

ROLLING HILLS COUNTRY CLUB, INC.

BOARD MEETING: MONDAY, NOVEMBER 13, 2023

BOARD MEMBERS PRESENT: Bill Holstein, Jim Francis, Earl Reuter, Mary Garrison, Bob Harger, Dylan Earnest, Don Moon and Cherlyn Eppenauer

BOARD MEMBER ABSENT: Steve Yoder

OTHERS PRESENT: Steve Nolawski, Connie Goetze, Pam Huschle and Keith Loethen

Donald Moon, President, presided over the meeting.

Donald Moon read a letter of resignation from the board from Steve Yoder. Donald Moon appointed Keith Loethen to fill in Steve Yoder's place.

Bill Holstein made the motion to approve the minutes of the October 9, 2023 meeting and Mary Garrison seconded the motion. The vote was a unanimous yes.

TREASURES REPORT: Cherlyn Eppenauer gave the following report.

AS OF 10-31-2023

CITIZEN'S BANK \$4075.84

CENTRAL BANK \$2586.78

PROJECT BANK \$4233.59

LINE OF CREDIT \$6934.45 AVAILABLE

Keith Loethen made the motion to approve the treasures report and Jim Francis seconded the motion. The vote was a unanimous yes.

MANAGER'S REPORTS: Steve Nolawski gave the following reports.

Financials: October was another amazing month and it has carried into November. We still have a couple high schools that have not paid, but we are knocking the list down.

Dues: Exceeded budget by \$115. As I have said before, it is a plus

Carts & Green Fees: We exceeded budget by over \$5300 and had a bunch of really special days', just beautiful weather and people enjoying great days of golf.

Range: Exceeded budget by \$186.

Food & Liquor: Of course, with all the great weather, we had another good month. We were \$3000 over budget for the month. Of course, that also means the cost of goods side will also be well over for the month. This is still a net improvement of about \$1,500.

Expenses: This time of year is all about paying off this year's bills and making payroll. This is what we have focused on and we are making big piles much smaller. It is really wonderful to have a great fall to wrap up the year.

You will notice two additional lines on our P and L, one for income from customers paying us for cart damage and the other for the expense of the repairs. These will balance out by the next month. We have had the cart repaired and paid the tow bill. The driver wrote us a check for the estimate and a second check for the remainder when the repairs came in a bit higher.

A few summary items: We were budgeted to have lost nearly \$19,000 through October. This year we are at a loss of \$70.45.

The Club's income is up \$86,973 over budget. This is a 25% increase in income.

In comparison to last year's actual numbers and not our budget, we are \$87,635.58 ahead in gross income. And last year we had a loss of \$11,057 through October.

MEMBERSHIP

We have a net gain of one member.

We have one drop: Willie James – Gates

We have two adds: Martin & Shiela Cleason – Family Platinum

Riley Sopko – Annual Pass

MANAGER

Coming up:

November 15 Wednesday Night Dinner

December 2 Fire Protection Christmas Party

December 3 Christmas Open House

December 20 VHS Coaches Christmas

Golf Course: Most of the hours have been spent on mowing greens and blowing and mulching leaves.

We are still running irrigation a couple times a week and will continue to do so until we see a hard freeze and some rain coming. Have spoken with Dexter Pump and we have our plan for shutting the system down when that time comes.

Dues & Budget: I sent the board our current listing of memberships etc. and suggestions for next year.

Ask far as other pricing, I only see a couple of adjustments being made.

Dinners – We have made the bump to \$12 from \$10.

Green Card Rate –When golfers use the green card here they will pay \$22 next year.

Twilight Rates – We have been \$23, I suggest moving to \$25 starting in the spring.

Beer may need to be adjusted, but mainly for non-member pricing.

I have started on the budget. I believe it will be our first balanced budget. Of course, we will be basing it on this year's income for the most part and any adjustments we make. But we are on pace to finally net out to a balanced budget.

Fairway Mower: We need to commit to the fairway mower at least in theory, if we want to do it. We have nothing to sign yet. But here is the situation. Delivery is running 5-7 months, so we need to give them a heads up.

Current unit is near dead. We would need to spend a minimum of \$3000 to make it through next season. New reels, hoses, etc. etc.

We can lease a unit that is coming off of a 4-year lease, so it is a 2019 or 2020. They will give us a 1 year warranty on a 4-year lease. The cost is about \$880 per month. We would not start that until May or June.

When we started the current equipment lease we had 5 notes on pieces of equipment. We have eliminated 4 of those notes that we paid \$777 per month.

In addition, the final piece of equipment that we financed will be paid off in June, eliminating another \$382 per month in payment. So, while it is another lease payment and it is expensive, it is still similar to what we were paying a few years back when we started this lease.

So, as of July we will not have any notes on equipment, only lease payments.

I also believe that the new unit will save a couple hours minimum per week in moving time. The current one was just worn out and slow, simple as that.

I also believe we will get something for the old one even in scrap. I also plan on having a March or April fundraising event, something cheap and fun that may raise a payment, making the first year pretty cheap.

Bill Holstein made the motion to approve Steve Nolawski's reports and Cherlyn Eppenauer seconded the motion. The vote was a unanimous yes.

NEW BUSINESS:

The board discussed the fairway mower. Bill Holstein made the motion to go ahead and begin the process of leasing a John Deere 2019 7700A fairway mower for 48 months to start in the spring of 2024 at approximate \$880 per month and Earl Reuter seconded the motion. The vote was a unanimous yes.

Medicare Advantage – for golfing, could offer an opportunity for new or additional business.

Tees - use pavers and mark the cart path to replace the current pink tees.

Dues – 2024 After a great deal of discussion it was thought that a slightly larger dues increase was needed to offset some of the minimum wage increases and the effects of inflation. A motion was made to increase family & single platinum by \$3 per month and associate/discounted platinum by \$4 per month. The annual pass would increase to \$329. | This motion was made by Mary Garrison and seconded by Bill Holstein. The vote was a unanimous yes.

Donald Moons brother has equipment to clean up trees – offer his brother memberships for Jason and Andy Moon in trade out for the use of this equipment. Keith Loethen made the motion for Donald Moon to make this offer to his brother and Bill Holstein seconded the motion. The vote was a unanimous yes.

Keith Loethen made the motion to put the board minutes on our websight and Bill Holstein seconded the motion. The vote was a unanimous yes.

OLD BUSINESS: NONE

Bill Holstein made the motion to adjourn and Cherlyn Eppenauer seconded the motion. The vote was a unanimous yes.

Connie Goetze - Secretary