

EL PASO GOLF CLUB MINUTES

January 20, 2020

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 6:02 pm. Present were directors: Aaberg, Berry, Fulop, Heitz, Payne, and Young. Directors Arends, Koth, Rackauskas, Schulkins, and Snider 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 Aaberg.

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of December 31, 2019 and compared to 2018:***

- Golf Course:
 - Total income is up from 2018 by \$19,099.
 - Dues are up \$13,631.
 - Cart rentals are up \$4,301 and cart cards sales are down \$10,697. (We raised the cost of the cards in 2019 therefore there were increased sales at the end of 2018)
 - Green fees are up \$5,450.
 - Shed rent is up \$1,675 and trail fees are up \$1,525.
 - Initiation fees are down \$1,650.
 - Mortgage payment is down \$16,798.
 - Equipment expense is up \$11,937.
 - Project costs are up \$36,718. (We paid off the rough mower incurring an additional expense of \$11,060 over what was budgeted)
 - Payroll is down \$9,084.
 - Net income is down \$16,360. (2018 was down \$15,053 over 2017)
- Pro shop:
 - Total income is down \$2,446.
 - Cost of goods sold is down \$5,551.
 - Payroll is up \$2,139.
 - Net Income is up \$435. (2018 was up \$1,990 over 2017)
- Restaurant:
 - Total income is up by \$2,755.
 - Beer sales down \$4,175, liquor is up \$67, wine is up \$2,002 and pop is down \$1,689.
 - Food sale are up \$7,931.
 - Cost of goods sold is down \$12,613.
 - Payroll is up \$553.
 - Net income is up \$9,808. (2018 was down \$30,129 over 2017)

- Miscellaneous:
 - Total Net Income is down \$6,117 from 2018.
 - Total Net Income for 2018 was down \$43,192 from 2017
 - At the end of December we had \$57,601 in the bank (\$10,680 is from Queen of Hearts raffle).
 - At the end of December 2018 we had \$6,070 in the bank.
 - Tractor loan is paid off.
 - Plan to have approximately \$70k saved over the 2-year period is on schedule.

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

The committee reports were given as follows:

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

- Nothing at this time.

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

- *Restaurant & Clubhouse:*
 - Plan to finishing winter cleaning.
- *Pro-shop:*
 - Inventory is approximately \$7,000 over.
 - Fulton had a good comeback in Pro-shop sales.
- *Social:*
 - L. Vance negotiated the BMI payment to ~ \$207; good through March 20, 2020.

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

- Nothing additional at this time.

GENERAL MANAGER REPORT (L. Vance):

- The WC mod is going to go up for this year.
- Installed last computer we purchased last year. Old computers going to recycle – hard drives have been removed and destroyed.
- Added 2 course reciprocals: Pine Lakes and Coyote Creek – cost \$25 with cart.

OLD BUSINESS:

- Phones: L. Vance needs to call the company and work with them to get a few more issues resolved.
- L. Vance's old truck is on its last leg, may need to replace with a new used truck in the near future.
- Koth: do we need a generator for the clubhouse? L. Vance checked into options and we have put this on hold for now.
- Sand bottles for Par 2's: may be able to build a rack to hold extra bottles at each Par 3.

- Potential “participation program”: L. Vance to review info and options and put some thoughts together to review.

NEW BUSINESS:

- Stockholder’s Meeting is Wednesday, February 19, 2020 at 6:00 pm in the EPGC Clubhouse.
- Committee Chairs need to send electronic copy of their speaking notes to Snider and Berry.

GENERAL COMMENTS:

- Nothing additional.

NEXT BOARD MEETING:

- Next Meeting: Wednesday, February 19, 2020 immediately following Stockholder’s Meeting.

The meeting was then adjourned at 7:02 pm on a motion by Heitz and seconded by Aaberg.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary