

EL PASO GOLF CLUB MINUTES

March 19, 2025

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]: Aaberg [C], Haas [C], Hendren [C], Marten [Z], McCullough [C], Mounce [Z], North [C], Rarick [C], Tennison [C] and Tria [C]. Petersen was absent. In attendance was employee Jeff Yager, GM.

SECRETARY'S REPORT: North

◦ The minutes for the January 15th & February 20th meetings were sent via email to everyone previously. Motion was made by Rarick to approve and seconded by Hendren, approved by the board.

GENERAL MANAGER'S REPORT: Yager

- Yager reported they have had a few events since the open house. Euchre was last weekend & had a good attendance. They have a few more events going on the next couple of month along with dining, which will somewhat be weather determined & limited hours.
- Yager reported the budget has \$8000 for the Clubhouse Building R&M. We have currently spent only \$883.72 on minor items for the building so far. This leaves us \$7111.28 for the rest of the year. He received a quote from Rockstar, who installed the TV's, on an audio upgrade that is \$4065.00 leaving us \$3046.28 to ensure any minor repairs can still be accomplished. The board asked for another quote or two on this before making a decision.
- In March there has been total revenue of \$11,400, this is combined revenue for the club. Golf rounds in February 146 (101 members) and 627 in March (476 members).
- Membership, 82 members not yet paid. The next step for any with a balance will have the new dues increase reflected on their March statements. Follow up phone calls from the office will begin shortly to remind members of unpaid balances.
- The question of 5-somes for this year was discussed & decided to continue. Didn't seem to have any controversy last year & the pro shop can handle the situation if a busy day or issues to not allow on a daily basis.
- Will give pro shop authority to give Sunday tee times (if a call is received on Sunday & and there is an opening) to a non-member to generate revenue. Making sure this does not slow play or take times from the members. Will use discrimination with this & do a trial, if there are issues it will discontinue. If this is something we end up incorporating will adjust handbook accordingly.
- Hired Kenny ?? to be the front of house manager?? And he is working out great.
- Will begin sending emails out on Mondays with activity, food specials & hours for the week. Will also begin working on the InFOREmer for an April issue.

TREASURER'S REPORT: Tennison

- Nothing new to report. Just received the financials for January 2 days ago. North had sent them out in an email to the board to look over before the meeting.
- Tennison spoke about the format of the financials, he feels they are not a user-friendly presentation & not sure why we do on an accrual basis. Seems hard to know cash flow. The board told him to work with the CPA firm & get answers & everything set up as he deems desirable.

COMMITTEE REPORTS:

ADMINISTRATIVE: North

- Discussion on dues. Billings go out the end of the month & should reflect the increase in dues for any not yet paid. There is also a 10% fee that will be billed starting the end of April as any are left unpaid. Yager responded they are beginning to reach out now to any unpaid dues to verify if they are retaining their membership or discontinuing. Also reminded him that we do have a 3 installment pay plan for any that ask.
- North asked if all outings for next year have been contacted & contracts sent & signed? Yager responded they are working on that now also. They also have new menus & pricing in place to offer outings & events. The new outing golf fee was set last year so reminder to let all outings know the golf fees for 2025.
- Reminder for Yager & Martin to send an email to all members regarding the 8-minute tee times & to check with pro shop on questions for permanent times.
- North reminded Yager that all hourly & salaried staff need to have their Bassett certification completed & new hires reminded to card for 21 & under.

GOLF COURSE – Grounds & Equipment: Mounce

- On March 6th, the Grounds Committee met with Gene and Jeff Yager. The purpose of this meeting was to introduce everyone and also to discuss how our committee will operate this year. We decided that the grounds committee will ride the course at least monthly with Gene and Jeff. This gives Gene the opportunity to show us what he is accomplishing on the course and allows our committee to show Gene things that could improve, if needed.
- On March 17th, the Grounds Committee consisting of Branden Mounce, Greg McCullough and Brett Hendren met with Gene and Jeff Yager again. The purpose of this meeting was to be our first ride around the course with Gene and Jeff. Gene stated that regular maintenance started on Monday 3/10/2025 including mowing, moving cups and raking bunkers. Gene also burned the creek ditches to knock down the weeds and grass in the ditches. The crew is working on cleaning out the flower beds of dead leaves to start the year fresh.
- Fairways and tees on the front nine have been aerated. The back nine will get finished up Friday (3/21/2025) and a top-dress will be applied (weather permitting). Next Monday (3/24/2025) the front nine greens will also be aerated with solid tines then top-dressed, dragged and rolled. The back nine will be done the following day, on Tuesday. Gene will not be pulling plugs until the fall. The rough will be aerated in April. The pump house is ready to fire up after the crew finishes aeration.
- On Wednesday 3/26/2025 the crew will apply fertilizer, insecticides and broadleaf herbicides on the fairways and tees.

- The committee drove the course and pointed out areas to improve that Gene is currently working on and those include:

Bare spots throughout the course will be re-sodded ASAP using about half of our sod farm. Gene plans on re-planting the used areas of the sod farm with a Bluegrass. This will give him the ability to sod with bluegrass as well as bent grass.

4 beavers have been live-trapped and moved from the creek on 15 and it is believed that those are the only 4 that were living in there.

The back of #7 green will be aerated and re-seeded to bring it all back to life.

The big hole by the pond between 11 and 18 will be filled in after the irrigation is turned on to ensure that the leak has been fixed.

Behind #10 green has been collecting water for a while now. Gene has fixed the drainage on the left side of the green, but at some point, the creek behind the green will need dredged out. Gene explained that the water from the creek is emptying out behind the green due to a lot of plants and weeds not allowing the water to flow through the creek. We do not have the equipment for this. Gene added this project to his 1-year plan and will get us a quote on cleaning the creek out for a future project.

- This committee stressed that they will be more involved with Weiser and provide feedback to him. They will ask questions of Weiser & be up to date on activity going on and the budget.

HOUSE – Restaurant, Pro-Shop & Social: Marten

- Marten addressed the overall maintenance of the club including current maintenance to vents, kitchen lights, and the sewer just pumped.

◦ Marten & Aaberg had spoke with Yager and he would like to approach social functions this year with the staff being involved, planning & promoting these events. He believes he now has the staff in place to make this successful so would like to try that dynamic this year. He also has an intern in place this summer that can help with some projects.

PLANNING, PERSONNEL & MEMBERSHIP: Rarick

- Nothing new to report to begin the year. Rarick & Haas will be collaborating on goals & any projects for the upcoming year.

GENERAL DISCUSSION:

- Discussion on sending emails, the newsletter & trying to do more social media this year. Yager is thinking on a format for the InFOREmer. Will send the Monday emails for now to notify members of hours for food & beverage.

◦ The Pro Shop will also be sending their own emails on hours, events, and any other information needing to inform the membership golf related.

◦ Some discussion on letting Yager know Mondays are typically restaurant closed days, typically outings are going on. A person in the bar & management can determine if they would like to do hot dogs, chips, etc. on Monday's.

◦ If any Mondays are free of outings be sure to let the membership know.

◦ Yager reported the menu for this year is out & ready.

EXECUTIVE SESSION:

The board immediately went into executive session at the beginning of the meeting at 6:05pm. Executive session was adjourned at 6:35 pm.

NEXT BOARD MEETING

- Future Board Meetings:
April 16
May 21
June 18
- Other Significant Dates
Easter Brunch April 20

The board meeting adjourned at 8:30pm on a motion by Aaberg and seconded by Tria, board approved.

Respectfully submitted,

Sally North

Sally North, President

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

					2025
	Jan 25	Jan 24	\$ Change	% Change	Budget
Ordinary Income/Expense					
Income					
Banquets/Private Events	\$ -	\$ -	\$ -	0.0%	\$ 170,000.00
Beverage Sales					
Alcohol	\$ 1,316.37	\$ -	\$ 1,316.37	100.0%	\$ 280,000.00
Soft Drinks	\$ 58.02	\$ -	\$ 58.02	100.0%	\$ 24,000.00
Total Beverage Sales	\$ 1,374.39	\$ -	\$ 1,374.39	100.0%	\$ 304,000.00
Cart Rental	\$ 88.00	\$ -	\$ 88.00	100.0%	\$ 240,000.00
Cart Shed Rental	\$ 27,550.00	\$ 24,300.00	\$ 3,250.00	13.37%	\$ 25,650.00
Entry Fees	\$ -	\$ -	\$ -	0.0%	\$ 9,000.00
Food Sales					
Banquet					\$ 30,000.00
Restaurant Food	\$ 314.62	\$ -	\$ 314.62	100.0%	\$ 168,000.00
Total Food Sales	\$ 314.62	\$ -	\$ 314.62	100.0%	\$ 198,000.00
Green Fees	\$ 308.00	\$ -	\$ 308.00	100.0%	\$ 230,000.00
Handicap Fees	\$ 11,340.00	\$ 12,300.00	\$ (960.00)	-7.81%	\$ 12,000.00
Hole In One Fees	\$ 5,970.00	\$ 6,150.00	\$ (180.00)	-2.93%	\$ 6,300.00
Initiation Fees	\$ -	\$ 450.00	\$ (450.00)	-100.0%	\$ 9,000.00
Member Cart Repairs/Batteries	\$ -	\$ (797.47)	\$ 797.47	100.0%	\$ 14,000.00
Membership Dues	\$ 528,100.00	\$ 508,885.00	\$ 19,215.00	3.78%	\$ 535,000.00
Miscellaneous Revenue	\$ 77.38	\$ -	\$ 77.38	100.0%	\$ 1,500.00
Mower Reel Sharpening	\$ 1,000.00	\$ -	\$ 1,000.00	100.0%	\$ 3,500.00
Rebates	\$ -	\$ 45.68	\$ (45.68)	-100.0%	\$ 500.00
Trail Fees	\$ 21,875.00	\$ 21,475.00	\$ 400.00	1.86%	\$ 23,000.00
Total Income	\$ 598,626.63	\$ 572,808.21	\$ 25,818.42	4.51%	\$ 1,781,450.00
Cost of Goods Sold					
Cost of Merchandise Sold	\$ 50.00	\$ -	\$ 50.00	100.0%	\$ -
Alcohol Service/Delivery Fee	\$ -	\$ -	\$ -	0.0%	\$ 850.00
Alcohol Service COGS					
Beginning Inventory Alcohol	\$ 9,817.85	\$ -	\$ 9,817.85	100.0%	

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

	2025				
	Jan 25	Jan 24	\$ Change	% Change	Budget
Ending Inventory Alcohol	\$ (15,478.67)	\$ -	\$ (15,478.67)	-100.0%	
Total Alcohol Service COGS	\$ (5,660.82)	\$ -	\$ (5,660.82)	-100.0%	\$ 105,000.00
Soft Drink Service COGS					
Soft Drink Purchases	\$ 257.74	\$ -	\$ 257.74	100.0%	
Total Soft Drink Service COGS	\$ 257.74	\$ -	\$ 257.74	100.0%	\$ 15,000.00
Food Service COGS					
Beginning Inventory Food	\$ 7,425.92	\$ -	\$ 7,425.92	100.0%	
Food Purchases	\$ 2,455.22	\$ -	\$ 2,455.22	100.0%	
Ending Inventory Food	\$ (6,506.12)	\$ -	\$ (6,506.12)	-100.0%	
Food Service COGS - Other	\$ -	\$ 76.44	\$ (76.44)	-100.0%	
Total Food Service COGS	\$ 3,375.02	\$ 76.44	\$ 3,298.58	4,315.25%	\$ 165,000.00
Credit Card Fees	\$ 1,569.40	\$ 681.81	\$ 887.59	130.18%	\$ 30,000.00
Total COGS	\$ (408.66)	\$ 758.25	\$ (1,166.91)	-153.9%	\$ 315,850.00
Gross Profit	\$ 599,035.29	\$ 572,049.96	\$ 26,985.33	4.72%	\$ 1,465,600.00
Expense					
Advertising	\$ -	\$ 120.00	\$ (120.00)	-100.0%	\$ 5,000.00
Awards	\$ -	\$ -	\$ -	0.0%	\$ 3,000.00
Bank Charges	\$ 92.30	\$ 34.31	\$ 57.99	169.02%	
Cash Over/Short	\$ -	\$ 0.01	\$ (0.01)	-100.0%	
CDGA Handicaps	\$ -	\$ -	\$ -	0.0%	\$ 6,500.00
Chemicals and Fertilizer	\$ 408.78	\$ (100.00)	\$ 508.78	508.78%	\$ 65,000.00
Cleaning Services	\$ -	\$ -	\$ -	0.0%	\$ 2,000.00
Computer Expense	\$ -	\$ 315.36	\$ (315.36)	-100.0%	\$ 7,350.00
Contract Services	\$ -	\$ -	\$ -	0.0%	\$ 1,500.00
Entertainment/Decorations	\$ -	\$ -	\$ -	0.0%	\$ 1,000.00
Fireworks	\$ -	\$ -	\$ -	0.0%	\$ 13,000.00
Fuel	\$ -	\$ 16,211.28	\$ (16,211.28)	-100.0%	\$ 20,000.00
Hole In One Expense	\$ -	\$ -	\$ -	0.0%	\$ 2,500.00
Insurance					
Commercial Package	\$ 3,908.00	\$ -	\$ 3,908.00	100.0%	

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

					2025
	Jan 25	Jan 24	\$ Change	% Change	Budget
Workers Comp	\$ 738.00	\$ -	\$ 738.00	100.0%	
Total Insurance	\$ 4,646.00	\$ -	\$ 4,646.00	100.0%	\$ 50,000.00
Interest Expense					
Credit Cards	\$ -	\$ 28.41	\$ (28.41)	-100.0%	
Finance Charges	\$ -	\$ 0.11	\$ (0.11)	-100.0%	
Late Fees	\$ 16.91	\$ 5.00	\$ 11.91	238.2%	
Mortgage Interest	\$ 745.97	\$ 1,047.54	\$ (301.57)	-28.79%	\$ 11,300.00
Interest Expense - Other	\$ 2,800.00	\$ -	\$ 2,800.00	100.0%	\$ 7,000.00
Total Interest Expense	\$ 3,562.88	\$ 1,081.06	\$ 2,481.82	229.57%	\$ 18,300.00
Janitorial	\$ -	\$ 175.96	\$ (175.96)	-100.0%	\$ 7,500.00
Lease Expense	\$ 147.08	\$ -	\$ 147.08	100.0%	\$ 50,500.00
Licenses and Dues	\$ 11.00	\$ -	\$ 11.00	100.0%	\$ 4,500.00
Meals	\$ -	\$ 120.68	\$ (120.68)	-100.0%	
Mileage/Fuel	\$ -	\$ 98.70	\$ (98.70)	-100.0%	
Miscellaneous Expense	\$ -	\$ -	\$ -	0.0%	\$ 2,500.00
Misc Employee Expense	\$ 4,500.57	\$ -	\$ 4,500.57	100.0%	\$ 4,000.00
Office Supplies					
Postage	\$ 438.00	\$ 330.00	\$ 108.00	32.73%	\$ 700.00
Office Supplies - Other	\$ 420.70	\$ 376.48	\$ 44.22	11.75%	\$ 2,500.00
Total Office Supplies	\$ 858.70	\$ 706.48	\$ 152.22	21.55%	\$ 3,200.00
Oil & Lubricants	\$ 290.64	\$ 366.77	\$ (76.13)	-20.76%	\$ 2,500.00
Ornamentals and Landscaping	\$ -	\$ -	\$ -	0.0%	\$ 2,000.00
Payroll Expenses					
Commission/Bonus	\$ 600.00	\$ -	\$ 600.00	100.0%	\$ 10,000.00
Full Time	\$ 27,565.38	\$ 24,754.81	\$ 2,810.57	11.35%	\$ 413,500.00
IRA Contributions	\$ 240.24	\$ 631.75	\$ (391.51)	-61.97%	\$ 7,200.00
Part Time					
Bar/Servers	\$ 1,552.19	\$ 115.43	\$ 1,436.76	1,244.7%	\$ 55,000.00
Kitchen	\$ 2,160.00	\$ 1,277.50	\$ 882.50	69.08%	\$ 110,000.00
Part Time - Other	\$ 6,134.50	\$ 5,770.15	\$ 364.35	6.31%	\$ 170,000.00

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

	2025				
	Jan 25	Jan 24	\$ Change	% Change	Budget
Total Part Time	\$ 9,846.69	\$ 7,163.08	\$ 2,683.61	37.46%	\$ 335,000.00
Payroll Taxes					
Federal Unemployment	\$ 220.42	\$ 191.34	\$ 29.08	15.2%	
Illinois Unemployment	\$ 1,798.22	\$ 1,318.98	\$ 479.24	36.33%	
Medicare	\$ 569.88	\$ 463.04	\$ 106.84	23.07%	
Social Security	\$ 2,436.77	\$ 1,979.91	\$ 456.86	23.08%	
Total Payroll Taxes	\$ 5,025.29	\$ 3,953.27	\$ 1,072.02	27.12%	\$ 90,000.00
Tips Paid	\$ -	\$ 16.00	\$ (16.00)	-100.0%	\$ -
Tips Reported	\$ -	\$ (16.00)	\$ 16.00	100.0%	\$ -
Total Payroll Expenses	\$ 43,277.60	\$ 36,502.91	\$ 6,774.69	18.56%	\$ 855,700.00
Portable Facility Rentals	\$ -	\$ -	\$ -	0.0%	\$ 3,000.00
Professional Fees					
Accountant	\$ 1,785.00	\$ 1,605.00	\$ 180.00	11.22%	\$ 20,000.00
Legal Fees	\$ -	\$ -	\$ -	0.0%	\$ 1,000.00
Total Professional Fees	\$ 1,785.00	\$ 1,605.00	\$ 180.00	11.22%	\$ 21,000.00
Real Estate Taxes	\$ -	\$ -	\$ -	0.0%	\$ 23,500.00
Repairs and Maintenance					
Building R&M	\$ 883.72	\$ 3,482.00	\$ (2,598.28)	-74.62%	\$ 10,500.00
Cart Shed	\$ -	\$ -	\$ -	0.0%	\$ 2,500.00
Club Carts	\$ -	\$ -	\$ -	0.0%	\$ 5,000.00
Equipment R&M	\$ 5,473.79	\$ 6,369.13	\$ (895.34)	-14.06%	\$ 17,500.00
Grounds					
Sand and Soil	\$ -	\$ -	\$ -	0.0%	\$ 8,000.00
Grounds - Other	\$ 13,067.12	\$ 34.62	\$ 13,032.50	37,644.43%	\$ 5,000.00
Total Grounds	\$ 13,067.12	\$ 34.62	\$ 13,032.50	37,644.43%	\$ 13,000.00
Irrigation and Fountains	\$ -	\$ -	\$ -	0.0%	\$ 6,000.00
Member Carts	\$ -	\$ 1,137.52	\$ (1,137.52)	-100.0%	\$ 10,000.00
Total Repairs and Maintenance	\$ 32,491.75	\$ 11,057.89	\$ 21,433.86	193.83%	\$ 64,500.00
Security System	\$ 141.47	\$ 141.47	\$ -	0.0%	\$ 1,800.00
Special Event Expense	\$ -	\$ -	\$ -	0.0%	\$ 500.00

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

	2025				
	Jan 25	Jan 24	\$ Change	% Change	Budget
Supplies					
Banquet Supplies	\$ 49.58	\$ -	\$ 49.58	100.0%	\$ 1,000.00
Bar Supplies	\$ 154.93	\$ -	\$ 154.93	100.0%	\$ 8,000.00
Restaurant Supplies	\$ 464.09	\$ 17.42	\$ 446.67	2,564.12%	\$ 22,000.00
Supplies - Other	\$ -	\$ 413.33	\$ (413.33)	-100.0%	\$ 4,500.00
Total Supplies	\$ 668.60	\$ 430.75	\$ 237.85	55.22%	\$ 35,500.00
Tech Support	\$ 620.81	\$ 1,924.79	\$ (1,303.98)	-67.75%	\$ 1,000.00
Trash Removal	\$ 183.59	\$ 168.32	\$ 15.27	9.07%	\$ 3,000.00
Uniforms	\$ -	\$ 49.23	\$ (49.23)	-100.0%	\$ 2,000.00
Utilities					
Electric	\$ 1,354.63	\$ 1,294.88	\$ 59.75	4.61%	\$ 39,000.00
Gas	\$ 574.85	\$ 548.17	\$ 26.68	4.87%	\$ 7,500.00
Internet/Cable	\$ 190.02	\$ 66.87	\$ 123.15	184.16%	\$ 2,500.00
Telephone	\$ 224.30	\$ 241.07	\$ (16.77)	-6.96%	\$ 3,000.00
Water	\$ 110.01	\$ 260.45	\$ (150.44)	-57.76%	\$ 2,000.00
Total Utilities	\$ 2,453.81	\$ 2,411.44	\$ 42.37	1.76%	\$ 54,000.00
Total Expense	\$ 96,140.58	\$ 73,422.41	\$ 22,718.17	30.94%	\$ 1,337,350.00
Net Ordinary Income	\$ 502,894.71	\$ 498,627.55	\$ 4,267.16	0.86%	\$ 128,250.00
Other Income/Expense					
Other Income					
ATM Commissions	\$ 6.00	\$ -	\$ 6.00	100.0%	\$ -
Donations Received					
Fireworks Donations	\$ -	\$ -			\$ 10,000.00
Tree Fund	\$ -	\$ -			\$ 725.00
Total Donations Received	\$ -	\$ -	\$ -	0.0%	\$ 10,725.00
Interest Income	\$ 5.06	\$ 16.43	\$ (11.37)	-69.2%	\$ 2,000.00
Sales Tax Discount	\$ 13.87	\$ 42.57	\$ (28.70)	-67.42%	\$ 750.00
Total Other Income	\$ 24.93	\$ 59.00	\$ (34.07)	-57.75%	\$ 13,475.00
Net Other Income	\$ 24.93	\$ 59.00	\$ (34.07)	-57.75%	\$ 13,475.00
Net Income	\$ 502,919.64	\$ 498,686.55	\$ 4,233.09	0.85%	\$ 141,725.00

El Paso Golf Club
Profit & Loss Prev Year Comparison
January 2025

					2025
	Jan 25	Jan 24	\$ Change	% Change	Budget
Mortgage Principal Payments	\$ 5,109.67	\$ 4,808.10	\$ 301.57	6.27%	\$ 60,000.00
Irrigation System - Loan Payment	\$ 30,078.25	\$ -	\$ 30,078.25	100.0%	\$ 45,000.00
Line of Credit Payment	\$ 1,742.32	\$ -	\$ 1,742.32	100.0%	\$ -
Stock Transactions					
Stock Sales	\$ -	\$ -	\$ -	0.0%	\$ 300.00
Stock Surrender	\$ -	\$ -	\$ -	0.0%	\$ 100.00
Total	\$ -	\$ -	\$ -	0.0%	\$ 200.00
Capital Expenditures	\$ -	\$ -	\$ -	0.0%	\$ -