

EL PASO GOLF CLUB
2021 ANNUAL STOCKHOLDERS MEETING - Minutes
February 17, 2021

CALL TO ORDER:

The annual meeting of the Stockholders of the El Paso Golf Club, Inc. was held on the above date via Zoom. The meeting came to order at 6:00 pm with 15 stockholders present on Zoom and 57 represented via absentee ballots. Present were directors (at Clubhouse [C]; via Zoom [Z]): Aaberg [Z], Arends [A], Berry [C], Fulop [C], Heitz [C], Koth [Z], Payne [C], Schulkins [Z], Snider [C], and Young [Z]. Director Rackauskas was absent. Also present was employee: L. Vance [C].

Randy Snider, Board President 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
 - 2021 Budget
 - General Financial Update
 - New Directors – Four Board openings, five candidates, election was held via absentee ballots – elected to new terms were Jeff Aaberg, Jill Berry, Dave Koth (all current board members) and welcome to new board member Tim Strader.
 - Please make sure your mic is muted; unmute when you would like to talk.
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- On March 13 the Governor closed all golfing and indoor dining due to the Covid-19 pandemic. We had no play during the month of April. We were able to offer a limited carry out menu from the restaurant. The staff and employees were limited to only working on the most essential items. The Board met weekly, and sometimes more often, throughout the spring and summer. Despite all of the Covid related issues, you are going to hear from our Treasurer and Committee Chairs, we had a very successful year.
 - I would like to thank our members for their loyalty throughout the year. Even though we had to remain closed for several weeks, we did not have one member ask for their dues to be refunded. And when we did reopen, you came out and played a lot of golf! We even had several new members join.
 - 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! You are an integral part of what makes our club the success and a value that we as members enjoy.
 - We had several personnel changes this year. The Planning/Personnel committee will be reporting on those as part of their report.
 - We would also like to thank those members who serve on the Golf Course, House, and Planning/Membership committees, as well as 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 throughout the year. It was a great help!!!

- For 2021, the BOD did not increase our dues or fees. Our goal is always to continue to provide a great golfing experience and value for your money.
- After the Treasurer's report we will open the meeting for any questions you may have regarding the 2021 budget.
- A special acknowledgement to Lane, Greg, Mike and the grounds crew for their efforts in maintaining our golf course. I feel we have the most well-kept and beautiful venue in central Illinois!!
- We had to delay our 4th of July celebration to Labor Day. A special thanks goes out to all of those businesses and individuals that donated towards our fireworks display. The fireworks would not be possible without their donations. Please thank our donors and frequent their businesses.
- A special thanks to Rob Hembra and Ron Johnson for performing the audit. Only minor issues were found.
- We were very proud to continue to host several IHSA events –
 - The EPG boy's golf team won their Regional and Sectional – the State Tournament was cancelled due to COVID this year.
 - Sarah Bond represented the EPG girls' team this year; making through Regionals and was able to participate in Sectionals.
 - We also hosted a prep tour event this year in July.
- Thanks to all the members who participated throughout the year in our club events, and congratulations to all the Club Champions and award winners.
- **Looking forward to a great 2021!!!!**

SECRETARY'S REPORT:

Jill Berry reviewed the minutes of the previous stockholder's meeting and they were approved, without changes, on a motion by John Heitz and seconded by Jeff Aaberg.

TREASURER'S REPORT:

Roxane Schulkins presented the treasurer's report. Overall, considering how 2020 went, we had a good year. *Schulkins* reported the following – figures are YTD as of December 31, 2020:

- Golf Course:
 - Total income is up from 2019 by \$62,350.
 - Dues are up \$75.
 - Cart rentals are up \$14,682 and cart cards sales are up \$21,296.
 - Green fees are up \$19,860.
 - Initiation fees are up \$2,400.
 - Equipment expense is down \$6,149 & cart costs are down \$11,411.
 - Building costs are down \$7,834.
 - Project costs are down \$1,395. (We purchased the trim mower for \$37,534 because we had the funds available)
 - Payroll is down \$40,823.
 - Net income is up \$110,172. (2019 was down \$16,360 over 2018)
- Pro shop:
 - Total income is down \$5,459.

- Cost of goods sold is up \$22.
- Payroll is up \$4,192.
- Net Income is down \$10,170. (2019 was up \$435 over 2018)
- Restaurant:
 - Total income is down by \$101,431.
 - Beer sales are up \$542, liquor is down \$4,467, wine is down \$8,696 and pop is down \$2,330.
 - Food sale are down \$84,449.
 - Cost of goods sold is down \$53,933.
 - Payroll is down \$25,066.
 - Contract cleaning is down \$6,480.
 - Janitorial supplies are down \$2,827.
 - Net income is down \$12,105. (2019 was up \$9,808 over 2018)
- Miscellaneous:
 - Total Net Income is up \$87,897 from 2019
 - Net Income for 2019 was down \$46,117 from 2018
 - At the end of December we had \$253,231 in the bank (PPP is \$126,900, SBA Loan is \$10,000 and Queen of Hearts is \$27,945).
 - At the end of December 2019 we had \$57,601 in the bank (\$10,680 was from QOH).

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

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

- Although we had many challenges in 2020, Lane, Greg and our grounds crew kept our course in fantastic condition.
- Review of the 2020 activities:
 - Made new tees on #2, #11, and #15 – they look great.
 - All trees have been trimmed and pruned up properly. This will be an on-going process.
 - Removed dead and unwanted trees throughout our course and planted 22 new trees where needed
 - Reduced and redesigned bunker left of #15 green. Also sodded and fertilized this area Converted bunker on #7 fairway to grass bunker. Looks great with reduced maintenance. All greens, tees, and fairways were fertilized properly for long term benefits.
 - Reseeded several small areas throughout the course.
 - Removed old walk bridges from #11 and #14 – looks much better.
 - Added large rock to creek erosion areas on #12 and #17; also added rock to bridges and culverts to reduce erosion.
 - Redesigned cart path area by practice green to eliminate standing water.
 - Added soil to hillside on left of #10 to promote grass growth. Looks very good.
 - Resurfaced large area in parking lot, asphalt was crumbling. Resurfaced areas in front of cart sheds by clubhouse.
 - Added metal handrails on course where needed.

- Purchased new sidewinder mower for green and tee areas and purchased new mower reels for fairway mowers
- Thanks to Mike the Mechanic for keeping all of our equipment repaired and working well.
- Again I would like to thank Lane, Greg, Mike, and all of the grounds crew for their hard work and dedication to keeping our great course in the best condition possible.

HOUSE – Restaurant/Clubhouse; Pro Shop; and Social – *Jeff Aaberg* reported the following:

- Thank you to Lane, Brandi, Rhonda, and their staff for all their hard work this year in the restaurant and bar during a year full of challenges.
- I describe 2020 at EPGC has “Sweet and Sour”. Obviously the sweet was the amount of play on the course: +1,966 additional players in 2020.
- The sour part was: Each week, we met has a Board and Staff to try and figure out how to open, how to seat people, and what the menu should look like, while maintaining Covid safe. Then we had to repeat. Lane and the Staff had to remain very flexible on a roller coaster that always seem like it was climbing only to be derailed. Example: We had our open house on March 15th and were forced to shut down the next day. That caused us to open curbside only a couple days a week.
- Highlights of 2020 included:
 - We had 5 Steak Fry’s where we sold 465 steaks.
 - During our slow season, we offered a special on green fees with a dog or brat – 483 sold.
 - When outdoor dining was approved in the spring – Staff re-arranged the deck for social distancing and set up tables out by the practice greens and the patio.
 - We lost a ton of outings unfortunately; Lane estimated that caused us to be down about 80 percent in Gross sales in all our Departments within the club house.
 - The Queen of Hearts currently has a balance of \$27,925.
- New Reciprocals in 2020: Edgewood in Edlestien; Pine Lakes in Morton; Coyote Creek in Bartonville; and Bracken Lake in Galesburg
- Looking forward to a very successful season in 2021!!!

MEMBERSHIP – *Tom Fulop* reported the following:

- Billed 480 individuals for 2021
- Taking all memberships until March 15th.
- Possible waiting list after March 15th and \$300 initiation fee for new members.
- Cart list – 82
- 275 stock holders

PLANNING & PERSONNEL – *Tom Fulop* reported the following:

- Beverly Patton retired in August. Thank you Beverly for your many years of service.
- Matt Schuerman was hired in August to replace Beverly and has since been promoted to Assistant Pro.
- **Rhonda Duncan**, our longtime kitchen supervisor since 2005, is retiring on February 15th. She has decided she wants to spend more time with her family. Rhonda cherishes her time here and will continue to work part time. We all appreciate her hard work and dedication to EPGC. She will be missed, as will her delicious meals and outgoing attitude. Her swan song will be a Valentine’s dinner here on Saturday February 13th.

- **New Kitchen Supervisor:** We formed a committee of three board members, Lane Vance, GM and Brandi Baker, Bar/Restaurant Supervisor, to choose Rhonda's replacement. Several qualified applicants interviewed including Mike Christensen, Rhonda's longtime assistant. Mike was unanimously selected by the committee as the new Kitchen Supervisor. We expect great things from Mike. One of the candidates, AJ Henderson of Bloomington, was offered the open position, and has agreed to back up Mike.
- Steve Fulton has told the Board that he will be retiring at the end of the 2021 season.
- Succession planning continues as we prepare for the retirement of some senior employees.

BOARD OF DIRECTORS:

There were 4 positions available, and 5 Stockholders submitted their intent to run, therefore an election was held for directors this year. Due to COVID, the election was held via absentee ballot only – 57 stockholders submitted their vote. The 4 Stockholder's listed below will fill the 4 open positions for 3 year terms.

1. Jeff Aaberg – Current Board member
2. Jill Berry – Current Board member
3. Dave Koth– Current Board member
4. Tim Strader– Newly elected Board member

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

- Couples league and men's' league started the first week in June, and all ladies leagues also started in June
- We were able to have the 2person, mixed 2person and club championship tournaments this summer.
- We were shut down on March 16th and had virtually no restaurant sales until we started curbside pickup on April 22nd.
- Golf courses opened with limited tee times around the 1st of May – we did offer grab and go bar service at that time, plus continued the limited menu for pickup.
- After one week or so of twosomes at 15 minute tee times, we opened up to 4-somes at about ten minutes and let people ride carts individually with no extra charge. Permanent tee times got pushed back a couple weeks. We gradually went from outdoor only dining to limited capacity indoor dining and continued to do curbside pickup. As the season went on, the restaurant picked up until we got shut down again, but the timing was in our favor.
- Even missing about two full months of no golf, rounds played were better than we have had in several years – vacations were limited, there were no kids sports or events, no pro, college, or high school sports, so EPGC was a great place to get some fresh air and exercise.
- The golf course started with minimal maintenance upkeep and progressed to normal upkeep within the limits of COVID restrictions. And overall the course was in great shape.
- Our membership numbers held firm, with green fees and carts rentals showing increases.

- Pro-shop sales held their own and we are guessing some of you used your stimulus money for major purchases.
- Things looked real scary for EPGC early on, but we actually thrived in the face of the pandemic!!!! Thanks to everyone who supported us throughout the season!!!
- A big thanks to all the staff and employees for their continued hard work!!!!

OLD BUSINESS:

- No old business at this time.

NEW BUSINESS:

- No new business at this time.

GENERAL COMMENTS:

- Nothing additional at this time.

ADJOURN:

The meeting adjourned at 6:23 pm on a motion by Lane Vance and seconded by John Heitz.

Respectfully submitted,

Jill Berry

Jill Berry, Secretary