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## **2024 EPGC STOCKHOLDERS ANNUAL MEETING**

**Wednesday, February 21, 2024  
EPGC Clubhouse, 6:00 PM**

### **AGENDA**

#### **I. Call to Order – Randy Marten**

Good evening and welcome to the 2024 Stockholders meeting of the El Paso Golf Club

I am Randy Marten, Board President.

At the table with me are board members Roger Walker (VP), Sally North (secretary), Branden Mounce (treasurer), and Jeff Aaberg, Jim Spachman, and Rick Weldon.

Board member, Don Young, along with a number of Stockholders are also joining us via a Zoom video link.

Tonight's agenda will begin with voting for board members and By Law changes. This will allow those counting the votes time to complete the task.

Therefore, we will begin with an Introduction of those running for the board followed by a brief overview of the proposed By Law changes.

There are 7 candidates running for 5 board positions. The candidates are, in alphabetical order...Jeff Aaberg (incumbent), Paul Homan, Greg McCullough, Trent Rarick, Christine Street, Brian Tria and Ben Wilson. Their bios have been available on the web site for review.

By Law changes require stockholder approval. Most of the changes are procedural or address confusing or conflicting wording. There are only two substantial changes – The first is changing the voting age for Stockholders from 19 to 18. The second is to establish a procedure for when the number of vacancies on the board alter the 4-4-3 timing of the 11-person board.

The board is recommending approval of these changes.

Please take a moment to complete your ballots and turn them in.  
Thank You

It goes without saying the past year has been one of transition.

On January 24<sup>th</sup> the Administrative Committee met with Rick Robbins. Through the course of the conversation, it was mutually agreed that a separation would be appropriate.

Following a review of the organization and reporting structure, it was decided to seek a Clubhouse Manager rather than a General Manager. The Clubhouse Manager will focus on the restaurant, bar, kitchen and coordinate events and outings as well as the administrative aspects of the club.

I would like to express how pleased the board is to be welcoming Melissa Conley to the position of Clubhouse Manager. We are excited for the background, skills, and passion that Melissa brings to this new position. You will have the opportunity to meet Melissa this Saturday evening at the 100<sup>th</sup> Anniversary Kick Off reception. The Clubhouse manager will work closely with Matt, Gene, Bill, and Brandi to coordinate outings and events.

Matt and Gene along with Melissa will report to the board.

Last spring we were excited to acquire the professional skills of Gene Weiser as Course Superintendent. Gene not only knows how to manage a golf course but is a long-term planner and has significant goals for improving our course.

We are also pleased Bill Bikai has agreed to join EPGC as Chef and kitchen manager. Bill will work closely with Melissa as we seek to make EPGC a destination restaurant for the area.

Moving on to a significant infrastructure project. Following numerous conversations with Gene and irrigation specialists it was agreed that our current irrigation system is beyond repair and requires an extensive upgrade of the controller portion of the system. We are fortunate that the in-ground portion is in good condition and does not require modification at this time. The quote for the controller system was \$270,000. We were able to obtain a letter of credit in the amount of \$300,000 from Heartland Bank. This amount should cover any contingencies. The letter of credit will be converted to a loan when the project is completed. The new system will allow for much more precise control of water which will improve the ability to maintain the course.

Other recent projects include replacing a worn-out grease trap in the basement, painting of the first-floor bathrooms and an upgrade to the bar area. Within a few weeks, the front doors will be replaced. Also, some much-needed equipment will be added to the kitchen to expand the type and quality of food that is offered. We have also placed an order for a new dishwasher.

A priority for the Board this past year is to assure we keep the club on a sound financial footing. We are dealing with significant inflation on the goods and services we purchase as well as changes in the minimum wage mandated by the State of Illinois which will increase our labor cost. We also require revenue to repay the irrigation loan as well as continue to maintain and make improvements to the course and club house.

Therefore, the board decided on a \$150 increase in the family membership going with corresponding increases in all other

categories. About \$90 of the increase will go toward the irrigation project. In addition, increases in daily play and cart fees were included as well as increases in outing prices. It is the board's overriding goal to remain competitive while simultaneously maintaining the quality of our course and clubhouse.

EPGC is incorporated as a nonprofit, yet we are a taxable entity. Therefore, it does not make sense to pay taxes when we are profitable as we always have items that need repair or upgrading. Therefore, we spent money at the end of last year resurfacing the parking lot as well as prepaying a portion of the irrigation system equipment. These expenditures eliminated any tax liability for 2023.

The board would also like to make certain our membership is aware of the repairs to the county road bridge near the 18<sup>th</sup> green. We are told by the road engineer in Woodford County that the project to update and resurface the bridge is out for bid and will be awarded very soon with the intent of starting construction in early April. We are told the project will take 2 to 4 weeks depending on weather. This will impact those members and guests traveling from the Bloomington-Normal area but also will require special communication with any outings that are impacted. We will keep you informed as more information is available.

Lastly, I could not end my remarks without commenting on the incredible culture of volunteerism exhibited by our members and extraordinary efforts put forth by our employees. It is truly special.

I wish to thank this board for the incredible amount of time you commit to the club. Jeff Aaberg in leading the Anniversary committee, and you will hear from him in a moment. Don Young and Rick Weldon on the Grounds committee, and Rick has also monitored several maintenance projects the past few weeks. We thank Jim Spachman for his role on the House committee.

And with regard to commitment, I wish to especially recognize Sally North, Roger Walker, and Branden Mounce for their roles on the Administrative Committee and the many hours they have dedicated to helping our club move forward.

They have provided advice and guidance for which I am truly grateful.

Three individuals who have been helping out at the Club in the interim are Sandy Wills, Bev Patton, and Mike Adams. Thank you being there for us.

Also, Al Leicht, Jason Lisak, and Jim Bagnell are always willing to do anything ask of them and have helped with several recent projects.

Ben Wilson for leading the By Laws Review Committee.

And a thank you to Ron Wilsey for organizing a team of incredible volunteers to stain the club house. Mission accomplished in just a few hours.

And thank you to Joanna Dill for assisting with InFOREmer.

Special recognition is in order for Faith Seal and Rachael Shaffer for their efforts in deep cleaning the kitchen and thank you to Brandi and Molly Holt for cleaning the bar area and windows.

And a special thank you to Danny Maffeo, for leading our search committees this past year and a half.

With sincere appreciation the Board thanks our wonderful volunteers and employees.

We are happy to answer questions now or throughout the evening.

At this time, I call upon Sally North for the Secretary's report.

## **II. Secretary Report – Sally North**

I want to take this opportunity to thank everyone that voted me onto the board last year. I really appreciate your confidence & trust in voting me onto this board last year. I have learned a LOT over the last 12 months. I also will ALWAYS have what is best for

EPGC in any actions I take while serving the board and not my own or another's personal agenda. I'm really looking forward to the upcoming season. We have so many members that volunteer to help & we now have a great staff in place to make this a successful & exciting year for EPGC.

At this time I would also like to get a motion to approve the minutes from the 2023 stockholders meeting.

Motion made by Walker and seconded by Weldon, board approved.

### **III. Treasurer Report – Branden Mounce**

I first want to thank the rest of the board for all of their hard work this year. I worked very closely with Rick Robbins and the administrative committee and learned a lot as a first-year treasurer. With that being said, we had a very good year in 2023 and that is reflected on the financial statements that you guys can see. At the start of the year, there were a few hurdles that Rick Robbins, the board and I had to overcome.

To start the year, we had a sub-par POS system installed at the end of February. This POS system was not sufficient for our club and the reporting was very poor. We tried our best to learn the system and used it to the best of our abilities for the remainder of the year. Going forward in 2024 we have upgraded our POS system to the premier version of GolfNow which will provide better reporting, and will be easier for our staff to operate.

I would also like to thank Roxane Schulkins for being the club's accountant for many years and the countless hours that she put into this club. Roxane stepped down from this position at the beginning of the year, so I reached out to Hinshaw CPA out of El Paso and they have taken over the duties of bill pay, bookkeeping, payroll, preparing financial statements and will also prepare our tax return for 2023 as well.

As a board, we then looked into some end-of-the year projects. Those projects were the parking lot re-paving (\$23,251), new

urinals in the men's restroom, and a 20% down payment on the irrigation project which came out to \$59,422.

The next project was the 2024 budget that you see in front of you. The board wished to have a chart of accounts that measured outcomes for golf and restaurant separately along with monitoring admin costs. We split up the budget by department, each having a revenue and expense side. In the 2024 budget you will see a line item for irrigation system loan payments of \$44,400. For the irrigation project, we set up a \$300,000 line of credit at Heartland Bank to use as needed. To date, we have not tapped into the line of credit.

Going into the financials, *the following figures are year-end 2023 compared to year-end 2022:*

Total cash in the bank as of December 31<sup>st</sup> was \$83,644. This is down \$19,047 from year-end 2022.

#### **Golf**

- Dues down \$21,344
- Green Fees up \$53,975
- Cart Rental up \$15,564
- Fertilizer and Chemicals down \$6,995

#### **F&B**

- Food sales up \$24,781
- Food cost down \$6,814
- Snack sales up \$1,668
- Snack cost up \$2,074
- Alcohol sales up \$26,799
- Alcohol costs up \$5,445
- Soft drink sales down \$3,036
- Soft drink cost down \$3,540

#### **Admin**

- Total payroll up \$44,113
- Total Income up \$119,424
- Total expenses up \$134,823
- Total net income (before capital expenses) down \$3,691

Going forward into 2024, we have a lot of positives including Bill in the kitchen that I think will grow our financials even more.

#### **IV. Introduction and Vote on Board of Directors and on proposed By-Law changes**

At this time, I would like to name the candidates running for 3 year terms for the Board of Directors in alphabetical order. These have also been listed on the website in the Stockholder area.

Candidates are:

Jeff Aaberg

Paul Homan

Greg McCullough

Trent Rarick

Christine Street

Brian Tria

Ben Wilson

I would also ask that you use the ballot to vote on the By-law changes that have previously been posted on the EPGC website stockholder's page.

Someone will be walking around the room collecting ballots at this time. The ballots will be counted during the continuation of the meeting & announced at the end.

#### **Committee Reports:**

**Grounds:** Don Young/Rick Weldon

These will be read by Rick Weldon, Don is participating by zoom. First I would like to thank those on the committee. Rick Weldon, Gene Weiser, Rick Robbins, Diane Abbott. Second I would like to thank the entire grounds crew, Gene Weiser, Russ Sharkey, Dan Kincaid, Leo Kepner, Taylor Augsburger, Jason Lisak, Garrison Meyer, and the High School help. A special thanks to Russ Sharkey for his efforts through out the year.

Weather:



Our weather this past year was overall very good for our golf enjoyment. We had some timely rains later in the year which really helped the course. Because of the good weather, the club had a lot of early play. There was almost a record number of golf rounds played in 23, this really helps the bottom line.

Superintendent:

We started the year with the hire of Daniel Lubert. After a short while he realized it was too much for him to handle and decided to go back to his previous job. We were fortunate enough to find a company, GMS Golf Maintenance Solutions, that provided us with a temporary superintendent while we started a new search. Rodney from GMS filled that role starting April 3<sup>rd</sup>. Rodney fit in well and did a fantastic job at getting us started and maintaining our course with the crew.

We received and interviewed a few candidates. We hired Gene Weiser as our new Superintendent from those interviewed. Gene was able to start May 2<sup>nd</sup>. We could not have been more blessed to have Gene with his knowledge, experience, and work ethic for our great club. Gene instills these qualities to his crew and creates a good team.

Golf Course:

Gene immediately found many issues with our irrigation system. Satellite boxes were not working properly and not watering certain areas. Gene and Rusty would come out as early as 3 AM to see what areas that needed watering that didn't get watered during the night. During the year Gene replaced over 40 sprinkler heads that weren't spraying properly

We started the year with new flags and cups. We implemented a new cup setting system, Red, White, Blue throughout the 18 holes. The crew continued to work on sand traps when they had time, needing to repair drainage issues with our green-side bunkers that had been re-done the last few years. Later in the year we purchased better sand for our bunkers. Number 5 pond turned over creating a lot of pond scum. Thank you to the younger seasonal crew who went out in a Jon boat and hauled most of the scum out. The pond cleared up shortly after that. Unfortunately,

many of the fish died in that pond later in the year. Gene feels it was from the effect of too much copper sulfate used over the years. We will be restocking that pond as well as the other ponds. We aerated all greens, t boxes, and fairways during the year. They found out we need a new sand spreader which caused issues by not working properly in spreading of the sand. We looked at purchasing a new one, however Gene found out that renting one would be more cost effective. Gene also modified our chemical purchasing that saves us close to \$50,000 a year! He also implemented a fertilizer program extending to the fairways and T boxes besides just the greens. We again, this year, cut down many dying trees. We also planted new trees from our tree fund. They also ground out many tree roots popping up close to the 4 green. Our golf cart fleet were kept very clean by staff after use. A special thanks to Mike Adams for cleaning out both rental sheds earlier in the year. Also, thanks to Mike and Jason Lisak for painting of those sheds. The board approved the resurfacing and striping of the parking lot. Looks great!

#### Flower Lady's:

We would like to really thank the flower ladies for our beautiful flower beds. Kim Elder and her two high school girls. They also planted a garden that we used for fresh vegetables in the kitchen. Later in the year we welcomed back Julie Jarmer for her great help in the beds. We also would like to thank them for the painting of the bridges and for Mike Adams for finishing them up.

#### Irrigation:

I am excited to say the board approved the new irrigation system through the company Rain-bird. Rain-bird was out this fall already prepping for the installation to be done in March. We will be getting new satellite boxes, new pumps, pump house and all new computers to operate the system. This much needed irrigation will greatly help our watering with much greater technology. This will free up Gene and his crew to be able to work on future projects.

#### Future Projects:

Re-shaping and re-draining our green side bunkers. They will then start on some of fairway bunkers. They also will be cutting down trees and brush on hill over 16 t-box for even a better view from

the t-box. They also will be trimming out a small area coming down 16 cart path for a better view of golfers hitting across 15 creek. They will be burning the creek banks. The crew will be removing the roundabout on 10 green cart path. Gene wants to rework that area around 10 green with fill. We are going to have water boxes with water bottles for golfers instead of water coolers. There will be a donation box attached. Thanks to Leo Kepner for making them.

#### **Equipment:**

Overall, our equipment is in good shape. Currently there isn't an immediate need. In the future, any major equipment needs, we will look into leasing instead of buying. This winter the crew has been going over all the equipment, replacing hoses, filters, general maintenance, and cleaning getting ready for next year. They also have been sharpening reels and repairing and sharpening of our saws.

Earlier in the year we purchased a good used dump cart from Tom Kearfott as well as a much needed small trailer. We also purchased a new fountain for 17 pond and a possible need for another new fountain for 11/18 pond. We want to thank Mike Swartentruber for his years of service. We currently looking for his replacement.

In closing I would like to thank all of the board, employees, and many members that have supported the grounds team throughout the year. I am humbled and honored to serve on the Board of Our Great Club! Don Young

#### **House – Randy Martin**

Addressed in earlier comments by Randy Martin

#### **Planning, Personnel and Membership – Randy Marten**

Addressed in earlier comments by Randy Marten

#### **100 Year Anniversary – Jeff Aaberg**

Jim Bagnell, Jane Bagnell, Teresa Gauger, Joanna Dill, Beverly Patton and Chef Bill Bikai. Terri Crabill, April Wheeler Bob Freeman, and Maureen Maffeo.

We formed committees like History Research, Event Planning, Logo Creation, Communications, Media, and Fundraising.

The first round of golf was played on June 5<sup>th</sup>, 1924

The first hole in one was made by Don Cash Seaton, his dad was one of the founders of EPGC, which was commonly known as The Jungle Inn. The hole in one was on #3 on Thursday August 20, 1931

Mr. Seaton upon high school graduation attended U of I and went on to be the athletic director of Pontiac Township High School where he started the longest running holiday basketball tournament in the nation. You can read the rest of his accomplishments in the book. (More on that in a moment)

The first liquor license was obtained from the Woodford County Sheriff's Department in August of 1958 for the sum of \$100.00.

THIS SATURDAY STARTING AT 5:00 p.m. we will sponsor the following for your enjoyment.

2 free drink specials  
cold and hot hors d'oeuvres

We will be raffling off to Members first a 2019 Club Card and a spot for this season only in our shed. It will be

We will start to take orders for a Coffee Table hard cover book that celebrate our first 100 years with pictures and narratives.

We plan to mark our anniversary by having food/drink specials on the 24<sup>th</sup> of every month. We will also have raffles to raise money to underwrite our yearlong party. In addition, we will celebrate 2 more times in June and October. Stay tune for more information on those 2 events.

V. General Business – Randy Marten

Addressed in earlier comments by Randy Marten

VI. Announcement of Board of Directors and results of Proposed By-Law changes

Candidates voted for the 5 board positions are in alphabetical order: Jeff Aaberg, Paul Homan, Brian Tria, Greg McCullough, Trent Rarick

VII. Adjourn

Motion made to adjourn by Aaberg, seconded by North.  
Meeting adjourned at 7:45pm.

Respectfully submitted,

*Sally North*

Sally North, Secretary  
EPGC Board of Directors