

EL PASO GOLF CLUB MINUTES

March 11, 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, Schulkins, and Young. Directors Arends, Koth, Rackauskas, and Snider were absent. Employees present: L. Vance. Heitz ran the meeting in Snider's absence.

SECRETARY'S REPORT (Berry):

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

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of February 29, 2020 and compared to 2019:***

- Golf Course:
 - Total income is up \$10,208.
 - Dues are up \$10,580.
 - Shed rent is up \$700.
 - Trail fees are up \$250.
 - Projects are down \$3,918 (The \$6,000 truck purchased could be moved to our contingency fund)
 - Net income is up \$19,433. (2019 Net income was down \$18,801 over 2018)
- Pro shop:
 - Total income is up \$777.
 - Cost of goods sold is up \$1,192.
 - Payroll is down \$357.
 - Net Income is down \$285. (2019 was up \$263 over 2018)
- Restaurant:
 - Total income is up \$3,433.
 - Food sales are up \$1,915.
 - Beer sales are up \$460, liquor is up \$712 & wine is up \$248.
 - Cost of goods sold is up \$2,227.
 - Net income is up \$1,752. (2019 was down \$232 over 2018)
- Miscellaneous:
 - Total Net Income is up \$20,900 from 2019.
 - Total Net Income for 2019 was down \$18,770 from 2018
 - At the end of February we had \$91,649 in the bank (\$10,780 is from QOH).
 - At the end of February 2019 we had \$118,928 in the bank.

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

The committee reports were given as follows:

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

- Stands for sand on the Par 3's to hold sand bottles.
- Purchased a used truck for the course, 2003 Ram1500, ~\$6,000.

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

- *Restaurant & Clubhouse:*
 - Committee meeting soon.
 - Received feedback on the food and service in the restaurant. Met on Monday; briefly talked on past issues, but agreed to look forward and to focus on the present and future. Discussed issues, gaps, etc.; more to come.
- *Pro-shop:*
 - Payne met with Fulton – looking at new apparel options for the pro-shop.
 - Looking at suggestions for improvements within the pro-shop.
 - Placed an ad in the local paper for help in the pro-shop; also looking at options for other help.
- *Social:*
 - None at this time..

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

- Open House is 3/15/82020.
- Working on staff requirements.

GENERAL MANAGER REPORT (L. Vance):

- EPGC is now a member of the McLean County Chamber of Commerce (\$350/yr).
- Member of the Lake Bloomington Association.
- Starting employee evaluations.
- Finalizing the menu.
- GolfNow fee for License and Security is \$2,400; talking to them about website and marketing. New rep is much better than our last one.

OLD BUSINESS:

- Gaming machines – board discussion, not moving forward with this option; “put to bed”.

NEW BUSINESS:

- Suggestions for pro-shop and additional play:
 - Payne: sell insulated cups with our logo; cut down on purchase of one time use cups. Possibly consider a discount on beverages with use of cup.
 - Payne: Consider redesign of the InFOREmer and logo. My wife is a graphic designer and would be willing to help with changing/redesigning both.

- Maybe consider opening on Sundays to the public. Won't open "officially" to the public, but will use discretion to allow public play when there are openings.
- Permanent Tee Times: members must call to cancel if not using; will remind players to call; and will send out email with open tee times.
- Thursdays in the fall – consider allowing women to play if it's slow; records show not a big drop off in the fall.

GENERAL COMMENTS:

- L. Vance: have received requests to get a scoreboard for tournaments and outings versus using the window on the pro-shop. The EPG golf teams would help fund a scoreboard. Would place to place it in the area in front of the #1 tee.

NEXT BOARD MEETING:

- Next Meeting: Wednesday, April 8, 2020 at 6:00 pm.

The meeting was then adjourned at 7:03 pm on a motion by Berry and seconded by Aaberg.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary