

EL PASO GOLF CLUB MINUTES

February 13, 2019

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 7:35 pm, immediately following the annual Stockholder's meeting. Present were directors: Aaberg, Berry, Fulop, Heitz, Koth, Snider, and Young. Directors Arends, Homan, Schulkins, and Rackauskas were absent. Employees present: L. Vance.

SECRETARY'S REPORT (Berry):

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

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of January 31, 2019 and compared to 2017:***

- Golf Course:
 - Total income is up \$6,915.
 - Dues are up \$5,755.
 - Trail fees are down \$225.
 - Projects are up \$18,9224
 - Net income is down \$8,750. (2018 Net income was down \$25,830 over 2017)
- Pro-shop:
 - Total income is up \$376.
 - Cost of goods sold is up \$252.
 - Payroll is down \$317.
 - Net Income is up \$440. (2018 was down \$1,620 over 2017)
- Restaurant:
 - Total income is down \$2,322.
 - Food sale are down \$1,817.
 - Cost of goods sold is down \$615.
 - Net income is down \$2,216. (2018 was up \$685 over 2017)
- Miscellaneous:
 - Total Net Income is down \$10,526 from 2018
 - Total Net Income for 2017 was down \$26,765 from 2017
 - At the end of January 2018 we had \$132,169 in the bank.
 - At the end of January 2018 we had \$21,870 in the bank.
 - Re-fi loan was approved. Balance of cash out is \$119,481, and is in money market account with Heartland Bank and Trust.

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

The committee reports were given during the annual Stockholder's meeting; no additional information.

GENERAL COMMENTS:

- Memorials: will stay with planning trees, and adding a plaque to the board in the clubhouse.
- Advertising: plan to place small ad in the Pantagraph; use the bill board on Veteran's Parkway; and continue with social media.
- Young will bring additional information on the "Queen of Hearts" game to the next meeting.
- Real estate taxes: possibly save money starting next year.
- Sales tax: \$2,900 to break even on the back sales tax.
- POS system: new system for emails. Cost/barter one tee time daily, no lower than \$30.

NEXT BOARD MEETING:

- Next Meeting: Wednesday, March 13, 2019 at 6:00 pm.

The meeting was then adjourned at 8:08 pm on a motion by Heitz and seconded by Young.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary