

EL PASO GOLF CLUB MINUTES

October 9, 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 6:00 pm. Present were directors: Aaberg, Berry, Fulop, Heitz, Koth, Payne, Rackauskas, Schulkins, Snider, and Young. Director Arends 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 Young and seconded by Aaberg.

TREASURER'S REPORT (Schulkins):

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

- Golf Course:
 - Total income is up from 2018 by \$12,665.
 - Dues are up \$14,566.
 - Cart rentals are up \$1,283 and cart cards sales are down \$6,265.
 - Green fees are down \$1,256.
 - Initiation fees are down \$1,800.
 - Shed rent is up \$1,325.
 - Trail fees are up \$1,875.
 - Mortgage payment is down \$24,371.
 - Project costs are up \$35,763.
 - Payroll is down \$6,939.
 - - Net income is down \$1,636. (2018 was down \$4,510 from 2017)
- Pro shop:
 - Total income is down \$7,263.
 - Cost of goods sold is down \$6,718.
 - Payroll is up \$696.
 - Net Income is down \$1,101. (2018 was up \$856 from 2017)
- Restaurant:
 - Total income is up by \$8,019.
 - Beer sales are down \$4,089, liquor is down \$39, wine is up \$1,929 and pop is down \$1,813.
 - Food sales are up \$13,255.
 - Cost of goods sold is down \$1,542.
 - Payroll is down \$868.
 - Net income is up \$10,203. (2018 was down \$19,818 from 2017)
- Miscellaneous:
 - Total Net Income is up \$7,465 from 2018
 - Total Net Income for 2018 was down \$23,472 from 2017
 - At the end of September we had \$162,625 in the bank.

- At the end of September 2018 we had \$23,459 in the bank.

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

The committee reports were given as follows:

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

- Course continues to look great.
- New trees planted in October; stumps removed soon.
- New tees on #11 and #15 look excellent.
- Will continue to trim evergreens up about 4 feet for appearance and mowing.
- #2 and #7 tees will be started soon.
- Additional handrails will be added to the steps on #1 and #16.
- Continued improvement on cart paths.
- Need to encourage everyone to replace or sand their divots and repair as many ball marks on the greens as possible.
- Rackauskas: concerned that we could do more on our course. Think we still need sand on the par 3s. Board discussion of options.
- L. Vance: just got our new chemical program. Will also plan to aerify in the next week or so.

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

- *Restaurant & Clubhouse:*
 - October 18th – last full menu.
- *Pro-shop:*
 - Pro Shop sale going on – merchandise going out at cost. Outdoor wear and putter sales are good.
 - Rounds:

▪ 2019: Total: 2667	Members: 1621	Guests: 1046
▪ YTD: 27375	Members: 19373	Guests: 8002
	● October was up 390 rounds over last October.	
▪ 2018: Total: 2277	Members: 1471	Guests: 806
▪ YTD: 29,792	Members: 21738	Guests: 8054
	● YTD Total is down 2417 rounds	
- *Social:*
 - Steak Fry is Oct 17.
 - Queen of Hearts going well; pot is ~\$9,000.
 - Dan Hubbard went well; lot of people

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

- Membership: 455 members.
- Evaluations will be done in October.

GENERAL MANAGER REPORT (L. Vance):

- Talked to our state representative, Tom Bennett about minimum wage.

- 60/40 wait staff stays; no concessions on minimum wage for anyone.
- Real estate: meeting in October; our attorney will follow-up.

OLD BUSINESS:

- Phones: done first part of November.
- Rackauskas: kudos to Lane – great overall management!
- Aaberg: asked about a set cart fee in addition to the round fees. L. Vance: EPGC would lose money in the long run. Schulkins will also look into the costs of a private cart ownership for some comparisons.

NEW BUSINESS:

- Audit: Ron Hembra will call L. Vance to set up review for this year.

GENERAL COMMENTS:

- With Homan's resignation, Clayton Payne will finish his spot for the year. In addition, the VP spot will be on hold until February's meeting. Board discussion: all in agreement on both issues.
- Budget: will send preliminary budget out in early November for discussion and vote during the November meeting. If vote not done at meeting, we will finalize via an email vote.

NEXT BOARD MEETING:

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

The meeting was then adjourned at 7:01 pm on a motion by Young and seconded by Aaberg.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary