

EL PASO GOLF CLUB MINUTES

July 12, 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, Schulkins, Spachman, Weldon, and Young. Walker was absent. Also present was employee: R. Robbins. No guests or members requested to speak.

GENERAL MANAGER REPORT (Robbins)

- Continue to be busy, really picked up the last 2 weeks of June through now. Evaluating staff & still working out a few challenges. Aberg suggested that Rick document any staff challenges or disciplines. Documenting everything regarding any employee is very important.
- Need to decide on a date for the 4th of July next year since it falls on a Thursday. Will need to get the fireworks people booked. The 4th went over extremely well this year, had 176 people participate in the golf & meal. A lot of great feedback & positive comments.
- Homan & Tarvin are helping to work on a proposal for “renting” advertising on the tee markers & updating signage. There are a total of 34 makers currently. After discussion the board suggests doing a 1-year rate of \$350 and 3-year rate of \$1,000. Any presently wanting to continue their ad will have a new signage & maintenance fee of \$250. Motion was then made to proceed with this plan by Weldon, seconded by Mounce, board approved.
- Jim Bagnell has continued to be a tremendous help at the club with some pump house challenges, work inside the clubhouse & in the cart shed. He is also going to help Homan & Tarvin to get a quote for a generator.
- Changing the tree fund donation from \$150 to \$250. This hasn't been changed in years (ever) & the cost of the trees & related expenses has increased.
- Working to get event information and dining specials out sooner to the membership. Possibly using mail chimp for an email service for the newsletter & posts. Need to have at least one with upcoming events posted as early as possible.
- Have been in touch with a Rep from Golf Now that has agreed to send a tech to help get our system back to where it was before the download of new software that did not work, lost our history & has caused excessive problems & time.
- Had a safety inspection & it went very well. No issues that couldn't be solved on the spot or immediately after.
- The chicken & tuna salad taken off the salad bar have continued to be an issue, especially with the Tuesday ladies. Rick explained they can still order the sandwich with a salad bar option for very little extra & have both.

- The board also wanted to note & thank many members who have really stepped in & helped with issues & challenges. Bagnell, Homan, Tarvin, Adams, Wilson, Colmone & many others donating their skills & time. It is appreciated.
- Had Dale Kleen here to work on the frig & freezer in the kitchen. Also need to find a company/person to work on the walk in frig & freezer for future needs. Not many that are willing to come to El Paso.

SECRETARY'S REPORT (North)

Have gathered all the missing minutes from 2022 & have sent them to Matt & Rick to post to the website. We will be current when they are posted.

- Noticed a dues discrepancy in the Membership manual for the Membership Committee to look at regarding Class YA family and the Class YAAA Single 18-35.
- Also suggest we take the initiation fee back to the full \$300 since we have a waiting list again. This was cut back to ½ (\$150) years ago when we needed members & has never been reinstated.
- The minutes were sent via email to everyone previously. Motion was made by Weldon to approve and seconded by Schulkins, approved by the board.

TREASURER'S REPORT (Mounce)

- The P&L was sent to everyone via email. Any questions please ask.
- Mounce also suggested with all the large expenditures approaching we might want to re visit the idea of gambling machines at the facility. This has a proven high dollar revenue stream for many businesses. He has had a person he knows reach out to him. The board has agreed that we should see what they have to say and find out the regulations, laws, insurance, seasonal, location & any other factors. Not sure this is the way we want to go but decided there is no cost to look further into it.
- All figures are through June 2023 compared to 2022.
- Regarding requests for financials, the board feels if we post full financials it will look incorrect since we are fixing line items and entries that were classified incorrectly. We will now know the correct categories for the budget next year & adjust accordingly.

GOLF:

- Total dues (including dues, hole in one, handicap, shed rent & trail fees) up \$36,560
- Cart rentals up \$36,045
- Green fees up \$44,261

F&B:

- Food & snacks sales up \$25,080
- All beverage sales (pop, beer, wine & liquor) up \$26,369

COGS F&B:

- Total food COGS down \$5,444
- Total beverage COGS up \$9,198

ADMIN:

- Total revenue up \$93,501

- Total gross profit up \$90,384
- Total payroll down \$20,200
- Total expenses up \$16,152
- Net ordinary income up \$80,064
- Cash in the bank \$423,808 down \$7,511 over June 2023

The committee reports were given as follows:

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

Grounds: (Young / Weldon)

- Great feedback on course conditions overall. Gene is tackling many issues and doing great.
- Still some work on sand trap issues. Will need correct type of sand at some point. Discussion of getting the company back that did the previous work to possibly fix issues. Did budget some for #5 & #15 in the future. The machine to rake traps has a blown motor, working on getting a new one. Manually pumping right now. Drains need blown out from debris collecting in them.
- Gene & crew have really worked on #5 pond, manually cleaning & looking into grass eating carp.
- Some discussion on cart paths. #12 beginning to slope, need to keep monitoring it & trap on #10. Gene has future plans on this.
- We are going to try a few temporary forward tees. Possibly on 16,7,15 & 12 to see how this goes over. This has been requested for a while.
- We want to thank Mike Adams for the way he has stepped up & taken care of the carts & shed. He has also been training the staff & teaching great habits & skills needed.

Equipment:

- Overall, in pretty good shape. Irrigation system continues to be a priority. Met with Rainbird & Toro. They will assess and get bids to us. Gene will then need to decide what is critically needed at this time.
- Mike the mechanic has sold his tools, so we are now using Gene's & purchasing any needed.

Future Projects:

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

In closing Gene continues to have the challenges of this facility and is prioritizing & tackling issues as needed. The staff continue to learn from Gene & respect him. Another thank you to Jim Bagnell & Mike Adams for going above & beyond in helping the club.

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

Spachman reported they have had a meeting at his house on June 6. 8 members were present and went over tasks.

- Spoke to Tim Strader & he emphasized 3 goals. #1, Funds for future needs. #2, Club advertise with the public for food & entertainment #3, Need for better menu items & food quality. Spoke to Rick about long & short range goals also.
- Noticed there is no walk in cooler or freezer on the main floor.
- Looking into cost to upgrade dining room furniture.
- Getting quote on a generator
- This committee is here to work with Rick and is here for any meetings with Brandi & Matt also.
- 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)

Suggestion to look at the hours allotted for tee times for men & women on Tuesday & Thursday. Currently if there is an open spot a guest that is male/female can use that time, but a member of the opposite sex cannot.

- Roxanne has been looking at what other clubs charge to see where we stand comparatively. Will make any suggestions regarding our dues after reviewing.
- This committee will be reviewing the entire membership handbook and suggesting updates/changes accordingly.

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

- Nothing new to report. They are meeting again on Sunday and Wilson will prepare an update for the board.

OLD BUSINESS (Marten)

- The announcement to allow 5-some's is going out this week to the membership.

NEW BUSINESS & GENERAL COMMENTS (Marten)

- The board has had some requests for financials. It would be very confusing & distorted to the membership since the new accountants are correcting actual income & expenses to be in the correct categories. This will help us to design a realistic budget for next year. The board voted to leave the summary in the minutes as we have been doing this year and not the entire financial statement. Motion was made by Weldon and seconded by Spachman, board approved. The board is happy to discuss one on one with any stockholder that inquires.
- Still need more people for the Anniversary committee. Marten suggested this is 2 parts or 2 committees. One for the history of the last 100 years and one for events & activities for the celebration and fundraising.

The board then went into Executive Session at 7:45pm until 7:55pm.

NEXT BOARD MEETING

- **Next Meeting: Wednesday, August 16, 2023 at 6:00 pm at the Clubhouse and via Zoom.**

The meeting was then adjourned at 7:55p on a motion by North and seconded by Aaberg, board approved.

Respectfully submitted,

Sally North

Sally North, Secretary