

# EL PASO GOLF CLUB MINUTES

July 17, 2024

## 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 (at Clubhouse [C]; via Zoom [Z]: Homan [C], Marten [C], McCullough [C], Mounce [C], North [C], Rarick [C], Tria [C], Walker [C], Weldon [C] and Young [C]. Aaberg was absent. Also present was employee Conley.

## SECRETARY'S REPORT: North

- The minutes were sent via email to everyone previously. Motion was made by Rarick to approve and seconded by Weldon, approved by the board.

## TREASURER'S REPORT: Mounce

- Still only have financial through May from accountants. Conley is now meeting with them weekly and at month end to get a better grasp of reporting needed from the new software.
- We still have \$125,000 available on our Line of Credit at Heartland to use at our discretion. If we do get in a cash flow bind we have the option of making principal only payments on the \$248,000 mortgage, cut that interest is very low. We can also work with Heartland to extend our LOC if needed. Probably know by October what direction we need to go.
- Cash in the bank for the end of June was \$162,260, down \$65,000 from prior month.
- Payroll needs to be reined in regarding hourly workers. Each department head will need to evaluate & make changes with staffing accordingly.
- Below figures are through May of 2024 compared to 2023:

## GOLF:

- Total dues up \$231,750 (accrual basis reporting)
- Cart rentals (including card) down \$1,189
- Green fees down \$6,891

## F&B:

- Food sales-down \$12,951
- All beverage sales (pop, beer, wine & liquor) down \$3,526

## COGS F&B:

- Total food COGS up \$16,101
- Total beverage COGS down \$1,215

## ADMIN:

- Total Revenue up \$271,315

- Total Gross Profit up \$251,801
- Total Payroll up \$47,802
- Total Expenses up \$132,529
- Net Income up \$120,080

**HOUSE MANAGER REPORT:** Conley

- Will begin Happy Hour on Fridays on days we have no outings.
- After misinformation from past managers & staff will be changing the Queen of Hearts back to Sunday afternoons.
- Conley still working on ideas & getting volunteers for the Corn Festival & National Night out that are coming up quickly in El Paso. Has also attended a Kiwanis meeting & getting involved with them. All to promote our restaurant & facility.
- Only have one outing on the books that still has made to contact back with us, Connor Co. Will try reaching out to them again.
- Have spoken with the staff & are going to do a trial run on a new time clock system. It's works through an app. You can only clock in if you are in the perimeter or the building & will take out all the manual time & effort from adding up hours, reporting, etc. If this works well with purchase this app at a cost of approximately \$500.

**COMMITTEE REPORTS:**

**ADMINISTRATIVE COMMITTEE:** Marten

- Bridge opened right before our 4<sup>th</sup> celebration!!
- Nothing else new to report.

**GOLF COURSE – Grounds & Equipment:** Young & Weldon

- Leased equipment has arrived & is in use.
- Fountains not in yet in & may possibly need a new one.
- Steps on side of #16 tee need looked into, they are rotting.
- Some discussion concerns on having enough staff when school starts.
- Cart roof shed not leaking for now, just a temporary fix. Quote to fix this was \$29,000 so more information & looking at the issue will be needed.

**Report sent via email by Weiser:**

- **Turf Report:** In General, the turf on the course is getting healthier and growing in a tighter cluster with the addition of PGR's (plant growth regulators) I used Anew on the fairways to reduce and eliminate the over population of Poa A. and Legacy on the greens to control the Poa A. population and allow the turf to grow horizontally and downward and reducing mowing.

The issues on 7 green is due to lack of irrigation from the two rear heads from lack of communication from the satellite to the heads. After an exhaustive search, no issue had been found from central to the satellite, but there is a field break of unknown area.

The solution is to dig a small trench from the rear heads to the front heads and rewire them, connecting the front and rear heads together. This is not a Cleeson (installer) issue.

The fairways have what appears to be dead areas. These are the poa A. areas that have been reduced to allow for the bluegrass genus to grow in, giving the fairways a thicker, smoother texture once the native blue takes over.

The greens that died due to faulty irrigation installation that has been fixed, have begun to grow back with some TLC and will continue to recover.

- **Irrigation Report:** I am still dialing in the amount and time of irrigation since the system is putting out the amount of water that the heads actually call for. Some of my morning people that see the system in action see that system is throwing further and has good coverage but also needs new nozzles installed to reduce the distance the irrigation throws.

Many of the valves have been leaking, but with the steady pressure provided by the pumps, we are chasing them in an attempt to repair them all. The connections between the PVC and the valves is cast and the holes that were once pinholes have widened. I have found that with the older pipes in the ground, connecting the new to the old has proven to be a fight, but we are gaining ground. This is typical of many older courses, and I have dealt with these similar issues throughout the years so this is nothing new to me while the assistant gets frustrated because perfection is unachievable in this industry.

- **Equipment Report:** The new equipment is running great, and it has reduced my time in the shop and downtime for the equipment and personnel using it. Mowing times have been reduced and the cuts have become much improved. The turf is responding well to it. The roller has proven itself quite well by smoothing greens and aiding in the reduction of ball marks on the greens. Another season should show the real benefits of this piece of equipment.

I am down to 1 bunker rake that is barely capable of doing the job, but we will keep pushing it. The bunker rake is used daily except Sunday when it is just me and 2 other people. I could replace the motor but there are many additional moving parts that are bent, broke or about to break due to lack of proper training and supervision on equipment. Both electric greens mowers cost too much to repair and even with rebuilt parts costs are over 2000 each. I moved our backup tee mowers and converted them back to greens mowers.

- **Crew Report:** Our crew will become reduced mid August when half will return to school. This will leave 4 part timers and one full time seasonal. Our payroll will become greatly reduced and should come well under budget.

### **HOUSE – Restaurant, Pro-Shop & Social:** Homan

- We have a new/used salad bar that was just purchased. Thanks to Homan & Wilsey for going to pick it up & to Mounce Automotive for loaning the club a cargo van to haul it in. It is reported to be large & heavy!

- Volunteers have finished painting & staining the clubhouse & the screened porch. New LED lights have been installed at a cost of \$75. Many thanks to these volunteers who have save the club substantial funds.

- House committee will be working with Conley to come up with ideas for bringing in revenue for the club.
- Will be making a maintenance schedule for general upkeep. When to add salt, change filters, etc. to help these duties from being missed, possibly assigning a person to each task.
- Shed keypads not yet installed.

**PLANNING, PERSONNEL & MEMBERSHIP:** McCullough

- Nothing new to report.

**100 YEAR ANNIVERSARY:** Aaberg

- Nothing new to report at this time.

**General Discussion**

- Suggest we re-visit the cost of the tee markers from what we initially vote on. Much discussion & at this time will just proceed to contact the 8 new ones available & see what feedback we get on interest & the pricing previously established. Then we can decide if changes need to be considered.

**EXECUTIVE SESSION:**

The board went into executive session at 6:45pm and concluded at 7:30pm.

**NEXT BOARD MEETING**

- Future Board Meetings:
  - August 21
  - September 18
  - October 16
- Other Significant Dates
  - EPGC 100 Anniversary Event – To be determined

The board meeting adjourned at 7:30pm on a motion by Rarick and seconded by Homan, board approved.

Respectfully submitted,

*Sally North*

Sally North, Secretary