

Fox Valley Golf Club
Board of Directors Meeting Minutes
Monday June 25, 2018 7:15pm at the Club

Present: Ed Bekx, Jon Wittmann, Mike Zimmer, Josh Hounsell, Brandon Warman, Cindy Roberts, , Dan Haak, Bob Zarter, Steve Nockerts, Scott Bushman

Excused: Rich Scott, Jason Haack

Absent: None

Minutes: Minutes of the May 21, 2018 board meeting were approved.

Correspondence: The suggestions from the suggestion box were read and sent to the appropriate committees

Treasurer Report: The written treasurer report was e-mailed to all board members.

Fox Valley Golf Club
Treasurer's Report
June 25, 2018

From: Rich Scott
Treasurer

The treasurer's report is for the first seven months of fiscal 2018 which are November through May of 2018.

Executive Summary:

Total net income for 2018 when compared to 2017 is about \$61,000 ahead of last year. However, we are probably closer to last year because there has not been an inventory taken on the pro shop. However last year we showed about \$6,000 of inventory in the pro shop, this year it is about \$24,500 which is closer to normal. Therefore if the inventory is adjusted for last years low inventory number we are closer to \$43,000 over last year at this time.

Total dues revenue for 2018 when compared to ending dues for 2017 is about \$19,500 ahead of last year at this time. Total revenue is up down over last year by \$13,600.

Bar and dining total revenue is down by \$17,300 over last year at this time.

Green Fees are down over last year at this time about \$3,600, and cart rental is down about \$10,100, which is all due to the late opening and weather in April. Our pro shop sales are down from last year by \$1,600.

Total overall expenses are down about \$70,000 this year, most of that is weather related.

Estimated projection of where the club will end up at the end of 2017 is that we will be at about a break even or small profit. I hope that June, July and August will continue to show improvements over last year.

Detailed Report:

We had dues revenue in 2017 of approximately \$498,900. This year total dues revenue is about \$518,500. Which is an increase of about \$19,600. I do not have final membership numbers yet, as we were receiving payments for new members in early June, as well as still adding members late into June. We will finalize membership numbers in the July Treasurer's Report but I think we will be a little ahead of last year's membership numbers.

The membership marketing group has been working on additional ways to bring in new members and revenue to the club. Their ideas and efforts will be continuing throughout the year to increase the membership of the club. I would like to thank those members for their efforts as we continue to move the club forward financially in 2018.

Comparing 2018 to 2017 through the first seven months of our fiscal year, our net income when compared to last year at this time is about \$61,000 ahead of last year. However, we are probably closer \$43,000 ahead of last year because there has not been an inventory taken on the pro shop in May of 2017.

The bar area has produced a profit for the first seven months of about \$1,600. Last year the bar area had a profit of about \$11,400 at this time, so we are down in profit around \$10,000. In the dining area, we have a loss of about \$31,000 in 2018 versus a loss in 2017 of \$29,000. Putting bar and dining together we are behind in profit about \$12,000.

Course costs for the first seven months of 2018 are down about \$14,800 over last year. The course area though is still running normally though and I have no concerns in that area. In the pro shop area we are down about \$3,200 in net income from last year. Pro shop merchandise sales are down by \$1,600 over last year at this time. Our loss in the pro shop is about \$3,300 year to date. Last year at this time we had a loss of \$34,300, however that loss last year was overstated because we only had \$6,000 of inventory and it was most likely closer to \$24,000 or so. So that had means last years loss was probably about \$16,000.

In the administration area of the club we are running less than last year, by about \$10,000.

Our line of credit at May 31, 2017 was zero and we had cash of \$191,000. Last year as of May 31, 2017 we were at zero on the line and cash of \$164,000. Our mortgage debt is down over last year by \$70,000. We had a decrease in member notes as well of another \$40,000. Therefore our long term debt is at about \$110,000 at this time. We are also under \$323,000 on the mortgage as well at this time.

Summary:

May 31, 2018 is a very good indicator of where the club will end up for the fiscal 2018 year. We are seven months into the year now and have a pretty good idea of where we will be as far as dues and established club revenue.

I have looked at the loss we normally have over the last five months of the year and using the last five months of fiscal 2017 as a guide, I am hoping we can end up with a break even year to a small profit. The weather and member participation will play a large role in where we end up at the end of October of 2018

From a cash flow standpoint, we will be adding about \$150,000 for the tee box project as we were approved for the loan on the tee box project. We will pay down or normal debt we have had in the past in the \$90,000 to \$100,000 range for the year. However, as we move forward during the next three months we can continue to do better than expected if we continue to attract new members, increase bar and dining revenue, and increase play from outside of the current membership. We are going to need to look at our expenses closely the rest of the year and also as we start budgeting for 2019 with regard to pricing for dues and expenses.

Thanks again to all those who have done so much for the club and will continue to do so.

Greens and Grounds: Scott Bushman reported that the greens had been verticut 3 times and they were spiked and top dressed twice. Sand has been added to bunkers and will be continuing throughout the year. 13 key Ash trees were treated at an approximate cost of \$1000.00. Gary Evers loaned the club the kit to treat the trees. Thank you Gary.

The tee box committee presented drawings and designs to the board updating the board on the progress of the project. The Fox Future Fund will kick off the Wow Factor fundraiser for to beautify holes number one and ten to create a wow effect.

Golf Activities: no report

Building Committee: Josh Hounsell reported that the parking lot needs more light and new LED lights will be added.

Business Development and Marketing Committee Report: None

Policy, Bylaws and Member Service Committee: None

Personnel: Staff issues will begin in September as employees will have school priorities.

Old Business: The board discussed a package deal for charity events.

New Business: None

Next Meeting: The next board meeting is scheduled for Monday July 30th at 7:15pm at the club.

Adjourn: Motion by Haak with a second by Warman. M/C

Executive Session: None

Respectfully Submitted:
Edward Bekx
Secretary to the Board