EL PASO GOLF CLUB MINUTES

April 22, 2026

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. and went into Executive Session at 7:45 pm. Present were directors, at Clubhouse [C]; via Zoom [Z]: Aaberg [C], Haas [C], Hendren [C], Reeter [C], McCullough [C], Mounce [C], Harris [C], Petersen [C], Weldon [C], Tennison [C] and Tria [C].

SECRETARY'S REPORT: Petersen

- The March minutes were sent via email to everyone previously. Motion was made by McCullough to approve and seconded by Reeter, approved by Board.

TREASURER'S REPORT: Tennison

- Cash balance at $238,182, down $21k from March 2025
- Total liabilities are at $435,795, down $117k from March 2025
  - Current liabilities down $19k from 2025 primarily due carrying less accounts payable and adjustment to gift cards outstanding
  - Long term liabilities decreased $98k as we continue to pay down both the mortgage and loan related to the irrigation system improvements completed in 2024
- YTD debt service through end of March was $72,952 compared to $53,771 in 2025, this includes payoff of the operating line of credit, $48k, and paydown of the combined mortgage and irrigation loan of about $25k.
- Total income is at $626,433 through first three months of the year, up about $46k from first quarter of 2025. Increase attributable to both nice weather we have had early in the year which has generated some greens and cart rental fees. Also, have seen increase in member related income through dues, trail, and cart shed fees, which combined are up $25k, 4.85%.
- COGS are up, but I attest this to large adjustment to true up inventory that was done at the beginning of 2025 that reduced the total COGS through first quarter last year. F&B sales are up slightly over last year through first 3 months.
- Total expenses are at $179,507, down $32k compared to first three months in 2025, decrease primarily due to decrease in repairs and maintenance, down $21k, and payroll costs down $19k. Portion of the decrease partially offset by

increases in insurance (likely due to timing), bar and restaurant supplies, and utilities.

- Profit is up $68k, 19.58%, in first three months compared to 2025. Change to results in first part of year are likely attributable to the continued nice weather we have had to begin the year and reduction in the repairs and maintenance expense, as we had some larger expenses in first quarter 2025, and few things related to payroll early in the year, as we did not have relocation costs that we had in 2025 and management has utilized full time staff for coverage reducing the amount of expense for part time staff through first quarter.
- Overall course operating at net profit through first few months as we normally do, most of this is due to timing of receiving membership dues income and not having expenses matching up. We will start to see this level out as the course is fully open and staffed for normal operating hours, however we are well ahead of 2025 through the first quarter.
- Tennison suggested exploring the option to restructure our outstanding debt.

GENERAL MANAGER'S REPORT: Tague

- Discussion of senior rates; keep for this year and going to try and advertise this rate; only Monday thru Friday; no twilight rate for now.
- Since aeration, need some more sand and role the greens.
- Plumbing and A/C is working, but needs some future repairs (need quote).
- Holes in foundation; calling a mason to fix before next fall.
- We have a new soda provider.
- Applying for new John Deere discount program for variety of items, including equipment.
- Discussion of service charge level for outings that want to bring in their own food.
- Will be monitoring usage of permanent tee times and failure to notify clubhouse will result in "3 strikes and you're out" (lose tee time).

COMMITTEE REPORTS:

GOLF COURSE – Grounds & Equipment: McCullough

- This month's meeting started off by discussing irrigation. Josh brought the irrigation system up to full pressures. A few small leaks should be fairly easy to fix.
- We talked about the massive amount of rain and damage that the course sustained a week ago. Some of that damage included a cracked pipe in the creek area along number 12. That pipe will need to be professionally repaired. One area of concern is that a few homeowners along number 12 had cut down small trees and brush and let them lay. The heavy rains washed the debris and limbs into our creek, and this easily could have been the root of our problem with the damaged pipe. A suggestion was made that the board contact the homeowner's association to strongly suggest that the homeowners remove limbs, trees and brush that they cut down on their property. This idea was deferred to discussion of the board.
- Obviously, the greens have now been aerated. It was Josh's intent to aerate some of the aprons around the greens like number 14. It is my understanding that the aeration went well. One of the suggestions that was made for next year was that we close the course, or at least nine holes, while the aeration team was performing the work. Josh sent me a message and he seemed fairly frustrated over the fact that the aeration crew was trying to deal with members on the course.
- In the previous meeting we discussed work on the bunkers. That is a continuing project for Josh. It appears that it will be a slow process if it is to be done right. The bunkers are being edged and we discussed finding out how much it would cost to bring in some truckloads of sand as a temporary fix. Discussion to get 4 trucks of sand to "bandaid" the issue.
- Josh presented that the golf course as a whole was in very good shape for the time of year, and he was exactly on pace for where he expected to be at this time.
- We discussed the possibility of purchasing new flags for the flagpoles. Kyle mentioned that he and Trent were in the process of developing a new logo for the club – as Kyle put it, almost like a re-brand. Our thought would be that if there was a new logo, that it should be put on the flags.
- The equipment that we are using currently seems to be working okay. The elephant in the room is still the lease situation that we are in. At least one piece of the equipment will be out of the hours allotted and I am in the process of finding out what happens then. As I mentioned in last month's meeting, we will

need to seriously consider purchasing a Pro Gator and a Gator. Discussion to get at least two bids. Josh is looking into the purchase payments of something like that with John Deere, new and/or used. I have put a phone call in to First Citizens Bank. This is the company that holds the lease on our current equipment. I am waiting for a call back from them. I believe Josh will be setting up a meeting with us and the Jacobson rep who set us up in this lease. I am sure this will be an open meeting for all to attend if they wish.

- I ended our meeting by asking if Josh had a wish list that we could start to work on. It sounds like the major hurdle, once or if the lease agreement is figured out, will be that we need to focus on replacing irrigation pipes that run along our fairways and greens. Josh mentioned that these pipes are well beyond their useful life. He feels that cost would be around a million dollars to complete.
- Discussion about buying out the remaining terms of our lease agreement.

<u>HOUSE – Restaurant, Pro-Shop & Social</u>: Haas

- Lots of positive feedback on food & restaurant. Feels like there's excitement going into the full opening of the restaurant soon.
- EPGC Informer? Joanna Dill is working on it to make it briefer and more concise.
- Working on website updates to Board of Directors and adding calendar of events.
- Septic/Grease Trap issues being resolved
- We've been discussing different revenue streams (i.e. fundraising, donation to plant tree, businesses on tee markers (if business doesn't exist anymore can we get a new business on tee marker), raffle off a membership or annual cart fee for year, etc.
- Club Cart Batteries – Sounds like we can get a max of 2 more years out of batteries and will need to start replacing soon. Will do this over time rather than all at once (due to cost). We will also track when each cart has batteries replaced.
- Security System review (possible change to new provider)
- TV/Internet is a constant issue that needs resolved
- Would be helpful to have members post positive reviews on social media if they have a good experience.
- Discussion of naming of the restaurant again.

PLANNING, PERSONNEL & MEMBERSHIP: Reeter

- Discussed new members, we have 5 more members than last year total
- On air advertising for club and new members
- Brochure to be handed out for new members
- HR will be handled by the book, training being done with current and future staff.
- Weldon asked about employees staffing; looking for a cook.

ADMINISTRATIVE: Aaberg

- None

GENERAL DISCUSSION:

- Discussion about a priority list of items for capital expenditures; Reeter will be the collector as head of planning. Work with Kyle and staff.
- One list for grounds and one for clubhouse.

OLD BUSINESS:

- Nothing to report

NEXT BOARD MEETING

- Future Board Meetings:
  May 27 – June 24
- Other Significant Dates:
  Two Man/Woman – Qualifying last week of May; tourney in June

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The board meeting adjourned Executive Session at 8:15 p.m.

Respectfully submitted,

Randy Petersen
Randy Petersen, Secretary

	Jan - Mar 26	Jan - Mar 25	$ Change	% Change	Budget
Ordinary Income/Expense					
Income					
Food Sales					
Banquet Food	$ 3,913.00	$ 7,003.99	$ (3,090.99)	-44.13%	$ 115,000.00
Restaurant Food	$ 4,278.75	$ 2,715.85	$ 1,562.90	57.55%	$ 145,000.00
Total Food Sales	$ 8,191.75	$ 9,719.84	$ (1,528.09)	-15.72%	$ 260,000.00
100 Years Income					
100 Years Sales	$ -	$ 75.00	$ (75.00)	-100.0%	$ -
Total 100 Years Income	$ -	$ 75.00	$ (75.00)	-100.0%	
Beverage Sales					
Alcohol	$ 14,304.97	$ 10,773.41	$ 3,531.56	32.78%	$ 245,000.00
Banquet Bar Tab	$ -	$ -	$ -	0.0%	$ 1,750.00
Soft Drinks	$ 586.44	$ 685.43	$ (98.99)	-14.44%	$ 24,000.00
Total Beverage Sales	$ 14,891.41	$ 11,458.84	$ 3,432.57	29.96%	$ 270,750.00
Cart Rental	$ 16,429.98	$ 5,085.00	$ 11,344.98	223.11%	$ 225,000.00
Cart - Event Cart Rental	$ -	$ -	$ -	0.0%	$ 17,500.00
Cart - Private Rider Fee	$ 1,285.00	$ -	$ 1,285.00	100.0%	$ -
Cart Shed Rental	$ 32,200.00	$ 25,012.00	$ 7,188.00	28.74%	$ 32,925.00
Club Repair	$ 124.00	$ -	$ 124.00	100.0%	$ -
Entry Fees	$ -	$ -	$ -	0.0%	$ 1,500.00
Gaming Income	$ 926.92	$ -	$ 926.92	100.0%	$ 15,000.00
Green Fees					
Event	$ -	$ 7,800.00	$ (7,800.00)	-100.0%	$ 108,000.00
Green Fees - Other	$ 12,858.00	$ 5,780.00	$ 7,078.00	122.46%	$ 240,000.00
Total Green Fees	$ 12,858.00	$ 13,580.00	$ (722.00)	-5.32%	$ 348,000.00
Handicap Fees	$ 17,755.00	$ 10,540.00	$ 7,215.00	68.45%	$ 10,420.00
Hole In One Fees	$ 5,170.00	$ 5,690.00	$ (520.00)	-9.14%	$ 5,800.00
Initiation Fees	$ -	$ 3,280.00	$ (3,280.00)	-100.0%	$ -
Member Cart Repairs/Batteries	$ 228.81	$ -	$ 228.81	100.0%	$ 3,000.00
Membership Dues	$ 486,480.00	$ 473,500.00	$ 12,980.00	2.74%	$ 535,000.00
Merchandise Sold - Hardgoods	$ 3,173.36	$ -	$ 3,173.36	100.0%	$ -
Merchandise Sold - Softgoods	$ 982.09	$ -	$ 982.09	100.0%	$ -
Miscellaneous Revenue	$ 73.92	$ 77.38	$ (3.46)	-4.47%	$ -
Mower Reel Sharpening	$ 538.05	$ 1,375.00	$ (836.95)	-60.87%	$ 1,500.00
Rebates	$ -	$ 26.00	$ (26.00)	-100.0%	$ -
Rental Income	$ -	$ 200.00	$ (200.00)	-100.0%	$ -
Trail Fees	$ 25,125.00	$ 20,125.00	$ 5,000.00	24.85%	$ 23,725.00
Total Income	$ 626,433.29	$ 579,744.06	$ 46,689.23	8.05%	$ 1,750,120.00
Cost of Goods Sold					
Cost of Merchandise Sold	$ 4,120.74	$ 50.00	$ 4,070.74	8,141.48%	$ -
Alcohol COGS	$ 5,593.48	$ (1,459.49)	$ 7,052.97	483.25%	$ 85,000.00
Alcohol Service/Delivery Fee	$ 110.00	$ 62.00	$ 48.00	77.42%	$ 775.00
Soft Drink COGS	$ 2,669.07	$ 953.13	$ 1,715.94	180.03%	$ 22,500.00
Food COGS	$ 10,646.83	$ 12,840.49	$ (2,193.66)	-17.08%	$ 143,500.00
Credit Card Fees	$ 6,063.38	$ 5,976.15	$ 87.23	1.46%	$ 30,000.00
Total COGS	$ 29,203.50	$ 18,422.28	$ 10,781.22	58.52%	$ 281,775.00
Gross Profit	$ 597,229.79	$ 561,321.78	$ 35,908.01	6.4%	$ 1,468,345.00

Expense					
Advertising	$ 1,025.00	$ -	$ 1,025.00	100.0%	$ 10,000.00
Awards	$ -	$ -	$ -	0.0%	$ 2,000.00
Bank Charges	$ 128.10	$ 174.90	$ (46.80)	-26.76%	$ 625.00
Cart Rental Expense	$ -	$ -	$ -	0.0%	$ 250.00
Cart Rental Expense - Events	$ -	$ -	$ -	0.0%	$ 1,050.00
Cash Over/Short	$ (72.46)	$ 68.56	$ (141.02)	-205.69%	$ -
CDGA Handicaps	$ -	$ -	$ -	0.0%	$ 6,850.00
Chemicals and Fertilizer	$ -	$ 408.78	$ (408.78)	-100.0%	$ 67,500.00
Cleaning Services	$ -	$ -	$ -	0.0%	$ 1,500.00
Computer Expense	$ 699.88	$ 2,307.15	$ (1,607.27)	-69.67%	$ 4,000.00
Contract Services	$ -	$ 73.00	$ (73.00)	-100.0%	$ 500.00
Entertainment/Decorations	$ -	$ -	$ -	0.0%	$ 500.00
Fireworks	$ -	$ -	$ -	0.0%	$ 13,000.00
Fuel	$ -	$ 1,278.76	$ (1,278.76)	-100.0%	$ 20,000.00
Hole In One Expense	$ -	$ 284.00	$ (284.00)	-100.0%	$ 2,000.00
Insurance					
Commercial Package	$ 13,557.00	$ 7,824.82	$ 5,732.18	73.26%	$ 35,000.00
Workers Comp	$ 2,130.00	$ 1,479.18	$ 650.82	44.0%	$ 10,000.00
Insurance - Other	$ 3,356.00	$ 3,364.00	$ (8.00)	-0.24%	$ 9,000.00
Total Insurance	$ 19,043.00	$ 12,668.00	$ 6,375.00	50.32%	$ 54,000.00
Interest Expense					
Finance Charges	$ 3.12	$ 27.93	$ (24.81)	-88.83%	$ -
Late Fees	$ 21.91	$ 16.91	$ 5.00	29.57%	$ -
Mortgage Interest	$ 1,617.73	$ 2,211.27	$ (593.54)	-26.84%	$ 5,200.00
Interest Expense - Other	$ 4,780.98	$ 5,595.89	$ (814.91)	-14.56%	$ 18,500.00
Total Interest Expense	$ 6,423.74	$ 7,852.00	$ (1,428.26)	-18.19%	$ 23,700.00
Janitorial	$ 453.62	$ -	$ 453.62	100.0%	$ 6,000.00
Lease Expense	$ 441.24	$ 441.24	$ -	0.0%	$ 70,000.00
Licenses and Dues	$ 1,121.65	$ 761.00	$ 360.65	47.39%	$ 3,500.00
Miscellaneous Expense	$ -	$ -	$ -	0.0%	$ -
Misc Employee Expense	$ -	$ 4,500.57	$ (4,500.57)	-100.0%	$ 5,000.00
Office Supplies					
Postage	$ 918.10	$ 511.00	$ 407.10	79.67%	$ 900.00
Office Supplies - Other	$ 535.08	$ 814.65	$ (279.57)	-34.32%	$ 4,500.00
Total Office Supplies	$ 1,453.18	$ 1,325.65	$ 127.53	9.62%	$ 5,400.00
Oil & Lubricants	$ -	$ 290.64	$ (290.64)	-100.0%	$ 500.00
Ornamentals and Landscaping	$ -	$ -	$ -	0.0%	$ 1,500.00
Payroll Expenses					
Telephone Stipend	$ 150.00	$ -	$ 150.00	100.0%	$ 600.00
Commission/Bonus	$ -	$ 600.00	$ (600.00)	-100.0%	$ 10,000.00
Full Time	$ 77,493.94	$ 82,826.92	$ (5,332.98)	-6.44%	$ 331,500.00
Insurance Stipend	$ 1,153.86	$ -	$ 1,153.86	100.0%	$ 5,000.00
IRA Contributions	$ -	$ 471.00	$ (471.00)	-100.0%	$ 2,000.00
Part Time					
Paid Sick Time	$ -	$ 754.00	$ (754.00)	-100.0%	$ -
Bar/Servers	$ 2,004.83	$ 3,854.05	$ (1,849.22)	-47.98%	$ 72,000.00
Bar/Servers - OT	$ -	$ -	$ -	0.0%	$ 1,200.00
Kitchen	$ 459.00	$ 5,157.00	$ (4,698.00)	-91.1%	$ 60,000.00
Kitchen - OT	$ -	$ -	$ -	0.0%	$ 2,800.00
Part Time - Other	$ 14,305.25	$ 20,292.88	$ (5,987.63)	-29.51%	$ 216,550.00
Total Part Time	$ 16,769.08	$ 30,057.93	$ (13,288.85)	-44.21%	$ 352,550.00

Payroll Taxes					
Federal Unemployment	$ 340.01	$ 431.66	$ (91.65)	-21.23%	$ 2,201.30
Illinois Unemployment	$ 5,389.03	$ 4,578.04	$ 810.99	17.72%	$ 23,313.70
Medicare	$ 1,423.40	$ 1,676.15	$ (252.75)	-15.08%	$ 10,869.03
Social Security	$ 6,086.27	$ 7,167.06	$ (1,080.79)	-15.08%	$ 46,588.00
Total Payroll Taxes	$ 13,238.71	$ 13,852.91	$ (614.20)	-4.43%	$ 82,972.03
Tips Paid	$ -	$ -	$ -	0.0%	$ -
Total Payroll Expenses	$ 108,805.59	$ 127,808.76	$ (19,003.17)	-14.87%	$ 784,622.03
Portable Facility Rentals	$ 225.00	$ -	$ 225.00	100.0%	$ 4,200.00
Professional Fees					
Accountant	$ 3,659.25	$ 5,996.25	$ (2,337.00)	-38.97%	$ 28,000.00
Legal Fees	$ 96.67	$ -	$ 96.67	100.0%	$ 1,000.00
Other	$ -	$ -	$ -	0.0%	$ 2,800.00
Total Professional Fees	$ 3,755.92	$ 5,996.25	$ (2,240.33)	-37.36%	$ 31,800.00
Real Estate Taxes	$ -	$ -	$ -	0.0%	$ 26,500.00
Rental Expense	$ -	$ -	$ -	0.0%	$ 600.00
Repairs and Maintenance					
Building R&M	$ 5,028.62	$ 4,616.17	$ 412.45	8.94%	$ 30,000.00
Cart Shed	$ -	$ 108.90	$ (108.90)	-100.0%	$ 2,000.00
Club Carts	$ 536.75	$ 1,517.04	$ (980.29)	-64.62%	$ 7,500.00
Equipment R&M	$ 3,847.98	$ 7,852.30	$ (4,004.32)	-51.0%	$ 35,000.00
Grounds	$ 1,038.32	$ 16,383.98	$ (15,345.66)	-93.66%	$ 25,000.00
Grounds - Sand and Soil	$ -	$ -	$ -	0.0%	$ 4,000.00
Irrigation and Fountains	$ -	$ 191.24	$ (191.24)	-100.0%	$ 16,500.00
Member Carts	$ 61.58	$ 1,160.06	$ (1,098.48)	-94.69%	$ 2,500.00
Total Repairs and Maintenance	$ 10,513.25	$ 31,829.69	$ (21,316.44)	-66.97%	$ 122,500.00
Security System	$ 458.37	$ 424.41	$ 33.96	8.0%	$ 1,800.00
Small Tools and Equipment	$ 248.01	$ 607.88	$ (359.87)	-59.2%	$ 700.00
Special Event Expense	$ -	$ -	$ -	0.0%	$ 500.00
Subscriptions	$ 99.00	$ -	$ 99.00	100.0%	$ -
Supplies					
Banquet Supplies	$ -	$ 49.58	$ (49.58)	-100.0%	$ 1,500.00
Bar Supplies	$ 1,267.43	$ 173.40	$ 1,094.03	630.93%	$ 8,000.00
Restaurant Supplies	$ 3,174.58	$ 1,656.34	$ 1,518.24	91.66%	$ 16,000.00
Supplies - Other	$ 3,683.61	$ 401.79	$ 3,281.82	816.8%	$ 3,500.00
Total Supplies	$ 8,125.62	$ 2,281.11	$ 5,844.51	256.21%	$ 29,000.00
Tech Support	$ 2,643.40	$ 1,974.93	$ 668.47	33.85%	$ 8,500.00
Training	$ 688.00	$ -	$ 688.00	100.0%	$ -
Trash Removal	$ 1,068.80	$ 552.96	$ 515.84	93.29%	$ 3,800.00
Travel	$ 947.01	$ -	$ 947.01	100.0%	$ -
Uniforms	$ -	$ 1,085.40	$ (1,085.40)	-100.0%	$ 2,000.00
Utilities					
Electric	$ 7,028.72	$ 3,416.54	$ 3,612.18	105.73%	$ 47,500.00
Gas	$ 2,513.48	$ 1,913.22	$ 600.26	31.37%	$ 6,500.00
Internet/Cable	$ 642.71	$ 1,173.32	$ (530.61)	-45.22%	$ 3,800.00
Telephone	$ 632.89	$ 224.30	$ 408.59	182.16%	$ 1,500.00
Water	$ 394.05	$ 258.31	$ 135.74	52.55%	$ 2,100.00
Total Utilities	$ 11,211.85	$ 6,985.69	$ 4,226.16	60.5%	$ 61,400.00
Total Expense	$ 179,506.77	$ 211,981.33	$ (32,474.56)	-15.32%	$ 1,377,297.03
Net Ordinary Income	$ 417,723.02	$ 349,340.45	$ 68,382.57	19.58%	$ 91,047.97
Other Income/Expense					
Other Income					
ATM Commissions	$ 27.00	$ 11.00	$ 16.00	145.46%	$ -
Donations - Fireworks	$ -	$ -	$ -	0.0%	$ 10,000.00
Interest Income	$ 172.93	$ 400.35	$ (227.42)	-56.81%	$ 1,000.00
Sales Tax Discount	$ 45.05	$ 29.48	$ 15.57	52.82%	$ 800.00
Total Other Income	$ 244.98	$ 440.83	$ (195.85)	-44.43%	$ 11,800.00
Net Other Income	$ 244.98	$ 440.83	$ (195.85)	-44.43%	$ 11,800.00
Net Income	$ 417,968.00	$ 349,781.28	$ 68,186.72	19.49%	$ 102,847.97