

EL PASO GOLF CLUB MINUTES October 10, 2018

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 6:00 pm. Present were directors: Aaberg, Arends, Berry, Fulop, Heitz, Koth, Schulkins, Snider, Rackauskas and Young. Director Homan was absent. Employees present: L. Vance. No guests present.

SECRETARY'S REPORT (Berry):

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

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of September 30, 2018 and compared to 2017:***

- Golf Course:
 - Total income is down from 2017 by \$23,623.
 - Dues are up \$438.
 - Cart rentals are down \$5,777 and cart cards sales are down \$4,260.
 - Green fees are down \$6,368.
 - Initiation fees are up \$300.
 - Project costs are down \$5,694.
 - Net income is down \$4,510. (2017 was down \$41,084 from 2016)
- Pro-shop:
 - Total income is up \$327.
 - Cost of goods sold is up \$2,351.
 - Payroll expense is down \$106.
 - Net Income is up \$856. (2017 was up \$31,703 from 2016)
- Restaurant:
 - Total income is down by \$30,023.
 - Beer sales are down \$16,193, liquor is up \$49, wine is down \$1,724 and pop is up \$1,575.
 - Food sales are down \$14,236.
 - Cost of goods sold is down \$13,413.
 - Payroll is down \$3,817.
 - Net income is down \$19,818. (2017 was down \$3,239 from 2016)
- Miscellaneous:
 - Total Net Income is down \$23,472 from 2017
 - Net Income for 2017 was down \$12,620 from 2016
 - At the end of September we had \$23,459 in the bank.
 - At the end of September, 2017 we had \$48,845 in the bank.
 - Should we consider borrowing for trap rake or need note to complete 2018?
Schulkins and L. Vance will contact bank. Board approved by verbal discussion.

The treasurer's report was approved on a motion by Heitz and seconded by Koth.

The committee reports were given as follows:

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

- Trap project went well – lots of compliments so far; traps look great.
- Removed ~81 stumps.
- Handrail ready to go on hole #1.
- Put some trunk protectors on the new trees; will plant a few more new trees.
- Our course looked great for the HS tournaments!!

HOUSE – Restaurant, Pro-Shop & Social (L. Vance / Buster / Duncan / Fulton / Heitz / Rackauskas):

- *Restaurant & Clubhouse:*
 - No meeting; things are going good.
- *Pro-shop:*
 - Rackauskas: talked to Fulton can send merchandise back for credit. Currently discounting merchandise for sales.
 - Pro shop needs a new computer.
 - September rounds: 4,278 (down ~500 from 2017); YTD: 27,486 (down ~1,800 from 2017).
- *Social:*
 - 10/20/18 – Kevin Sterns, 6 – 9 pm.

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

- Membership: no changes
- No meeting this month.

GENERAL MANAGER REPORT (L. Vance):

- Greens mower: is back now, but axles went out. Company gave us some reductions on repair bills, ~\$1,000 credit.

OLD BUSINESS:

- Handicap parking places – may try to add one more by cart rental area if possible.
- Sales tax audit – must list out sales tax as separate item on beverages. Waiting on Auditor to give final decision. L. Vance and Schulkins will do research on any options with tax attorney. L. Vance will also send letter to our State Rep with concerns on the issues.
- CPR & AED Training: L. Vance will call and set up training with the American Heart Association.

NEW BUSINESS:

- 2019 Budget: L. Vance and Schulkins will put the 2019 Budget together. After review by the executive committee, will be sent to the board the first part of November. Plan to review and vote/approve budget at the November board meeting.
- Potential increases for dues, greens fees, cart rentals, shed and trail fees, and restaurant/bar as appropriate.
- Koth will check into options of a property tax assessment change.
- 2019 board – up for reelection: Homan, Snider and Young. Both Snider and Young indicated they plan to rerun.

GENERAL COMMENTS:

- None at this time.

NEXT BOARD MEETING:

- Next Meeting: Wednesday, November 14, 2018 at **6:00 pm**.

The meeting was then adjourned at 7:37 pm on a motion by Heitz and seconded by Aaberg.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary