

EL PASO GOLF CLUB MINUTES

July 10, 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 5:59 pm. Present were directors: Aaberg, Arends, Berry, Fulop, Homan, Koth, Rackauskas, Schulkins, Snider, and Young. Director Heitz was 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 Homan and seconded by Arends.

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of June 30, 2019 and compared to 2018:***

- Golf Course:
 - Total income is up from 2018 by \$11,763.
 - Dues are up \$13,380.
 - Cart rentals are down \$288 and cart cards sales are down \$7,037.
 - Green fees are down \$286.
 - Initiation fees are down \$1,950.
 - Shed rent is up \$1,325.
 - Trail fees are up \$2,700.
 - Project costs are up \$45,229.
 - Payroll is down \$8,782.
 - Net income is down \$26,735. (2018 was up \$22,687 from 2017)
- Pro-shop:
 - Total income is down \$5,200.
 - Cost of goods sold is up \$1,537.
 - Payroll is down \$1,170.
 - Net Income is down \$5,396. (2018 was down \$743 from 2017)
- Restaurant:
 - Total income is up by \$1,840.
 - Beer sales are down \$3,476, liquor is up \$1,326, wine is up \$869 and pop is down \$1,202.
 - Food sale are up \$2,746.
 - Cost of goods sold is down \$5,144.
 - Payroll is down \$2,342.
 - Net income is up \$15,823. (2018 was down \$30,547 from 2017)
- Miscellaneous:
 - Total Net Income is down \$16,307 from 2018
 - Total Net Income for 2018 was down \$8,603 from 2017
 - At the end of June we had \$189,812 in the bank.
 - At the end of June 2018 we had \$91,583 in the bank.

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

The committee reports were given as follows:

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

- Course is in great shape – thanks to Lane, Greg, and grounds crew.
- Sod on #10 looks great (cost was ~\$2,000).
- Removing dead trees; will plant 15 or so this fall. Trim the other trees.
- Looking at the erosion near the bridges.
- #17 will put drain, tile to creek; no cost to EPGC.
- Put drain near #18 ladies tee in easement to help with drainage in that area.
- Still looking for large leaf blower for fall.
- No equipment breakdowns at this time; keep our fingers crossed.
- Rackauskas: on #1 and #16 stairs where the grass meets the wood stairs, there is a crack/open area that goes down fairly deep. Can we fill that in so no one steps in that area and twists an ankle or worse? L. Vance: yes, we will look at both areas.
- Rackauskas: on #15, people are hitting over the hill from the tee before the group leaves in front of them – can we do something. Board: need to drive up and make sure group has cleared area before your group tees off.

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

- *Restaurant & Clubhouse:*
 - Had our committee meeting virtually via emails for June.
 - Nights that there is music, the restaurant will only serve a one item menu.
- *Pro-shop:*
 - Our people are doing a great job on cleaning the carts!
 - Considering stopping the tee time sheets on Saturdays – everyone seems to be completing their rounds in 4 hours or less.
 - Merchandise is moving; there are now belts in the pro shop.
 - Considering increasing our reciprocal locations – Rackauskas will check into Urbana and the Rail in Springfield.
 - Rounds played:

▪ 2019 June Total: 5171	Members: 3678	Guests: 1493
▪ 2019 YTD Total: 10,781	Members: 6296	Guests: 2975
▪ 2018 June Total: 5363	Members: 3781	Guests: 1442
▪ 2018 YTD Total: 12,378	Members: 9289	Guests: 3089
- *Social:*
 - Steak Fry went great. Next one is June 18th; will plan to have one a month through October.
 - July 4th went well; fireworks were great.
 - Queen of Hearts going well. We should post the approximate pot near the board. L. Vance said we will post the current value every few days.
 - Hot Sauce Universe is playing Sat, July 20th, 6:00 pm.
 - Dan Hubbard is scheduled for Sept 27th, 5:30 pm.
 - Looking at more drink specials; Martini night coming in Aug. Had Jell-O Shots on 4th of July. Vets got a free drink also on 4th of July.

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

- Membership: gained a few new members; still a few on the payment plan.
- Nothing additional in Personnel or Planning.

GENERAL MANAGER REPORT (L. Vance):

- County assessor coming Friday, 7/12 to look at buildings.
- Camera for front door to be installed next week Tues (7/16).
- Food phone on #9 is fixed.
- Homan: have we considered direct deposit for employees? Schulkins and L. Vance: not cost effective for the small amount of checks issued and the small value of the checks. Schulkins will check with Heartland Bank again to see what the costs would be today. L. Vance: we pay about the quickest around. Whatever day the pay period ends on, we have checks ready by 8 am the next day.

OLD BUSINESS:

- Emails – a lot more people are getting emails. Still working with GolfNow – still have some issues, but it's better now.
- Rough mower payments: Have one payment left. Schulkins: should be we pay that off now and save a few hundred in interest? Board discussion – yes.
- Have better quality paper towels in the restrooms now.

NEW BUSINESS:

- Review Projects:
 - Done: #10 hillside sod; batteries (on-going, will be close to budget); carpeting; computers (will still get a laptop for C. Butler, ~\$300-400); fixed dump truck; pump house; titan tees.
 - To be done: parking lot; phone system; sand traps (some done, behind due to weather; will plan to do #9 for sure); erosion around bridges (~\$4,000); cart paths (will use cold patch).
- Minimum wage: need to look at cost impact. Snider: Fulop and Koth to review cost impacts to our budget. Also look at what other employees will be impacted in the future when the minimum wage increases. Will also check into "Secure Choice" – a program in Illinois that automatically holds out 5% of employees checks as a form of 401K – employees can opt out.
- Aaberg – what can we do about increasing revenues? Should we consider a discount for Vets and seniors? L. Vance and board agreed to try it in October and implement next year. Homan will check around at other courses for what age for seniors and what dollar amount – maybe \$5. Aaberg – can we add handles in the stalls in the ladies restrooms? L. Vance: may not be enough room. Aaberg: have we considered increasing the card shed. L. Vance: would be very cost prohibitive, and decreases the revenue to the course.

GENERAL COMMENTS:

- Nothing additional at this time.

NEXT BOARD MEETING:

- o Next Meeting: Wednesday, August 14, 2019 at 6:00 pm.

The meeting was then adjourned at 7:21 pm on a motion by Berry and seconded by Fulop.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary