

EL PASO GOLF CLUB MINUTES

August 31, 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 8:00 pm. Present were directors, at Clubhouse [C]; via Zoom [Z]; Absent [A]: Aaberg [C], Haas [C], Hendren [C], Reeter [Z], McCullough [C], Mounce [C], Harris [C], Petersen [C], Weldon [C], Tennison [C] and Tria [C].

SECRETARY'S REPORT: Petersen

- The July minutes were sent via email to everyone previously. Motion was made by Tennison to approve and seconded by Harris, approved by Board.

TREASURER'S REPORT: Tennison

- Cash balance at \$17,823, down \$47k from July 2025, and down \$55k from prior month. Few things to note regarding the significant decrease in cash:
 - A/R from outings was higher than normal at \$61k, we were still working on collection for outings from July at the end of the month.
 - Combination of cash and A/R was similar to prior year, combined \$78k this year compared to just over \$82k in 2025.
- Total liabilities are at \$482,682, down \$99k from July 2025
 - Current liabilities down \$18k from 2025 primarily due to adjustments to gift cards outstanding and carrying lower balance on the credit card, however accounts payable is higher than normal at \$60k.
 - Long term liabilities decreased \$99k 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 July was \$106k compared to \$85k in 2025, this includes payoff of the operating line of credit, \$48k, and paydown of the combined mortgage and irrigation loan of about \$58k.
- Total income is \$1.29m through first seven months of the year, up about \$147k compared to 2025. Increase is attributable to several things being up year over year. As we have some things categorized differently from prior year, the total cart rentals and green fees combined are up almost \$67k compared to 2025. We

have seen increase in member related income through dues, trail fees, and cart shed fees, which combined are up \$52k.

- COGS continue to be up year over year, 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 part of last year. F&B sales are up slightly over last year through first 6 months. Overall gross profit is up \$113k, 11.6%.
- Total expenses are at \$832k, down slightly (\$15k) from 2025.
- Net profit is up \$129k, 95%, in first seven months compared to 2025. Change in the results in this year are due to both increase in overall gross revenue as well as seeing slight decrease in overall expenses compared to 2025.
- Overall course operating at net profit through first seven months as we normally do, while this is partially attributable to timing of revenue and expenses, the club has seen a significant improvement when compared to same time period the last several years. We will continue to see this level out as the year progresses, but well ahead of 2025 through the first seven months. All this while having a material impact from the weather we have had during our busy summer season causing the course to be closed for several days.
- We have had some capital expenditures that are not currently showing impact on the bottom-line profit; however, these are impacting overall cash flow. YTD through end of July we have had about \$82k in capital expenditures, including replacement of two A/C units, a new table for the kitchen, and a few pieces of equipment for the grounds purchased in June.
- Discussion about accounts receivable; actually in a better position than a year ago
- Discussion about line of credit to fund temporary cash flow needs
- Discussion about pre-pay of gas charges; pros and cons; no action

GENERAL MANAGER'S REPORT: Tague

- Running specials as we head into post-Labor Day season.
- High school golf is in full swing; IESA event is coming up.
- Busy September with class reunions and retirement parties.
- Board agreed to raise cart fee for high school rider to \$20 (18 holes) to be in line with fee for members and in line with other courses.
- 9th hole "call ahead" phone not operational; working on solution, likely just to use cell phone.

COMMITTEE REPORTS:

GOLF COURSE – Grounds & Equipment: McCullough

- Challenges of hiring and retaining grounds crew: We talked about putting an e-mail out to the members to see if they knew of anyone looking for full or part-time. We thought Trent, in the pro-shop, or other existing non-grounds staff could be utilized in setting cups and tee markers. Josh will be posting an ad over the winter looking for an assistant superintendent. He will also be exploring the high school work program for next year.
- Open doors to the grounds shed: Josh has come in several times now and the doors have been open and the lights on in our grounds shed. We talked that that area should be off limits to anyone except a manager when the grounds crew is not there. Josh is concerned that many people have the code to get into the shed and I expressed that he should change the code. We talked that the only people that should have access to the code would be grounds and management.
- Closing the course due to weather conditions: Josh should have a very integral role in discussing and deciding when the course should be closed or cart path only. He felt there could have been better communication between the grounds and the pro shop and the members. E-mails to the members on the course conditions are critical.
- Course conditions: Obviously we have sustained a tremendous amount of water in the last 60 days. Josh's workforce has been whittled to only a few guys working. Much of the mowing has suffered because of the lack of man hours available. Last month we talked about locating and cleaning the drains around the golf course. Most of that has been done and it has made a difference. 80 to 90 percent of the comments that we are hearing are that the course is in very good shape. There was some talk about putting an e-mail out to the members looking for anyone that might be willing to donate some time to filling divots on the tees.
- Discussion about new pin positions; will get feedback rest of year and then re-assess effectiveness heading into next year.

HOUSE – Restaurant, Pro-Shop & Social: Haas

- Lane Vance Recognition Update
 - Received quote from MasterCraft Memorials
- Friday Outing Review
 - Will look into shotgun off one side for smaller outings
 - Possible Saturday afternoons?
 - Premium pricing for Fridays? (Current rate is \$50 per player)

- Minimum # of players in outing include in contract
 - Better communication on when Friday tee times are available to members
- Club Cart Trail Fee Pass
 - Might be time to revisit this option for 2027. Would create additional revenue upfront and possibly increase revenue in Restaurant/Bar.
- Future Ideas
 - Simulators - Could create year-round revenue

PLANNING, PERSONNEL & MEMBERSHIP: Reeter

- Membership is in good standing
- Discussion about job descriptions and updating them as it has been awhile

ADMINISTRATIVE: Aaberg

- None

GENERAL DISCUSSION:

- Water dispenser in hallway; upgrading to a larger unit.
- Discussion of replacing fountain on 17th hole lake.
- Motorcycles and scooters are not allowed on golf course; reminder.
- Discussion about men's league for next year; need to get more members to keep course closed for it; recommend 2 man format but will discuss in offseason

NEXT BOARD MEETING

- Future Board Meetings:
September 23 – October 28
 - Other Significant Dates:
Membes Cup – October 10; Club Appreciation Day Oct. 11
-

The board meeting adjourned Executive Session at 8:20 p.m. on a motion by Mounce and 2nd by Tennison.

Respectfully submitted,

Randy Petersen

Randy Petersen, Secretary

				Jan - Jul 26	Jan - Jul 25	\$ Change	2026 Budget
Ordinary Income/Expense							
Income							
Gaming Income				7,559.61	5,776.60	1,783.01	15,000.00
Food Sales							
Banquet Food				63,347.00	69,534.85	(6,187.85)	115,000.00
Restaurant Food				97,666.60	80,291.37	17,375.23	145,000.00
Total Food Sales				161,013.60	149,826.22	11,187.38	260,000.00
100 Years Income							
100 Years Sales				0.00	75.00	(75.00)	0.00
Total 100 Years Income				0.00	75.00	(75.00)	0.00
Beverage Sales							
Alcohol				164,601.30	144,536.74	20,064.56	245,000.00
Banquet Bar Tab Sales				4,647.58	0.00	4,647.58	1,750.00
Soft Drinks				586.44	12,266.90	(11,680.46)	24,000.00
Total Beverage Sales				169,835.32	156,803.64	13,031.68	270,750.00
Cart Rental				130,560.76	98,646.49	31,914.27	225,000.00
Event Cart Rental				25,941.88	0.00	25,941.88	17,500.00
Private Cart Rider Fee				8,823.50	0.00	8,823.50	0.00
Cart Shed Rental				32,200.00	25,425.80	6,774.20	32,925.00
Club Repair				366.00	0.00	366.00	0.00
Entry Fees				524.00	(190.00)	714.00	1,500.00
Green Fees							
Event				62,290.00	71,216.00	(8,926.00)	108,000.00
Rain Checks Issued				(1,512.11)	(299.66)	(1,212.45)	0.00
Green Fees - Other				124,736.00	114,169.94	10,566.06	240,000.00
Total Green Fees				185,513.89	185,086.28	427.61	348,000.00
Handicap Fees				18,125.00	10,000.00	8,125.00	10,420.00
Hole In One Fees				5,300.00	5,430.00	(130.00)	5,800.00
Initiation Fees				0.00	6,580.00	(6,580.00)	0.00
Member Cart Repairs/Batteries				238.81	2,666.08	(2,427.27)	3,000.00
Membership Dues				506,035.00	474,675.00	31,360.00	535,000.00
Merchandise Sold - Softgoods				1,767.89	0.00	1,767.89	0.00
Merchandise Sold - Hardgoods				7,320.19	0.00	7,320.19	0.00
Miscellaneous Revenue				129.36	77.38	51.98	0.00
Mower Reel Sharpening				1,499.15	1,375.00	124.15	1,500.00
Queen of Hearts Income				0.00	87.50	(87.50)	0.00
Rebates				177.31	26.00	151.31	0.00
Rental Income				0.00	200.00	(200.00)	0.00
Trail Fees				25,912.50	19,625.00	6,287.50	23,725.00
Total Income				1,288,843.77	1,142,191.99	146,651.78	1,750,120.00
Cost of Goods Sold							
Cost of Merchandise Sold				9,583.44	50.00	9,533.44	0.00
Alcohol Service COGS				51,519.29	47,721.55	3,797.74	85,000.00
Alcohol Service/Delivery Fee				554.00	442.00	112.00	775.00
Soft Drink Service COGS				15,713.37	15,041.00	672.37	22,500.00
Food Service COGS				96,968.77	79,563.36	17,405.41	143,500.00
Credit Card Fees				19,189.98	17,497.64	1,692.34	30,000.00
Total COGS				193,528.85	160,315.55	33,213.30	281,775.00
Gross Profit				1,095,314.92	981,876.44	113,438.48	1,468,345.00

		Expense				
		Advertising	2,545.00	118.00	2,427.00	10,000.00
		Awards	0.00	888.65	(888.65)	2,000.00
		Bank Charges	421.20	434.80	(13.60)	625.00
		Cart Rental Expense	2,400.00	1,280.00	1,120.00	250.00
		Cart Rental Expense - Events	0.00	0.00	0.00	1,050.00
		Cash Over/Short	(423.37)	(631.44)	208.07	0.00
		CDGA Handicaps	18,810.00	0.00	18,810.00	6,850.00
		Chemicals and Fertilizer	64,683.27	65,245.12	(561.85)	67,500.00
		Cleaning Services	0.00	866.74	(866.74)	1,500.00
		Computer Expense	5,937.37	3,284.40	2,652.97	4,000.00
		Contract Services	0.00	73.00	(73.00)	500.00
		Entertainment/Decorations	1,010.14	10.71	999.43	500.00
		Fireworks	0.00	13,000.00	(13,000.00)	13,000.00
		Fuel	8,215.43	7,906.90	308.53	20,000.00
		Hole In One Expense	802.00	1,563.58	(761.58)	2,000.00
		Insurance				
		Commercial Package	20,582.78	16,862.82	3,719.96	35,000.00
		Workers Comp	3,413.58	2,899.18	514.40	10,000.00
		Insurance - Other	3,997.12	3,380.00	617.12	9,000.00
		Total Insurance	27,993.48	23,142.00	4,851.48	54,000.00
		Interest Expense				
		Finance Charges	3.12	30.43	(27.31)	0.00
		Late Fees	26.91	38.82	(11.91)	0.00
		Mortgage Interest	3,483.51	5,019.37	(1,535.86)	5,200.00
		Interest Expense - Other	10,861.26	12,523.52	(1,662.26)	18,500.00
		Total Interest Expense	14,374.80	17,612.14	(3,237.34)	23,700.00
		Janitorial	5,231.08	1,776.60	3,454.48	6,000.00
		Lease Expense	30,972.02	30,785.90	186.12	70,000.00
		Licenses and Dues	2,582.09	2,577.60	4.49	3,500.00
		Mileage/Fuel	66.13	0.00	66.13	0.00
		Miscellaneous Expense	120.81	6.80	114.01	0.00
		Misc Employee Expense	0.00	7,376.57	(7,376.57)	5,000.00
		Office Supplies				
		Postage	996.10	730.00	266.10	900.00
		Office Supplies - Other	1,429.35	2,937.81	(1,508.46)	4,500.00
		Total Office Supplies	2,425.45	3,667.81	(1,242.36)	5,400.00
		Oil & Lubricants	0.00	290.64	(290.64)	500.00
		Ornamentals and Landscaping	7,802.63	1,449.28	6,353.35	1,500.00
		Payroll Expenses				
		Telephone Stipend	375.00	100.00	275.00	600.00
		Commission/Bonus	4,000.00	2,600.00	1,400.00	10,000.00
		Full Time	212,865.35	214,511.55	(1,646.20)	331,500.00
		Insurance Stipend	2,884.65	961.55	1,923.10	5,000.00
		IRA Contributions	0.00	990.21	(990.21)	2,000.00
		Part Time				
		Bar/Servers				
		Overtime	1,100.26	848.01	252.25	
		Bar/Servers - Other	30,579.67	43,313.69	(12,734.02)	
		Total Bar/Servers	31,679.93	44,161.70	(12,481.77)	73,200.00
		Kitchen				
		Overtime	265.00	1,839.38	(1,574.38)	
		Kitchen - Other	27,309.00	32,365.00	(5,056.00)	
		Total Kitchen	27,574.00	34,204.38	(6,630.38)	62,800.00
		Part Time Overtime	538.36	283.69	254.67	
		Part Time - Other	128,141.37	123,968.84	4,172.53	216,550.00
		Total Part Time	187,933.66	202,618.61	(14,684.95)	352,550.00

			Payroll Taxes				
			Federal Unemployment	1,339.77	1,543.55	(203.78)	2,201.30
			Illinois Unemployment	20,554.97	15,439.80	5,115.17	23,313.70
			Medicare	6,592.66	6,692.33	(99.67)	10,869.03
			Social Security	28,189.32	28,615.47	(426.15)	46,588.00
			Total Payroll Taxes	56,676.72	52,291.15	4,385.57	82,972.03
			Tips Paid	0.00	0.00	0.00	
			Tips Reported	0.00	0.00	0.00	
			Total Payroll Expenses	464,735.38	474,073.07	(9,337.69)	784,622.03
			Penalties & Fines	3,500.00	587.00	2,913.00	0.00
			Portable Facility Rentals	1,707.00	1,800.00	(93.00)	4,200.00
			Professional Fees				
			Accountant	13,575.50	16,908.75	(3,333.25)	28,000.00
			Legal Fees	756.68	0.00	756.68	2,800.00
			Professional Fees - Other	0.00	2,800.00	(2,800.00)	1,000.00
			Total Professional Fees	14,332.18	19,708.75	(5,376.57)	31,800.00
			Real Estate Taxes	13,413.82	12,523.76	890.06	26,500.00
			Rental Expense	287.40	580.00	(292.60)	600.00
			Repairs and Maintenance				
			Building R&M	8,834.80	12,078.13	(3,243.33)	30,000.00
			Cart Shed	27.55	119.08	(91.53)	2,000.00
			Club Carts	4,532.22	7,063.82	(2,531.60)	7,500.00
			Equipment R&M	15,722.29	29,102.94	(13,380.65)	35,000.00
			Grounds				
			Sand and Soil	13,556.95	622.48	12,934.47	4,000.00
			Grounds - Other	6,335.60	25,804.85	(19,469.25)	25,000.00
			Total Grounds	19,892.55	26,427.33	(6,534.78)	29,000.00
			Irrigation and Fountains	11,021.06	25,694.27	(14,673.21)	16,500.00
			Member Carts	61.58	2,266.13	(2,204.55)	2,500.00
			Total Repairs and Maintenance	60,092.05	102,751.70	(42,659.65)	122,500.00
			Security System	1,069.53	990.29	79.24	1,800.00
			Small Tools and Equipment	1,580.93	654.41	926.52	700.00
			Special Event Expense	0.00	464.49	(464.49)	500.00
			Subscriptions	396.00	0.00	396.00	0.00
			Supplies				
			Banquet Supplies	44.92	1,074.59	(1,029.67)	1,500.00
			Bar Supplies	4,920.56	4,180.57	739.99	8,000.00
			Restaurant Supplies	13,062.26	9,036.71	4,025.55	16,000.00
			Supplies - Other	10,637.36	1,976.77	8,660.59	3,500.00
			Total Supplies	28,665.10	16,268.64	12,396.46	29,000.00
			Tech Support	6,008.76	4,902.73	1,106.03	8,500.00
			Training	688.00	0.00	688.00	0.00
			Trash Removal	2,790.00	1,851.74	938.26	3,800.00
			Travel	994.01	0.00	994.01	0.00
			Uniforms	0.00	2,166.38	(2,166.38)	2,000.00
			Utilities				
			Electric	26,185.64	17,623.72	8,561.92	47,500.00
			Gas	4,690.69	3,815.51	875.18	6,500.00
			Internet/Cable	1,734.63	2,777.36	(1,042.73)	3,800.00
			Telephone	1,478.41	448.68	1,029.73	1,500.00
			Water	1,319.29	1,066.62	252.67	2,100.00
			Total Utilities	35,408.66	25,731.89	9,676.77	61,400.00
			Total Expense	831,638.35	847,200.65	(15,562.30)	1,377,297.03
			Net Ordinary Income	263,676.57	134,675.79	129,000.78	91,047.97
			Other Income/Expense				
			Other Income				
			Credit Card Cashback Rewards	0.00	850.00	(850.00)	0.00
			ATM Commissions	159.00	158.00	1.00	0.00
			Donations Received				
			Fireworks Donations	12,450.00	9,406.25	3,043.75	10,000.00
			Total Donations Received	12,450.00	9,406.25	3,043.75	10,000.00
			Interest Income	470.61	1,510.97	(1,040.36)	1,000.00
			Sales Tax Discount	484.10	590.66	(106.56)	800.00
			Total Other Income	13,563.71	12,515.88	1,047.83	11,800.00
			Net Other Income	13,563.71	12,515.88	1,047.83	11,800.00
			Net Income	277,240.28	147,191.67	130,048.61	102,847.97

		Jul 31, 26	Jul 31, 25	\$ Change
ASSETS				
Current Assets				
Checking/Savings				
	HBT Hole In One x0135	485.92	570.45	(84.53)
	Heartland Bank MM x4368	1,923.74	91,491.59	(89,567.85)
	Heartland Bank x2126	12,848.18	(29,639.42)	42,487.60
Petty Cash				
	F&B	1,130.00	1,335.00	(205.00)
	Pro Shop	700.00	700.00	0.00
	Petty Cash - Other	735.33	529.63	205.70
	Total Petty Cash	2,565.33	2,564.63	0.70
	Total Checking/Savings	17,823.17	64,987.25	(47,164.08)
Accounts Receivable				
	Events A/R	60,652.76	15,681.47	44,971.29
	Employee Loan Receivable	80.00	0.00	80.00
	Accounts Receivable	0.00	1,581.08	(1,581.08)
	Total Accounts Receivable	60,732.76	17,262.55	43,470.21
Other Current Assets				
	Alcohol Supplies Deposit	0.00	60.00	(60.00)
Inventory Asset				
	Food	6,942.42	8,213.16	(1,270.74)
	Beverage	23,211.93	17,487.32	5,724.61
	Pro Shop Merchandise	0.00	0.00	0.00
	Total Inventory Asset	30,154.35	25,700.48	4,453.87
	Undeposited Funds	384.00	1,869.99	(1,485.99)
	Total Other Current Assets	30,538.35	27,630.47	2,907.88
	Total Current Assets	109,094.28	109,880.27	(785.99)
Fixed Assets				
	Accumulated Amortization	(4,315.00)	(4,315.00)	0.00
	Accumulated Depreciation	(4,388,496.00)	(4,317,194.00)	(71,302.00)
	Auto/Transport Equipment	8,000.00	8,000.00	0.00
	Buildings	737,004.00	737,004.00	0.00
	Closing Costs on Renovations	4,315.00	4,315.00	0.00
Depreciable Assets				
	West Dining Room HVAC 2026	8,500.00	0.00	8,500.00
	Kitchen AC 2026	8,500.00	0.00	8,500.00
	Well Pump 2025	12,176.75	0.00	12,176.75
	A/C Unit 2025	12,250.00	12,250.00	0.00
	Salamander	3,532.64	3,532.64	0.00
	Audio Visual System	11,072.46	11,072.46	0.00
	Cooling System for Walk-in	7,500.00	7,500.00	0.00
	Reach-in Freezer	4,475.17	4,475.17	0.00
	Depreciable Assets - Other	2,316,846.60	2,314,930.00	1,916.60
	Total Depreciable Assets	2,384,853.62	2,353,760.27	31,093.35
	Equipment and Tools	14,695.00	14,695.00	0.00
	Improvements	664,099.00	664,099.00	0.00
	Irrigation Control System	293,298.66	293,298.66	0.00
Machinery and Equipment				
	Stainless Steel Table	4,133.20	0.00	4,133.20
	2013 Yamaha Utility Cart	4,500.00	4,500.00	0.00
	Kitchen Equipment	13,566.91	15,966.91	(2,400.00)
	Machinery and Equipment - Other	976,187.00	917,647.00	58,540.00
	Total Machinery and Equipment	998,387.11	938,113.91	60,273.20
	Total Fixed Assets	711,841.39	691,776.84	20,064.55
TOTAL ASSETS		820,935.67	801,657.11	19,278.56

LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	60,526.44	37,856.37	22,670.07	
Total Accounts Payable	60,526.44	37,856.37	22,670.07	
Credit Cards				
Heartland Bank Visa	6,278.41	9,726.80	(3,448.39)	
Total Credit Cards	6,278.41	9,726.80	(3,448.39)	
Other Current Liabilities				
Cart Punch Card Payable	0.00	20,087.84	(20,087.84)	
Due to HBT for Error	0.00	126.24	(126.24)	
Rain Checks Outstanding	1,653.50	744.99	908.51	
Gift Cards Outstanding	13,135.71	24,899.46	(11,763.75)	
Payroll Liabilities	27,967.24	15,582.34	12,384.90	
Queen of Hearts Payable	937.50	500.00	437.50	
Sales Tax Payable	8,116.70	8,175.00	(58.30)	
Tips Payable	1,210.63	1,810.40	(599.77)	
Total Other Current Liabilities	53,021.28	71,926.27	(18,904.99)	
Total Current Liabilities	119,826.13	119,509.44	316.69	
Long Term Liabilities				
Irrigation Loan Payable x6094	244,601.32	280,421.25	(35,819.93)	
Heartland Bank Loan X5187	118,254.64	181,920.26	(63,665.62)	
Total Long Term Liabilities	362,855.96	462,341.51	(99,485.55)	
Total Liabilities	482,682.09	581,850.95	(99,168.86)	
Equity				
Opening Bal Equity	6,078.15	6,078.15	0.00	
Retained Earnings	48,210.15	61,627.54	(13,417.39)	
Stock (voting rights only)	6,725.00	6,625.00	100.00	
Net Income	277,240.28	145,475.47	131,764.81	
Total Equity	338,253.58	219,806.16	118,447.42	
TOTAL LIABILITIES & EQUITY	820,935.67	801,657.11	19,278.56	