

Meeting Minutes

New Prague Golf Board

Tuesday July 24, 2012

New Prague Golf Club

The meeting was called to order at the New Prague Golf Club at 6:45pm by Curt Guerrette, with the following members present: Jenna Tuma, Mark Bartusek, Scott Johnson and Tom Mach.

City Staff present – Administrator Johnson

- Approval of minutes from June 26, 2012 meeting
 - Board Member Johnson made the motion to approve minutes (M – Johnson, 2nd – Bartusek), motion was carried 5-0.
- Approval of claims for payment. Bartusek made motion to approve claims for payment (M – Bartusek, 2nd – Board Member Johnson), motion was carried 5-0
- June 2012 financial reports (Income Statement and Balance Sheet). Mach made the motion to approve the financial reports: (M – Mach, 2nd – Board Member Johnson), motion carried 5-0
- Administrator Johnson reviewed the Financials YTD through June 2012 (revenues, expenses and profit/loss summary)
 - 2011 Net Operational (operating profit/loss) – \$110,000 improvement vs 2010
 - Reduced overall expenses by 16%
 - 2012 Revenues through June (+ \$71,500 higher vs 2011)
 - Golf Operations Revenue (+ \$48,500 higher vs 2011)
 - Food & Beverage Revenue (+ \$23,000 higher vs 2011)
 - Expenses – slightly higher vs 2011, but on-track per 2012 Approved Golf Course Budget
- Brod provided Membership Summary to Golf Board (2010, 2011 and 2012)
 - 2010 (182 members – \$168,000 membership revenue)
 - 2011 (229 members – \$162,000 membership revenue)
 - 2012 (252 members – \$178,000 membership revenue)
 - Since February 2011 (17 months), memberships are up 40% and the membership revenue has increased. The Golf Board, in 2010, created additional memberships at lower rates during the Budget Planning Process for the 2011 Golf Season. This has created more activity at the Golf Club, which has helped drive-up other revenues (ie Cart Fees and Food & Beverage)
 - 2011 Revenues (through June 2011)
 - Carts – \$37,000
 - Food & Beverage – \$80,000
 - 2012 Revenues (through June 2012)
 - Carts – \$49,000
 - Food & Beverage – \$103,000
 - Brod and Ruehling proposed a 3 for 300 Membership Plan to the Golf Board during the Budget Planning Process in 2011. The Golf Club has added +23 members through June of 2012 compared to 2011 and have the plan to achieve 300 members for the 2014 Golf Season. Achieving the 300 members will allow the Golf Club a better opportunity to cash flow the operations.

- TV Pricing Review
 - Board Members Kallal and Guerrette prepared and presented a proposal for Golf Board Review. Golf Board reviewed proposal and Mach made the motion for the purchase of TV's at the approved \$3500 budget or lower (M – Mach, 2nd – Board Member Johnson), motion carried 5-0

- Miscellaneous
 - Create 'new' revenue line items to track the following revenue sales items (Brod to work with City Staff)
 - Special Order Clothing / Merchandise
 - Private Cart Repairs
 - Accounts Receivable questions – Brod to investigate process for finance charge

- Motion to adjourn at 7:52pm (M – Tuma, 2nd – Bartusek), motion carried 5-0

Respectfully Submitted,
Wade Brod
Kurt Ruehling