



AGENDA  
ELY GOLF CLUB  
MONDAY, FEBRUARY 20, 2023  
3:00 p.m. – GRAND ELY LODGE

Board of Directors

The meeting was called to order by President Clewett at 3:04 p.m.

**MEMBERS-BOARD-EMPLOYEES PRESENT:** Scott Drechsler, Louie Gerzin and Tim Cooper; by phone Len Clewett, Frank Guldbrandsen, Adam Hagin and Lori Casey. Absent: Linda Enquist VandenBranden. Golf Club members in attendance: Curt Johnson.

**MINUTES:** October 5, 2022 – Closed Evaluation and Reorganizational Meetings were both approved 6-0 via motion of S. Drechsler and seconded by L. Gerzin.

**NEW & OLD BUSINESS**

**A. President Report – Len Clewett**

1. Employee: Tim Cooper and Justin Hirdler have agreed to their 2023 contracts. Tim prefers a one year contract and Justin is completing the third year of a three year commitment. Both employees received above average evaluations and were praised for management and performance of their staffs. Additionally, Hirdler was commended for exceptional course maintenance and Cooper for his praiseworthy clubhouse management.
2. Overview: In 2022, with the help of donations, the club purchased a rough mower at approximately 13K, a pond aerator, new entry sign and replaced the damaged flag pole.
3. Budget: As in past years, management set a 2022 profit goal of 10k. This goal is based on a plan to save money to counteract loss of revenue due to declining membership and increasing expenses. Often there are surprise expenses that pop up so planning and saving for the unknown is important as well. Financials are displayed on page 3.
4. Clubhouse Deck: The intention to replace the clubhouse deck is still on the project list. It is hoped quotes will be received by early summer.

**B. Treasurer's Report/Finance Committee/Event (Len Clewett)**

1. Finance Committee: This Committee met before Christmas. They proposed membership and cart/trail increases at roughly 10% with green fees and cart fees raised another dollar. The club has not had an increase in membership for at least 6 years. The fee changes are needed to balance inflation cost and declining profits. The cost of leasing motorized carts will hit us hard this season. In 2023 the club will pay an additional \$2,700 for the lease. The \$150 per car rate was thoroughly researched by Cooper and he quickly discovered this was the best rate to be had. The finance committee also proposed repeating the raffle, offering a punch card at the green fee rate and agreed with the Events committee to add another tournament.

2. **Board Action:** Board members had the opportunity to review the fee changes prior to the meeting. Gulbrandsen moved to accept the recommendations of the Finance Committee as printed with a second by Hagin. Discussion: Cost of living was up 8.7%, we lost 9.2% in membership fees and in other categories as well. Cost of goods, cart rental and clubhouse operations grew. Green fees might be increased another dollar. Should there be a cart punch card?

Gulbrandsen agreed to amend the motion to accept the finance committee's fee increases and a \$2 increase in green fees as proposed by the manager and board. Motion approved 6-0.

C. **Superintendent and Building & Grounds Reports**

Discussion of Board & Grounds Committee:

Ground operations costs were slightly less than in 2022 and good news, the clubhouse and grounds expenses should remain about the same in 2023. There is a need to obtain the cost of hiring a professional to evaluate and estimate irrigation improvements. We also need a quote or cost for t-box improvements, cart path repair/extensions and other projects deemed important by the superintendent and manager.

MEMBERSHIP TYPE		2022 FEE	2023 FEE
New Incentive	Adult	\$299	\$339
	Couple <sup>2</sup>	\$598	\$639
Renewal Incentive	Adult	\$349	\$389
	Couple <sup>2</sup>	\$698	\$739
	Adult	\$414	\$465
	<sup>2</sup> (two persons) Couple <sup>2</sup>	\$747	\$799
	Student	\$118	\$130
	Cart Storage	\$140	\$150
	Trail	\$100	\$125
9 - per seat	Cart Member	\$9	\$10
18 - per seat		\$12	\$13
9 - per seat	Cart Non Member	\$12	\$13
18 - per seat		\$16	\$17
9 hole	Green Fees	\$22	\$24
18 hole		\$30	\$32
9 hole	Pull Cart	\$4	\$4
18 hole		\$6	\$6

D. **Manager's Report** – Tim Cooper

1. Year-end quarterlies were completed and filed in January with W-2's sent out to all employees. Licari and Larson year end taxes completed. The Club switched to Treehouse broadband for our internet services in January. All bank accounts reconciled through January and U.S. Census completed and filed in February. No Indoor Golf due to many additional hours required of the manager to install yet another point of sale update from GolfNow.

2. There is a clause in the manager's contract to pay for approved hours beyond his start and end dates however, for several years the manager has donated many additional hours (unpaid) to help save the club money. Because of recent point of sale updates needed again this year, Cooper requested assistance in completing a few preseason tasks. Four board members will assist.

3. Discussion: The manager stated we need to replace some rental clubs. It was suggested we investigate the purchase of used higher quality clubs from local resorts or private clubs and improve the merchandise quality available to patrons. Volunteers were obtained.

- E. **Youth Golf:** Len Clewett is the new chair of this activity. Camp will take place June 13– 16 from 8:45 to 11:15. Several sets of clubs are expected to be replaced.

**NEXT MEETING:** To be determined in early April. [Next meeting - May 16, 4:30]

**ADJOURNMENT:** The meeting was adjourned at 4 p.m. by President Clewett.

Submitted by Lori Casey, Board Secretary

Approval Date: \_\_\_\_\_

<b>SUMMARY BALANCE SHEET &amp; PROFIT/LOSS STATEMENT</b>			
<b>YEAR END – DECEMBER 2022</b>			
<b>ASSETS</b>	<b>Feb 2, 2023</b>	<b>Feb 2, 2022</b>	<b>Difference</b>
Checking Account	\$9,490.45	\$19,189.49	(\$9,699.04)
Capital	\$43,801.77	\$56,747.79	(\$12,946.02)
Savings	\$43,226.72	\$43,145.08	\$81.64
Youth Savings	\$7,344.82	\$7,344.82	\$0.00
Cash on Hand	\$1,000.00	\$500.00	\$500.00
Petty Cash	(\$1.00)	(\$1.00)	\$0.00
<b>TOTAL CHECKING/SAVINGS</b>	<b>\$104,862.76</b>	<b>\$126,926.18</b>	<b>(\$22,063.42)</b>
<b>INCOME</b>	<b>Jan-Dec 2022</b>	<b>Jan – Dec 2021</b>	<b>Difference</b>
Green Fees	\$64,351.26	\$57,082.38	\$6,523.88
Punch Cards	\$3,729.45	\$4,442.46	(\$713.01)
Twilight Golf	\$1,817.05	\$2,830.91	(\$1,013.86)
<b>Total Green Fees</b>	<b>\$69,897.76</b>	<b>\$65,100.75</b>	<b>\$4,797.01</b>
Total All Leagues & Youth Golf	\$6,520.30	\$6,468.00	\$52.30
Adult Membership	\$25,740.39	\$26,980.94	(\$1,240.55)
Couples “	\$13,446.00	\$16,433.06	(\$2,987.06)
Student “	\$944.00	\$1,652.00	(\$708.00)
Other Membership-Incentive etc.	\$20,894.72	\$21,037.21	(\$142.49)
Cart Shed Fee	\$8,470.00	\$9,995.20	(\$1,525.20)
Trail Fees	\$7,450.00	\$8,595.32	(\$1,145.32)
<b>Total Membership/Fees</b>	<b>\$76,945.11</b>	<b>\$84,693.73</b>	<b>(\$7,748.62)</b>
Total Pro Shop Income	\$28,738.86	\$38,622.43	(\$9,883.57)
Total Pro Shop Cost Goods (minus)	\$24,309.61	\$18,941.37	\$5,368.24
Total Rentals – clubs, cart, pull	\$39,060.22	\$34,754.46	\$4,305.76
Total Tournaments	\$12,709.16	\$14,607.76	(\$1,898.60)
<b>GROSS PROFIT</b>	<b>\$209,561.80</b>	<b>\$225,305.76</b>	<b>(\$15,743.96)</b>
<b>EXPENSES</b>			
Total Club Operations	\$85,448.05	\$81,505.51	\$3,942.54
Total Grounds Operations	\$116,440.93	\$119,870.23	(\$3,429.30)
Total Projects	\$82.30	\$1,721.64	(\$1,639.34)
Total Rental Expenses	\$11,700.00	\$10,800.00	\$900.00
<b>TOTAL EXPENSES</b>	<b>\$213,671.28</b>	<b>\$213,897.38</b>	<b>(\$226.10)</b>
<b>NET ORDINARY INCOME</b>	<b>(\$4,109.48)</b>	<b>\$11,408.38</b>	<b>(\$15,517.86)</b>
Total Income Expenses – Raffle, SBA, Insurance, Donations, Interest Income & Refunds	\$7,529.37	\$57,149.29	(\$49,619.92)
Other Expenses (Minus)	\$140.00	\$196.70	(\$56.70)
<b>NET OTHER INCOME</b>	<b>\$7,389.37</b>	<b>\$56,952.59</b>	<b>(\$49,563.22)</b>
<b>NET INCOME</b>	<b>\$3,279.89</b>	<b>\$68,360.97*</b>	<b>(\$65,081.08)</b>

\* (2021) \$51,530.00 included the SBA Loan & Insurance claim