

Fox Valley Golf Club
Board of Directors Meeting Minutes
Monday February 11, 2019 7:15pm at the Office of Kerber Rose

Present: Mike Zimmer, Josh Hounsell, Brandon Warman, Dan Haak, Cindy Roberts, Rich Scott, Jason Haack, Ed Bekx, Scott Bushman, Jeremy Wilkinson, Mike Zwiebel, Mike Faggio

Excused: Jon Wittmann

Absent: None

Minutes: Minutes of the 2018 Annual stockholder meeting were approved.

Correspondence: None

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

Fox Valley Golf Club
Treasurers Report
January 31, 2019

Rich Scott, Treasurer

Total Revenue when compared to last year at this time is \$439,092 versus \$410,598. An increase of \$28,494. The largest increases are in Bar Revenue being up \$12,500 and Dining revenue being up \$11,000 and dues collections so far being up \$2,800. Those three items account for \$26,300 of the revenue increase.

Our expense are up as well in Cost of Goods sold by \$38,042 of which the largest increases are in Labor costs including payroll taxes are up \$23,703 over last year at this time. We have also increased our purchases as well in bar and dining by over \$11,194. So of the \$38,042 increase in Cost of Goods Sold, \$34,897 is in labor and purchase in dining and bar. Our costs in dining are running about 55% of sales. Hopefully we can get that closer to 50% or lower. Our cost in the bar are running a little high as well. We are at 41.8% percent and historically we should be around 32 to 33%. So we need to look at pricing in this area as well, since our margins seem to be a little off of historical.

The Bar on its own is currently at a profit of \$6,300 versus last year we had a loss of \$900 through January. Dining we are at a loss of \$17,200 versus last year at this time it was \$13,100 loss. Therefore we have a \$4,100 greater loss in the dining area through January when compared to last year but our bar net income is up \$7,200 over last year. So when the operations are combined we are about \$3,100 ahead of that year at this time from a net income basis.

From a cash standpoint we have at the end of January about \$266,578 of which we also had \$130,373 on the line of credit. Last year at this time we had \$210,985 in cash and also had

\$134,565 on the line of credit. So we are about \$60,000 ahead in cash for 2019 so far through January and our receivables are about \$89,000 lower this year than last year at this time.

My feeling is we are very close to last year at this time of the year. We have a lot of work ahead of us as we move forward and I hope the ground hog is right and spring comes early!!!

Greens and Grounds: Scott Bushman reported that he ordered a new product that treats the soil for the new tee boxes. He reported that there is flood water in the maintenance shed which has been getting worse. He is looking for any reasons, options to solve the problem. The board had a discussion on a section of artificial tees for the range to protect the range tee area at certain times.

Golf Activities Committee: Jason and Jeremy reported that the demo fitting days will be scheduled with event days to increase participation. The golf ball promo, local rule changes and the new slope and ratings will come out soon. The activities committee will meet this Thursday to develop this year's schedule. Events may be moved to later dates so the new tee boxes can be used.

Building Committee: Some new equipment has been installed in the kitchen and the kitchen has been cleaned and organized. The new well pumps will be coming at the end of the month. We will need some new flooring in Mike Faggio's office and down the steps into the basement.

Business Development and Marketing Committee Report: Josh Hounsell shared some of the data from Baer Marketing regarding our website. Marketing efforts will continue with a \$5000.00 budget for the upcoming year.

Policy, Bylaws and Member Service Committee: None

Personnel: Staff hiring is continuing.

Old Business: None

Bar and Dining Committee: The committee has been meeting and the hours of operation for the bar and dining and menu items are getting finalized. Special events like Mother's Day, Wine and beer tastings etc are in the planning stages. Uniforms, name tags and equipment needs have been discussed. A motion was made by Dan Haak with a second by Josh Hounsell to allow the bar and dining committee to make decisions for the board regarding bar and dining operations with expenditures not to exceed \$500.00. Expenditures over that amount will need board approval. M/C.

New Business: None

Next Meeting: The next board meeting is scheduled for Tuesday April 23, 2019 at 7:00pm at the Club.

Adjourn: Motion by Hounsell with a second by Roberts. M/C

Executive Session: Requested

Respectfully Submitted:
Edward Bekx
Secretary to the Board