without its challenges. In general, each season presents its own bumps in the road and how we handle those bumps determines our success as a golf club. The BOD continues to strive to maintain a manageable balance between our revenue and expenses, while meeting these challenges head-on and with your assistance, continue to look at ways to improve our club.
- 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 goes out to all our sponsors and individuals who donated our 4th of July fireworks display – without a doubt your support has been monumental in the success of the event. We received many positive comments, with the majority saying it was the best yet. And also a special thanks to those who have contributed to our tree fund. To date, we have received \$19,460 for trees!!
- For 2018, the Board approved a slight increase in our dues. Our club is no different than any other business entity that is experiencing increased in the cost of doing business – it's that simple. We do have a few membership openings, so encourage people to join!
- Congrats to both the EPG Boys and the Girls Golf teams on great seasons.
- 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 2018!!

SECRETARY'S REPORT:

Jill Berry reviewed the minutes of the previous stockholder's meeting and they were approved, without changes, on a motion by Ben Wilson and seconded by Jeff Aaberg.

TREASURER'S REPORT:

Roxane Schulkins presented the treasurer's report. Once again, a huge thank you goes out to Paul Westfall for doing a great job on taking care of our books for the golf course. As I have said before, he makes sure to schedule his time off around what the club needs and we are very appreciative. A big thanks to Lane for all of his assistance in Paul's absence.

Schulkins reported the following:

- We had a pretty good 2017 golf season.
- Our total income for the year was \$1,537,249, which was up \$26,749 over 2016.
- We did book a net loss of \$8,177, but we were able to purchase two greens movers for \$37,022 without having to finance them – which was our original intent.
- Our club coin tunes to be a great place for outings – we took in \$253,499 in 2017.
- In our 2018 budget, we have included a contingency fund of \$15,000 to cover any unexpected expenses that might arise. If the fund is not needed, we will put it towards capital improvements.
- Mortgage balance at the end of 2017 was \$396,831, with approximately 3 years left to pay.
- We still have room for new members – so if you know of anyone that is considering joining a golf course, let them know we are one of the best deals in the area!!!

The treasurer's report was approved on a motion by Barb Miller and seconded by Greg Rackauskas.

BOARD OF DIRECTORS:

Five (5) candidates had properly notified the Secretary of the Board of Directors of their intentions to run for election to the Board for Directors for 2018 for four (4) openings – they were in alphabetical order: Jeff Aaberg, Jill Berry (seeking re-election), Dave Koth, Clay Payne, and Greg Rackauskas. Four (4) of the five (5) 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 five (5) 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 (Chris Snider and Bob Werkman) 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): Jeff Aaberg, Jill Berry, Dave Koth, and Greg Rackauskas. A huge *Thanks to Chris and Bob 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 one of the best years of consistent overall condition!

- Thanks to committee for all their input and work this year. The committee members were: Don Young, Chris Weikel, Doug Arends, Roger Wolf, Greg Harris and Lane Vance.
- A big thanks to Julie Jarmer and her help this past year for an awesome job in making our course look beautiful!!! Heard many compliments!!
- I am proud of belonging to this course and I get many compliments from people that I see that have played here before.
- Grounds:
 - The night before Father's Day was one of the worst wind storms we have ever had at the course. We lost 5 big trees and a lot of branches and debris all over the course. Our great crew got our very early and cleaned up enough that morning so we could play golf that day. Fantastic job!!!!
 - Projects completed:
 - Removed the trap left of #3 green – was very difficult to maintain.
 - Cut down many more of our dying trees including 5 big cotton woods by #14 tee boxes.
 - Planted many new trees with the tree fund generously supported by our members.
 - Re-sodded #8 tee and also with permission of the land owner, cut down some trees behind the tee that will hopefully help with airflow.
 - Re-shaped several fairways by the greens.
 - Totally redid #14 tee.
 - Did some tiling on #7 fairway (had had good results from last year's tiling on #11, 12, and 15).
 - Continued cold patching on cart paths as needed.
- Equipment:
 - The two new greens mowers purchased last year have improved the condition of the greens.
 - Overall condition of the equipment is good and no plans to replace any equipment in 2018.
 - Carts – cost of replacement parts has become very expensive. Some carts will need batteries and all carts will need batteries in a few years.
 - Thanks to Mike Swartzentruber for keeping the equipment in working condition all year.

HOUSE – Restaurant/Clubhouse – *John Heitz* reported the following:

- Thank you to Lane, Chelsie, Rhonda, and their staff for all their hard work this year in the restaurant and bar.
- In 2017:
 - We put the new upstairs ice machine in service.
 - Did a lot of work to several coolers, and several other repairs.
 - Switched almost all lighting to LED
 - Even though May and November were plagued by bad weather, we had a good year financially.
- Plans for 2018:
 - Have just about finished extensive winter cleaning and painting.
 - Remodeled downstairs bathrooms.

- Will be purchasing a new waitress pager system.
- Replacing part of the PA system.
- Hole-in-one insurance will be buying new everyday dishes.
- Purchased carpet shampooer.
- Hoping to save enough money for carpet in 2019.
- Planning menu with several new upgrades.
- Some new drink selections will also be available.
- Excited about new fiber optics which is being planned for availability this summer. Should help with all computer problems and enhance phone service.

HOUSE – Pro Shop – *John Heitz* reported the following:

- Thanks to Steve, Bev and their staff for a good year.
- YTD Rounds for 2017: ~32,600, up approximately 200 rounds over 2017 (~32,389).
 - Member/guest split on rounds: Members – 75%; Guests – 25%.

HOUSE – Social – *John Heitz* reported the following:

- Continued most of the same social events in 2017, with most being well attended.
- Upcoming events: Happy Hours on Fridays through April 1st; March 3rd – Trivia Night; March 18th – Open House
- Full menu will start the week of April 11th.

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:
 - 2018, invoiced 467 members
 - Cap is 475; will not start a waiting list until the cap is reached.
 - Budget for 450.
 - Cart shed list: 82
- ~290 stockholders

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

- Continued the annual one on one with our salaried employees.

GENERAL MANAGER'S REPORT – *Lance Vance* reported the following:

- Nothing additional to report.
- We have a great membership – thanks for sticking with us!!!!

OLD BUSINESS:

- No old business at this time.

NEW BUSINESS:

- Ball washers will be back this year.

GENERAL COMMENTS:

- *Rick Reno*: can we get back the sand buckets on the par 3's? *Lane Vance/Greg Harris*: No, the sand is on the carts and weekly we sand the par 3's.
- *Greg Rackauskas*: How many years do we have on the irrigation systems? *Lane Vance*: ours will last for quite a while yet.
- *Jill Berry*: A huge thanks to Chris Sharkey, Sam Steach, and Chris Weikel for their years of loyal service!! All three (3) ended their terms on the board, and were given plaques of appreciation from EPGC.

ADJOURN:

The meeting adjourned at 7:08 pm on a motion by Rick Reno and seconded by Greg Rackauskas.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary