

EL PASO GOLF CLUB MINUTES

October 14, 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 virtually via Zoom (* = those in attendance at Clubhouse via one Zoom connection). The meeting came to order at 4:00 pm. Present were directors: Aaberg, Berry, Fulop, Heitz*, Koth, Payne, Schulkins, Snider*, and Young*. Directors Rackauskas and Young 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 Schulkins and seconded by Heitz.

TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of September 30, 2020 and compared to 2019:***

- Golf Course:
 - Total income is up from 2019 by \$47,312.
 - Dues are up \$8,089.
 - Cart rentals are up \$4,159 and cart cards sales are up \$15,852.
 - Green fees are up \$11,691.
 - Initiation fees are up \$1,050.
 - Shed rent is down \$675.
 - Trail fees are up \$800.
 - Fireworks donations are up \$2,134.
 - Project costs are down \$54,344.
 - Payroll is down \$38,829.
 - Net income is up \$162,010. (2019 was down \$1,636 from 2018)
- Pro shop:
 - Total income is down \$5,778.
 - Cost of goods sold is down \$15,470.
 - Payroll is up \$684.
 - Net Income is up \$7,582. (2019 was down \$1,101 from 2018)
- Restaurant:
 - Total income is down \$101,336.
 - Beer sales are down \$6,741, liquor is down \$7,864, wine is down \$238 and pop is down \$2,456.
 - Food sales are down \$74,744.
 - Cost of goods sold is down \$54,547.
 - Payroll is down \$25,615.
 - Net income is down \$12,571. (2019 was up \$10,203 from 2018)
- Miscellaneous:
 - Plan not to move forward on the potential \$150K SBA loan.
 - Total Net Income is up \$157,021 from 2019

- Net Income for 2019 was up \$7,456 from 2018
- At the end of September we had \$406,226 in the bank (PPP is \$126,900, SBA Loan is \$10,000 and Queen of Hearts is \$23,970.
 - At the end of September 2019 we had \$162,625 in the bank.

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

The committee reports were given as follows:

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

- Grounds:
 - Our great course continues to be very busy and is holding up nicely since the cooler weather.
 - L. Vance addressed the drainage issue on the cart path by the practice area. He asphalted the area and shaped ground to drain to creek. He completed project by sodding the shaved area – Looks great and should greatly improve this area which has tremendous use.
 - Continue to cut dead trees on course and subdivision and plan to remove 3 big ugly corkscrew willows by #11 tee. Continue to plant trees and do clean up work.
 - Plan on aerifying fairways and some tees soon.
 - Start hauling big white rock to eroded area by #12 bridge while it is dry.
 - Priorities are: Approval and purchase of sidewinder mower and addressing asphalt plans for parking lot and cart shed areas
 - Have quote for parking lot, ~\$18K for needed repairs; asphaltting bad area of parking lot, openings along edges of cart sheds, and area in front of cart sheds where we wash carts. Work will be done by McLean County Asphalt; L. Vance is checking on the price per square yard for each area. MOTION by Jill, seconded by Heitz to move forward with the parking lot repair for \$18K; APPROVED on a verbal unanimous vote.
 - L. Vance has also tentatively secured our bunker/trap expert Larry Denton for some time next spring. This will be a budgeted item.
 - Plan to budget for paint for bridges for next spring.
 - L. Vance and crew continue to upgrade equipment and keep the property looking fantastic!!!!
 - Cart path repair: ~\$30K for about 2,500 running feet next year – will add to budget. There is approximately 25,000 feet of cart path on the course.

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

- *Restaurant & Clubhouse:*
 - Full menu will be done 10/24/20; fall menu (limited items) and breakfast as weather permits. Plan to do pizzas on Fridays.
- *Pro-shop:*
 - Nothing at this time.
- *Social:*
 - Queen of Hearts will have last drawing for this year at the Christmas Party. Pot is close to \$28,000.
 - Steak Fry – 10/15/20.

- Club Appreciation day was well attended.

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

- Employees enjoyed their employee appreciation day.
- Replacing Rhonda – will work on looking for potential people.
- Added 6 new members; list at 470.
- Arends, Fulop, Koth, and L. Vance submitted 5 year draft of strategic plan. Executive committee met to review. Fairway mowers are less than estimated.

GENERAL MANAGER REPORT (L. Vance):

- Nothing additional.

OLD BUSINESS:

- Nothing additional.

NEW BUSINESS:

- L. Vance: sidewinder – need 2, would like to purchase before prices go up. Price for new is ~\$38K or less; includes 2 year warranty. MOTION by Young, seconded by Berry, to purchase sidewinders; APPROVED on a unanimous verbal vote.
- L. Vance: sand traps – will add \$20K to budget for next year, and adjust as necessary.
- Young: carts – checked on options with T. Kearfoot. L. Vance: need to wait about 2 years and see what is available. Need to look at options with Hendrin as well. Have 67 carts all with batteries between 1 – 3 years.
- Budge: Executive committee will review, and send out prior to the November board meeting. Plan to discuss and vote on the budget in the November meeting. L. Vance: Dues, cart rentals, and shed fees plan to stay the same.
- Snider: think we have the right person in Matt for the pro-shop. Recommend that we hire Matt starting January 1, 2021. Consider having Matt take over the pro-shop inventory, etc. in possibly 2022. Board discussion on hiring Matt. MOTION by Berry, seconded by Heitz, to hire Matt Schuerman for the assistant pro for the pro-shop; APPROVED on a unanimous verbal vote.
- L. Vance: roof – appears some damage; insurance adjuster says not. L. Vance to get a second opinion.
- Snider: what directors up for election in 2021? Aaberg, Berry. Koth, and Rackauskus

GENERAL COMMENTS:

- Nothing additional.

NEXT BOARD MEETING:

- Next Meeting: **Wednesday, November 11, 2020 at 4:00 pm via zoom.**

The meeting was then adjourned at 5:13 pm on a motion by Young and seconded by Schulkins.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary