

EL PASO GOLF CLUB
2020 ANNUAL STOCKHOLDERS MEETING - Minutes
February 19, 2020

CALL TO ORDER:

The annual meeting of the Stockholders of the El Paso Golf Club, Inc. was held on the above date in the clubhouse. The meeting came to order at 6:00 pm with 36 stockholders present. Present were directors: Aaberg, Arends, Berry, Fulop, Heitz, Koth, Payne, Rackauskas, Schulkins and Snider. Director Young was absent. Also present were employees: Butler, Fulton, Harris, and L. Vance.

Randy Snider welcomed everyone to the annual stockholder's meeting and addressed the stockholder's in general about the past year's activities and the agenda for the evening.

Before we get started – you should have a copy of:

- Meeting Agenda
 - 2020 Budget
 - General Financial Update
 - No Election – Five Board openings filled by current Directors. No others declared.
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- On behalf of the Directors, and myself, we would like to thank the staff and employees for all their hard work, loyalty, and contributions – you did a great job all year, and are a major part of our success! You are an integral part of what makes our club the success and value that we as members enjoy.
 - Welcome to our new Bar Supervisor – Brandi Baker!
 - A big thank you to Paul Westfall for his many years of service; as he has not been able to return to work this year due to medical reasons. I remember Paul taking my initiation fee when we first joined EPGC twenty-two years ago.
 - We would also thank those members who serve on the Golf Course, House, and Planning/Membership committees and those that volunteer their time to help with our social functions, club events, and high school golf tournaments.
 - We would like to give special thanks to those that volunteered to help with the flowers at the end of the year.
 - It seems that each year we talk about the challenges that the golf season presents. This year was no different. I heard last week that the first 11 months of 2019 were the second wettest in Illinois history.
 - For 2020, the BOD approved a slight increase in our dues. Our club is no different than any other business that is experiencing increases in the cost of doing business.
 - After the Treasurer's report, we will open the floor for any questions you may have regarding the 2020 budget.
 - Our goal is always to continue to provide a great golfing experience and value for your money.
 - A special acknowledgement to Lane, Greg and the grounds crew for their efforts in maintaining our golf course. I am sure most of you witnessed the hard work of the grounds

crew removing hundreds of dead trees. I feel we have the most well-kept and beautiful venue in central Illinois!!

- A special thanks goes out to all our sponsors and individuals who donated our 4th of July fireworks display. The fireworks would not be possible without their donations. We received many comments that the fireworks were the best ever. Please thank our donors and frequent their businesses.
- We were very proud to continue to host several ISHA events this year:
 - 2019 HOIC conference championship
 - 2019 Illini Prairie championship
 - 2019 IHSA Boys Class A Sectional
 - Our girls finished second in the HOIC
 - Our boys won the HOIC and finished second in the Sectional to advance to State.
- Thanks to all our members who participated throughout the year in our club events and congratulations to all the Club Champions and other award winners.
- ***Looking forward to a great 2020!!***

SECRETARY'S REPORT:

Jill Berry reviewed the minutes of the previous stockholder's meeting and they were approved, without changes, on a motion by Ben Wilson and seconded by Chris Snider.

TREASURER'S REPORT:

Roxane Schulkins presented the treasurer's report. As Randy stated Paul Westfall has not been able to come back to work this year due to medical reasons. In his absence, Lane and I have taken over the work that he was responsible for. We would like to thank him for the outstanding work that he has done for us.

Schulkins reported the following:

- At the beginning of the year we refinanced our mortgage which allowed us to complete several projects.
 - We were able to install new carpet, upgrade the pump house, purchase cart batteries and a blower, and we paid off the rough mower that we bought in 2017.
- Our two year goal was to complete the projects necessary to maintain the quality of our course and to start a fund to finance the purchase of new carts in the future. We are well on our way to completing this goal.
- The 2020 budget shows an increase in hourly wages. Illinois has mandated an increase in minimum slightly to help cover the added expense these will bring.
- We do have some good news. Our real estate taxes will decrease approximately \$13,500 thanks to the efforts of Don Young, Dave Koth, Maury Barry, and Lane.
- Queen of Hearts current balance is \$10,680. The next drawing will be at the Open House in March.
- We continue to be a great place for outings. Last year we took in \$262,033 by hosting them.
- We still have room available for more members, so if you know anyone that is considering joining a course, let them know that we are one of the best deals in the area.
- Questions:

- Ed Ulbrich – How are we looking at carts? L. Vance – we just put in new batteries in all the carts, so approximately another 5 years. With money left, we will start saving towards new carts.
- Ed Ulbrich – how are we taking care of the debt?? Schulkins - we pay down debt monthly.

The treasurer's report was approved on a motion by Art Beckman and seconded by Barb Miller.

GOLF COURSE (Grounds and Equipment) – *Doug Arends* reported the following:

- 2019 was another great year for our El Paso Golf Club.
- Lane, Greg and our grounds crew did a tremendous job in maintaining our great venue and providing many improvements throughout the year.
- Improvements/projects:
 - Our Tree program remains strong in that we removed 71 trees during 2019. We planted 25 new trees of several varieties with more trees to be planted this spring. We also trimmed up trees on the entire course to give a cleaner and more professional look.
 - *Trees removed:* about 400 trees were over the last several years. Dead trees will be removed as needed but most of the Ash trees have need addressed. We will continue to add new trees each year.
 - *Stumps:* L. Vance removed all the stumps with a stump grinder donated by member Steve Kool. A huge thanks to Steve! Stump holes were leveled and sodded.
 - Our 42-year-old Blower gave out (no Warranty remaining) and we replaced with a good new blower for leaves and cut grass on fairways.
 - We addressed creek erosion problems on left of #11 and near #17 tee.
 - Improved hillside on left of #10 by hauling black dirt in and sodding. Looks very good.
 - Replaced 24 sets of batteries in fleet of carts and will replace 30 sets in 2020. This will put us in good shape until we need to consider replacing fleet of carts.
 - We purchased a good used cart for Harris to use with his maintenance duties.
 - We had a professional go through and upgrade Pump House.
 - We added purple tees in 2019 to give more choices for our golfers.
 - We opened new tees on #11, #15 and #17 and plan on enlarging #2 and #7 with white/purple tees.
 - Additional focus in 2020 will be adding Sand Boxes which will hold extra sand for Par 3 Tees. Harris will build these in house.
 - We want to continue upgrading and modernizing our bunkers as budget allows.
 - We will be addressing areas of parking lot and cart paths to improve both areas of use.
 - Increase Fairway Fungicide Budget as old Fungicide becoming less effective.
 - Sports Boosters are purchasing new net for warming up.
 - Looking for volunteers to help our crew with flowers on course.
 - We will be leveling sprinkler heads on the course and performing all tasks to help improve the overall appearance and playability of our great course.

- I want to thank Lane, Greg and their entire grounds crew for their dedication, hard work, and pride that they demonstrate in keeping our course so special.
- A special thanks to Mike the Mechanic for keeping all of our equipment repaired and working well.
- We are not Country Club, but we are a Fantastic Golf Club in the Country.
- General Questions:
 - Ben Wilson: did we enlarge the tees on #2 and #7? Arends: Yes
 - Ben Wilson: are we planning to enlarge any others? Arends: Yes, when we can,

HOUSE – Restaurant/Clubhouse – *Jeff Aaberg* reported the following:

- Thank you to Lane, Chelsie, Rhonda, and their staff for all their hard work this year in the restaurant and bar.
- Some of our accomplishments in 2019 included:
 - New in 2019 was the re-birth of Steak Fry's monthly.
 - Queen of Hearts will continue. Currently the jackpot is over \$10,000.
 - New phone system to replace an old system that was on life support
- Plans for 2020:
 - Continue to monitor the two minimum wage rate increases
 - Looking at a way to recognize those members who participate in many of our events
 - Talking about a possible event tied to the Kentucky Derby this summer.
 - Looking forward to a very successful season in 2020!!!

HOUSE – Pro Shop – *Jeff Aaberg* reported the following:

- Thanks to Steve, Bev and their staff for a good year.
- YTD Rounds for 2019: ~27,997, down approximately 2,107 rounds from 2018 (~30,104).
- Continue to look at increasing reciprocals; added Pine Lakes and Coyote Creek.
- We now will use the World Handicap System. Five new rules for golf – there is a note in the Pro Shop and on the website.
- General Questions:
 - Ed Ulbrich: have we looked at an annual fee for carts? L. Vance: we use cart cards currently; have discussed this topic before, and it is not the right option for us now.
 - Becky Wilson: have we considered using a fund to donate to for future purchase of new carts? Board: we will look at this option.
 - Andy Patton: have we considered leasing? Schulkins: there is no advantage for us.

HOUSE – Social – *Jeff Aaberg* reported the following:

- We booked entertainment twice last year with limited success.
 - Hot Sauce Universe
 - Dan Hubbard
- BMI surfaced and stated that we would owe an annual fee (this is based on # bands and # in each band). L. Vance negotiated this fee for 2019 down to \$207.
- General Questions:

- Ben Wilson: where is the money for Queen of Hearts? Schulkins: on the balance sheet in our regular account.

MEMBERSHIP – Tom Fulop reported the following:

- Billed 465 individuals for 2020; ~ 10 new.
- Initiation fee is ½ until cap of 475 is met.
- Former members may rejoin without the initiation fee.
- Cart list – 82
- 270 stock holders

PLANNING & PERSONNEL – Tom Fulop reported the following:

- Long time grounds crew members Jim Higgins and Chuck Smalley have retired. We thank them for their many years of service. They have been replaced by Mike Adams and Al Lockenvitz. We will be set for the spring with rest of the crew
- Chelsie Buster has resigned and been replaced by Brandi Baker. We wish Chelsie the best as she moves forward.
- Steve remains in the pro shop with Bev Patton assisting.
- Several workman's compensation claims filed in the last year. Employee safety will be a priority for the upcoming season and beyond.
- Personnel and safety handbooks are being reviewed and updated.
- Minimum wage has been addressed. The increase in wage will be phased in over the upcoming years.
- Succession planning continues as we prepare for the retirement of some senior employees.
- General Questions:
 - Dan Maffeo – what is the policy with the new substance laws? L. Vance: we test all new employees prior to hiring.

BOARD OF DIRECTORS:

Since there were 5 positions available, and 5 Stockholders submitted their intent to run, there was not an election for directors this year. The 5 Stockholder's listed below will fill the 5 open positions for 3 year terms.

1. Doug Arends – Current Board member, up for re-election
2. Tom Fulop – Current Board member, up for re-election
3. John Heitz – Current Board member, up for re-election
4. Clay Payne – Current Board member, Paul Homan's replacement
5. Roxane Schulkins – Current Board member, up for re-election

GENERAL MANAGER'S REPORT – Lance Vance reported the following:

- Nothing additional. We have a great membership – thanks for sticking with us!!!!

OLD BUSINESS:

- No old business at this time.

NEW BUSINESS:

- No new business at this time.

GENERAL COMMENTS:

- Linda Messer – Hole in One fund:
 - Total at start: \$5,930. 5 hole-in-ones, spending \$1,602.75; leaving balance of \$4,327.25 in the bank.

ADJOURN:

The meeting adjourned at 6:43 pm on a motion by Carl Miller and seconded by Bev Patton.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary