



Minutes
Annual Meeting
Ely Golf Club Membership
Tuesday, September 17, 2019
6 p.m. - Ely Golf Club

ANNUAL BOARD MEETING:

Linda EVB called the Annual Meeting of the Membership to order at 6:05 p.m.

IN ATTENDANCE: Linda EVB, Kurt Soderberg, Bill O’Neil, Alexis Leitgeb, Mikey Lund, and Lori Casey. Also attending were Manager Tim Cooper and Superintendent Jake Curtiss.

MEMBERS: Only two;
 Barb Soderberg and Lolita Schnitzius

MINUTES of the Annual Meeting of September 11, 2018 were APPROVED 7-0: Moved by Kurt Soderberg, Second by Bill O’Neil. Barb Soderberg was the only member present at 6:05 pm.

VOTING COUNT BEGAN.

COMMITTEE REPORTS

President: Linda thanked outgoing board members for their service and staff and their hard work.

Treasurer’s Report: (Kurt Soderberg): In most respects, 2019 was a very good year for the Ely Golf Club. Despite serious concerns in the beginning of July after which some budget restrictions were considered, we are in much better shape financially than 2018 at this time. (continued)

Summary Balance Sheet and Profit/Loss Statement
September 16, 2019

	9/16/19	9/16/18	Difference
Checking Account	\$56,871.99	\$37,252.13	\$19,619.86
Savings Account	\$27,024.00	\$26,949.45	\$74.55
Cash on Hand	\$500.00	\$500.00	\$0.00
Total Cash and Savings:	\$84,395.99	\$64,701.58	\$19,694.41
Capital Fund	\$9,895.92	\$19,504.46	(\$9,608.54)
Youth Golf	\$7,694.95	\$10,175.78	(\$2,480.83)
Total Capital and Youth:	\$17,590.87	\$29,680.24	(\$12,089.37)
Total of All Funds:	\$101,986.86	\$94,381.82	\$7,605.04

Income	9/16/19	9/16/18	Difference
Greens Fees, Punch Cards, Specials	\$49,449.28	\$52,896.93	(\$3,447.65)
Hole sponsorships	\$2,400.00	\$0.00	\$2,400.00
Indoor Golf and Lessons	\$530.00	\$41.74	\$488.26
Membership	\$77,116.49	\$70,946.55	\$6,169.94
Leagues	\$3,053.00	\$4,979.32	(\$1,926.32)
Proshop Income	\$30,833.66	\$28,505.15	\$2,328.51
Rentals	\$22,467.09	\$19,625.22	\$2,841.87
Tournaments	\$19,953.55	\$1,150.14	\$18,803.41
Other Income	\$164.76	\$0.00	\$164.76
Subtotal:	\$205,967.83	\$178,145.05	\$27,822.78
Cost of Goods	\$19,329.80	\$18,431.86	\$897.94
Total Income:	\$186,638.03	\$159,713.19	\$26,924.84
Expenses			
Club Operations	\$58,164.95	\$53,854.83	\$4,310.12
Grounds Operations	\$72,978.29	\$62,339.44	\$10,638.85
Projects	\$752.93	\$845.02	(\$92.09)
Rental of Golf Carts	\$6,600.00	\$6,600.00	\$0.00
Youth Golf	\$12.45	\$156.65	(\$144.20)
Other Expenses	\$0.00	\$1.75	(\$1.75)
Total Expenses:	\$138,508.62	\$123,797.69	\$14,710.93
Other Income **	\$1,206.36	\$1,609.16	(\$402.80)
Net Income	\$49,335.77	\$37,524.66	\$11,811.11

** Does not include \$5,920 in Directed Donations to the Capital Fund

Here are some of the highlights & concerns:

1. We started the year with the significant contribution of \$3,000 from the Commercial League, augmented by a \$3,650 loan payment cancellation by the Ely Golf Foundation, to allow us to buy a great used grounds cart. Thanks to both for the donations.
2. The significant discounted membership offered this season led to an increase of more than \$6,000 over 2018. The question will be if we can retain those members? In addition the Board will need time to decide if a slight membership increase is needed in 2020 across all membership categories.
3. Paid greens fees were \$2,700 more than last season but with fewer punch cards sold due to the membership discount and less Sunday and Twilight Golf, our overall revenue in that account is lower by \$3,500.
4. Leagues fees and contributions were lower by about \$2,000 than last year, but there are contributions yet to come that may make us comparable to last year.
5. Pro Shop income and rentals are nearly \$5,000 better than last year.
6. The biggest positive for the year is following up on the Board's initiative to have more tournaments to benefit the Ely Golf Club, as implemented by the Events Committee. We added the Polish Delight Par Three and the Blueberry Ball Par Three that netted nearly \$3,000 in new income, plus the Soup Cup that was \$2,100 better than last year. In addition, the Senior Men's and Alta Meja tournaments brought in nearly \$2,000 to the club. But the biggest boost came via the Night Golf, with the salesmanship of Dale Franks, which will ultimately net more than \$8,700 to the benefit of the Ely Golf Club-after the pond aerator is deducted from the \$12,000 total. This category will be up by over \$13,000. The challenge will be keeping up in 2020.
7. The downside for the Club is that both Clubhouse Operations and Grounds Operations expenses are more than last year – Clubhouse by \$4,000 and Grounds by about \$10,000 - both amounts were budgeted, but still are increases. Some of those costs include normal inflationary increases for goods and services, but most are related to costs of staffing. We need to pay competitive wages in this tight labor market to continue to get the high quality employees that we have, who keep our facilities running. Cost reduction opportunities are limited with older equipment on the course that need costly repairs and fewer employees would only result in a lower quality product on the course and in the clubhouse.

Compared to last season at this time we are more than \$15,000 better off at this time, but there are some deferred maintenance items pending that will spend some of this extra income. It is still a good end to the season for the Ely Golf Club.

Events Committee: Soup Cup Income was \$5,219.38, Expenses \$3,734.55, with a profit of \$1,484.83. Thanks again to Hand Done Tee Shirts for a \$1,500 donation. Night Golf Income was \$14,795.69 thanks to numerous sponsors. Expenses were \$6,048.62 leaving a profit of \$8,747.07.

Superintendent Report and Notes:

Jake Curtiss provided Lori an estimate of \$1000 to expand the tee box on hole #6. Lori will pass this along to the women's league.

Due to the amount of precipitation this season the crew spent more hours mowing than in past years which limited the amount of time available for other building and ground projects. Jake is

extremely happy with how his crew worked to keep up with daily maintenance task this season. The greens remain in great condition.

Completed: 1) Cultural practices have been phenomenal this fall so far. We verticut tees/greens and aerated tees/fairways. 2) Seeded thin areas and tee boxes. 3) Topdressed sand into greens multiple times.

Work to Come: 1) We continuing to verticut and sand greens 1x/week as opposed to a large aeration event. Not coring greens allows for better play instead of having a rougher surface with holes everywhere. 2) Tee box projects to expand and level tees. 3) Will core aerify approaches and solid tine aerify the fairways again. 4) Other projects to be determined according to budget.

Concerns: Head gasket went out in the oldest Workman Utility cart. The motor is discontinued and parts are hard to find. We could possibly repair in shop but might have to send out to Toro.

Building & Grounds: The project work list needs to be prioritized each year and a new coordination plan shall be developed between the Building-Grounds Committee and Superintendent. The top building priority is the removal of the shelter by #4 green.

Manager Report (Tim Cooper):

We had a really good 2019 in the clubhouse. With the exception of punch cards our income was up in every category. I believe myself and the clubhouse staff did the best we could to make coming to the club a great experience. I received dozens of compliments from both members and guests on the clubhouse and staff. I would like to add Jake also received dozens of comments on the condition of the course through our staff because he does not get the opportunity to interact with guest as much as clubhouse employees.

The white board I brought in this year listing calendar events was a big help in keeping people in the know. I did not get one complaint from members saying they were not informed about an event and or league time.

In an effort not to end up with extra beer, wine, pop, candy and food I am not ordering anything more this year and then, I will be putting all alcohol on sale. I will make sure we have water. If there is something else besides water that anyone believes I should have in stock, let me know.

Clubhouse Closing: Last year I close the clubhouse on October 1st and I think we should do the same this year. It was decided, Monday, September 30th, will be the closing date, weather dependent.

This year all clubhouse employees receive raises to bring them up to the going rate in Ely. Also we open the club earlier. As the result, you can see, payroll is up from 2018. With that said, even though the board voted on a raise for me this year, I did not take it. In fact by the end of this 2019 season my personal income will be the same or possibly less than last year.

Overall, I am very pleased with how things turned out in 2019!

Handicap Committee: Lori will speak with Terry Cooper about investigating the actual measurement system used by Minnesota Golf Association for tee setup. The local rules are posted on the bulletin board in the clubhouse.

Youth Golf: You golf had 55 students signed up and ended with 51. All went well!

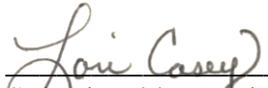
Advertising: A Meetup App was piloted by Alexis. www.meetup.com The app will be suspended on October 1st and the board will discuss its future next season. Alexi also informed the board that golf course kiosk signs are getting thousands of hits from its QR bar code.

NEW BUSINESS: VOTING ENDED: 6:31 after several checks due to a tight election.

Election Results: Sixty nine (69) ballots were cast out of a possible 162. Thank you to the following for agreeing to run for the board: Don Williams, Linda Enquist VandenBranden, Justin Vlotho, Kurt Soderberg, Victor Modjeski, Ken Hegman and Scott Drechsler. Congratulations to the winners: Scott Drechsler, Linda EVB and Victor Modjeski. Tim will contact the winners by phone tomorrow.

NEXT MEETINGS: Next Annual meeting ~~September 15, 2020, 6 p.m.~~ This was changed to September 14, 2020 in August of 2020. September 25, 2019, 5 p.m. will be the reorganizational meeting of the Board. Both meetings in the clubhouse.

ADJOURNMENT: By President EVB



Submitted by Lori Casey

Approved at 2020Annual Meeting: September 14, 2020