

# EL PASO GOLF CLUB MINUTES

## November 10, 2021

### CALL TO ORDER:

The regular board meeting of the Board of Directors of the El Paso Golf Club, Inc. was held at the Clubhouse on the above date. The meeting came to order at 5:00 pm. Present were directors: Aaberg, Arends, Berry, Fulop, Koth, Payne, Schulkins, Snider, Strader, and Young. Director Heitz was 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 Arends and seconded by Snider.

### TREASURER'S REPORT (Schulkins):

Schulkins reported the following – ***all figures are YTD as of October 31, 2021 and compared to 2020:***

- Golf Course:
  - Total income is up from 2020 by \$71,325.
  - Dues are up \$31,401.
  - Cart rentals are up \$7,634 and cart cards sales are up \$14,276.
  - Green fees are up \$10,143.
  - Initiation fees are up \$1,950.
  - Shed rent is up \$1,400.
  - Trail fees are up \$375.
  - Project costs are down \$17,244.
  - Building costs are up \$5,491.
  - Credit card fees are up \$5,227.
  - Equipment costs are down \$10,545.
  - Payroll is up \$3,434.
  - Net income is up \$81,121. (2020 up \$176,302 from 2019)
- Pro shop:
  - Total income is up \$67,205.
  - Cost of goods sold is up \$44,614.
  - Payroll is up \$26,210.
  - Net Income is down \$3,254. (2020 was up \$9,977 from 2019)
- Restaurant:
  - Total income is up by \$138,029.
  - Beer sales are up \$20,924, liquor is up \$30,658, wine is up \$4,086 and pop is up \$4,182.
  - Food sales are up \$77,202.
  - Cost of goods sold is up \$88,705.
  - Payroll is up \$55,076.
  - Contract cleaning is up \$5,575.
  - Net income is down \$14,377. (2020 was is down \$15,417 from 2019)

- Miscellaneous:
  - Total Net Income is up \$63,490 from 2020.
    - Total Net Income for 2020 was up \$170,862 from 2019.
  - At the end of October we had \$489,558 in the bank; \$2,560 from QOH.
    - At the end of October, 2020 we had \$398,050 in the bank; \$27,460 from QOH.

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

**The committee reports were given as follows:**

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

- September continued to be very busy with outings and member play.
- Lane and his crew have been very busy preparing our course for winter by aerating fairways, tees, and collars.
- All ornamental grasses have been cut and our fall spray for weeds has been completed.
- Old cups marks on greens have been repaired.
- Installed new irrigation drainage in #5 fairway to eliminate standing water.
- Don and I ground out 32 stumps on 10/19/21, and have marked locations for 14 new trees to be planted on 11/15/21.
- We have been adding plastic piping to all new trees that deer are rubbing.
- New aluminum signs for hills have been ordered.
- Irrigation will be blown out on 11/16/21.
- We have at least 4 candidates for Greens Superintendent position that we plan to interview on 11/30/21.
- Depending on weather, asphaltting will be completed in the next few weeks, or early next spring.
- New golf carts should be delivered early in 2021.
- I feel that we are fortunate that Lane and his crew have a lot of pride in what they do to keep our course in great condition, considering our tremendous play, and weather challenges in 2021.
- Thanks to Lane and his Grounds Crew.

HOUSE – Restaurant, Pro-Shop & Social (L. Vance / Baker / Christensen / Fulton / Aaberg):

- *Restaurant & Clubhouse:*
  - Food and beverage prices will have to go up next year; will wait until spring to set costs.
  - Looking at costs on restaurant equipment.
- *Pro-shop:*
  - 2021 Oct rounds: 2,529; YTD: 30,840
  - 2020 Oct rounds: 2,991; YTD: 27,764
  - Schuerman is sending out pro-shop sales emails.
- *Social:*
  - Last Steak Fry went well.
  - Queen of Hearts next drawing is at the Christmas Party.
  - Steve Fulton will have his retirement "celebration" at the Christmas Party.

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

- Approximately 32 on the waiting list.
- One-on-ones will be done with the staff in the next few weeks.
- Interviews for the grounds superintendent will be end of November; probably 4 candidates.

GENERAL MANAGER REPORT (L. Vance):

- Probably 8-10 parties planned for December.
- Carts: in line, hopefully delivery yet this year/early next year.

OLD BUSINESS:

- Pro-shop agreement with Schuerman; Berry met with him, he will review the agreement and get back to Berry with any requested changes..

NEW BUSINESS:

- 2022 Budget: L. Vance and Schulkins will put together a draft and send to board prior to November board meeting. Pro-shop salaries moved to golf course budget items since Schuerman will take over the operations and sales of the pro-shop as an independent contractor in 2022.
  - MOTION by Payne, seconded by Strader, to accept the 2022 Budget as presented; APPROVED unanimously on a verbal vote.
- MOTION by Fulop, seconded by Arends, to buy 3 mowers based on L. Vance's and committee's recommendations (\$100,000).

GENERAL COMMENTS:

- Audit committee will meet with Lane before the end of the year.

NEXT BOARD MEETING:

- **Next Meeting: Wednesday, January 12, 2022; depending on weather, topics to discuss, and availability of directors, meeting may be via Zoom only. Watch your email for further details. Stockholder's meeting is in February.**

The meeting was then adjourned at 6:00 pm on a motion by Schulkins and seconded by Berry.

Respectfully submitted,

*Jill Berry*

Jill Berry, Secretary