

# EL PASO GOLF CLUB MINUTES

June 21, 2023

## 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 6:00 pm. Present were directors: Aaberg, Koth, Marten, Mounce, North, Walker, Weldon, and Young. Schulkins and Spachman were absent. Also present were employees: R. Robbins and Gene Weiser. Guests were Ben Wilson and Lennie Kuntz.

The following guests requested to speak: Ben Wilson, update on By-law ad hoc committee & Titan Pride wall update. Lennie Kuntz from Marc First regarding fundraising, brought to us by Jeff Aaberg.

## GUEST SPEAKER (Lennie Kuntz)

Lennie Kuntz with the Marcfirst organization spoke with the Board this evening. Lennie has vast experience working with different clubs & organizations implementing successful strategies for fundraising events, grants, etc.. She has a co-worker that would be able to run our Employee ID number to see if there were any grants for the type of "Not for Profit" organization that may qualify for. She also suggested and told about many types of dinners, outings, & golf events, that we could possibly look into for our facility. Also ways to implement individual donations. This will be looked into further by our "100 year centennial anniversary" committee.

## GENERAL MANAGER REPORT (Robbins)

- Summer is here!! Robbins reports activity has picked up & the club has been very busy. A lot on the to-do list has been accomplished or is being accomplished.
- Many outings & events have taken place and have been very successful. Great feedback from all. Revenue has been coming in strong from all the activity. Staff has been doing a great job overall. Will need to look at contracts for any events we will be doing next year to adjust prices on all levels accordingly. North suggested a "clause" on the contract reading f & b prices are subject to change with a specified period out from the outing/event date.
- Possibly doing away with the Wednesday night specials, they aren't going over as well as hoped. Will try to advertise menu, events, etc. on the emails & the 2 Facebook pages (one is members only & the other one is the Club site). Possibly a Lake Bloomington site also.
- Jim Bagnell has been a tremendous help at the club with some pump house challenges. Paul Homan & John Tarvin have also volunteered to help with the tee marker signage. Possibly have this signage be sponsored by people/companies that

buy time with their advertised name for specified length, for additional income for the club. This is a work in progress.

- Revisiting the 5-some discussion from prior board meeting. Suggestion from Schuerman & Robbins are to allow 5-somes to see how it works out. Much discussion among the board on this topic. Many people think the smaller groups take longer. Most feel the problem is more in pace of play than group size. Suggestion that we try the 5-some's and give it a serious amount of time to see any results or feedback. Will visit this topic again after time to assess.
- The new computers are in place & the software install will be completed next week. Robbins will start inquiries about golf club specific software options. Mounce has Mickelson, a prior member, looking into the software his club uses. Goal is to find software that has all the modules that work together that we would require. Golf, food & beverage with integrated receivables, payables, general ledger, & reporting. This would eliminate a lot of extra people doing work in other programs. This would also get us very useful reporting on membership, golf, food & beverage, that is extremely beneficial. Also eliminates a lot of extra help, in turn time & money.
- Koth brought up an issue reported to him regarding poor waitstaff service & short waitstaff for the lady's golf on Tuesday. This is probably an issue Brandi needs to be made aware of if she is doing the scheduling and to discuss with staff.

### **SECRETARY'S REPORT** (North)

The minutes were sent via email to everyone previously. Motion was made by Weldon to approve and seconded by Mounce, approved by the board. Nothing new to report.

### **TREASURER'S REPORT** (Mounce)

- All figures are through May 2023 compared to 2022. Going forward I will also compare current numbers to the budget for the year. I have also requested that the financials move the project costs under the net income so we can accurately compare the bottom line. We are also moving toward organizing the financials in an easier format to ready, preferably clustered by department.
- Recommendation, Monthly inventory for the food & bar reported to me for accurate COGS percentage to determine our performance and to know if pricing needs adjusted.

#### **GOLF:**

- Total dues (including dues, hole in one, handicap, shed rent & trail fees) up \$17,709
- Cart rentals up \$13,986
- Green fees up \$23,281

#### **F&B:**

- Food & snacks sales up \$11,810
- All beverage sales (pop, beer, wine & liquor) up \$19,410
- Total F&B sales up \$31,220

#### **COGS F&B:**

- Total food COGS down \$1,960
- Total beverage COGS up \$3,965

- Total F&B COGS up \$4164

ADMIN:

- Total payroll expenses down \$7,198
- \$431,319 in the bank. Down \$1,750 since April
- The chemical bill was paid in May compared to June last year which bring that line item up \$31,347 over last year
- Total net income without projects included down \$4,558

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

**GOLF COURSE - Grounds & Equipment** (Young / Weldon / Weiser)

Superintendent Summary: (Weiser)

Gene let us all know that he is very happy to be here. His staff is very enjoyable & learning a lot from him. He has many challenges ahead and progress can be from weeks to years to see results. He & Robbins composed an email that went out to the membership and really explained his practices & process to make this course align with his standards. The board expressed great feedback from the membership on this.

- Issues facing are compaction from neglect. Doing more tining on the fairways & rough. This will make these areas lush for coming years. Greens have brown patch from the dry weather currently. Will aerate and pull plugs and sand greens in the fall. This will make for better air & water flow for chemicals & fertilizers to get to the roots & for the roots to grow deeper. Pulling plugs is key. Rolling & smoothing greens very critical with dry weather. Need to reduce poa, it grows slower and makes bumpy greens. Reduce thatch which gives the sponginess needed. Greens need kept drier to get rid of poa. The thatch is from putting plugs back in. Fall is key to top dress with sand. Verticut in spring promotes bentgrass. Sprinkler head issues with a lot buried and not pumping. Main project to get all heads watering in the correct areas. Solenoids quit from irrigation not operating correctly, this is a work in progress. Having to physically water a lot of areas in the mornings. He has used all the extra parts we had available to fix our current system. There are no more parts to be had unless he can find a facility taking their old system out. Pond on #6 has been treated 2 times, that is the limit. Has a person bringing a boat to physically rake the algae off. Got a fountain for #17 & will have installed in the next few days. Fountain was \$1300 total. Future greens plans for a type of bent grass that overgrows poa & will overseed in the fall. Currently doing this in places which does create some splotchy colors of greens. Eventually they will all be the same with the correct grass growing. Will probably aerate the first half of October. Weed eating going on the creek banks currently.

Grounds: (Young / Weldon)

- Diane Abbott has joined the grounds committee.
- Gene has presented an overall summary. He continues to treat and repair as needed. The staff is very happy to have a leader and have embraced Gene. They have expressed that he is teaching them many aspects of course management and they appreciate his knowledge & skills.

### Equipment:

- Overall, in pretty good shape. Will assess as Gene proceeds. Irrigation is the most critical. Looking at systems to replace our current outdated one.
- Gene is getting all of Lane's tool together for him to pick-up or we deliver. Will need to find out if we have a need for any of Lane's equipment & if so contact him on a price.

### Future Projects:

- Will get prices/bids on equipment needed for irrigation system.

In closing the board is very excited and thankful to have Gene on board and everyone will see the progress in the coming months and years to the course.

### **HOUSE – Restaurant, Pro-Shop & Social** (Spachman)

Spachman was absent but in his place, Robbins stated that they had discussed over the phone some topics to include putting together an outing/events report for the club to date this fiscal year. Robbins presented & discussed this with the board expressing the income these generate and the need to look at dates we allow outings to be on. He is trying to not disrupt member/guest play yet increase revenues, a fine line.

### **PLANNING, PERSONNEL & MEMBERSHIP** (Koth / Schulkins)

Nothing new to report this month. There was discussion during the by-law update that may defer to the membership handbook. This could be something this committee will need to help update & review annually in the future.

### **Ad hoc Committee – By-laws** (Wilson / North)

- Wilson reported that during the past meeting they have a slightly different outcome. They are now looking at the verbiage between the by-laws and the membership handbook. There is some contradiction that suggests we view and compose the by-laws as a business outline for the board of directors. That would allow the membership handbook to be updated as the board sees necessary to change membership categories, pricing, and other yearly agenda items. There would need to be a date established for the board to have this completed by annually for the membership to have available. This committee will proceed at their next by-law committee meeting with more agenda topics to bring to the board for suggestions and review.
- The board will vote on the articles regarding membership categories & pricing at the July meeting when all have time to study the plan that Wilson passed out for board review.

### **OLD BUSINESS** (Marten)

- 5-somes. Robbins addressed this in his general manager update to the board.
- Gene Lacher is still looking for volunteers to assist on the audit committee. Keep this in mind if you think of anyone that may be interested.

- A generator for the club that was suggested last month my Koth was discussed. The club happened to experience a power outage today. It was determined that 3 different power sources come into the clubhouse, so part of the facility had power and a portion didn't. We discovered that we could plug priority items in where the power was working. Also discussed that if anything dire happened we could get Unzicker or another trucking firm to supply a refrigeration tractor/trailer unit to move product into.
- Wilson gave an update on the Titan Pride wall. He stated they are still gathering material and progress is being made. The metal signage is up and 2 of the poster/pictures. This is a very refreshing look for our entryway, and everyone is looking forward to their updates. The board thanks them and we need to let people know to thank Colmone & Wilson for their efforts on this project to update our club.

### **NEW BUSINESS & GENERAL COMMENTS** (Marten)

- Met with Travis Cunningham at Heartland Bank regarding our current loan. We have a balance of \$315,000 at 4 & ¼% for approximately 5 years remaining. At this interest rate this is a loan we would want to continue. Heartland also expressed interest in bidding on any future loans we may need.
- Anniversary committee will need to begin organizing. We have Jacksonville Country Club material to look over for ideas for our celebration. JCC is currently having their 100-year celebration also. They are using some unique celebration opportunities to do fundraising for their club that Marten has acquired permission for us to possibly put in place, or a version of their ideas/activities.
- Tim Strader has sent an email on 5/30 to the board with his intent to resign. He had stated after the stockholders meeting that he would resign during this year.

The board then went into Executive Session at 8:25pm until 8:45pm.

### **NEXT BOARD MEETING**

- **Next Meeting: Wednesday, July 12, 2023 at 6:00 pm at the Clubhouse and via Zoom.**

The meeting was then adjourned at 8:45p on a motion by Young and seconded by Weldon, board approved.

Respectfully submitted,

*Sally North*

Sally North, Secretary