

**ROLLING HILLS COUNTRY CLUB, INC.**

**BOARD MEETING – MONDAY, JANUARY 13, 2025**

**BOARD MEMBERS PRESENT:** Cherlyn Eppenauer, Dylan Earnest, Jim Francis, Bill Holstein, Gene Hirst, Ron Naber Earl Reuter and Mary Garrison

**BOARD MEMBERS ABSENT:** Don Moon

**OTHERS PRESENT:** Steve Nolawski and Connie Goetze

Bill Holstein, President, presided over the meeting.

Mary Garrison made the motion to approve the minutes of the December 9, 2024 meeting and Jim Francis seconded the motion. The vote was a unanimous yes.

**Treasures Report:** Cherlyn Eppenauer gave the following report.

**As of 12-31-2024**

Citizen's Bank	\$7,567.81
Central Bank	\$2,247.41
Project Account	\$2,155.72
Line of Credit	\$19,182.66 Available

Unique major purchases or expenditures since last board meeting.

We paid \$11,000 down on our line of Credit at Citizen's Bank.

We paid \$5,000 on our 2025 note at Bank of Versailles.

We paid \$3,355.66 in Federal Payroll Taxes.

We paid \$1,360.97 to Wells Fargo as early payment for equipment lease.

We paid \$648.10 to Dexter Pump Service for Annual Inspection.

We paid \$2,080 to Area Wide Electric for the materials used in the re-build of the electric to the cart sheds.

Gene Hirst made the motion to approve the treasures report and Earl Reuter seconded the motion. The vote was a unanimous yes.

**MANAGER'S REPORT:** Steve Nolawski gave the following report.



## **FINANCIAL**

### **2024 YEAR IN REVIEW:**

**Dues:** Major growth, we had solid January payments and December payments. This is unusual because it means that membership is strong and that we started the year depositing funds that we did not need to deposit in December 2023 and had more deposits than we could hold over from December 2024 to January 2025. Officially we finished almost \$15,000 over the budget.

**Fees:** This is the other part of the dues equation. Fees for Cart Storage and Trail Fees are a member only line item. We finished strong at nearly \$26,000 and \$998 over budget. In addition, the line of User Fees, which now is simply handicap fees, was well over budget with the increase in memberships.

**Carts & Greens Fees:** Greatly exceeded budget in each area. To finish the year \$50,000 over budget, which is an increase of 22.5% is simply mind blowing. Especially when you are following and budgeting off of what was our best year in history.

**Range:** Our driving range is a busy place. I am shocked by the number of people that just come to hit balls. It is definitely an asset to our platinum members that use it to warm up, and as a low barrier opening to new golfers just getting started. Over \$18,000 in revenue and more than \$4,000 over budget.

**Food & Liquor:** All I need to say is that we had \$98,000 in revenue and under \$50,000 in cost of goods. That is nearly a \$49,000 profit in food and beverage sales.

### **EXPENSES:**

**Debt:** Not only did we pay our annual payment for 2024, we also got a head start on 2025.

**Fuel:** A large expense at nearly \$14,000 and almost \$2,000 over budget. But when you take the budgeted amount and you account for the 22.5% increase in play you see that the added fuel cost went to the added cart usage.

**Golf Course:** Well over budget, but we also did whatever we needed to do. We replaced a lot of irrigation parts. We increased our lease with the fairway mower, we made repairs to equipment, we did additional chemical application and we did additional seeding. Not to mention the fact that we paid all invoices due and carried no invoices over.

**Payroll:** Similar to the Golf Course and Fuel. A combination of doing what we needed to do and meeting the needs of 20% more golfers and 20% more members. We are extremely fortunate to have the staff we have at the cost we pay. Simply think of this, not including



myself every single employee is paid less than or equal to the lease amount you can or would expect to pay someone. With that being said we have experience at every position. Every employee we have could go nearly anywhere else and make more money. But they choose to be here and be a part of this club. That is pretty cool.

**Repair & Maintenance:** This is well over budget; however, this is part of our investment into ourselves. We accomplished a great deal with this \$29,000. Maintenance Roof, Doors, Deck, Snack Bar, Electrical Repairs and every other thing that needed to be fixed.

**Utilities:** There is not a whole lot we can do about the cost of our utilities. But they did go down. We removed the cost of TV. The way we run the irrigation system eliminates wasted expense from pumping water during overnight leaks, the roof at maintenance and new door improved the propane expense, and we negotiated trash deals by the month. So, we make everything pretty efficient. But....if we do not get rain and we have to run pumps continually, thousands of dollars fly out of the sprinkler heads.

**In Summary:** This was a fantastic year by any measure. I can only hope to continue to see growth. With the improvements we have made and the bills we have paid we continue to improve our financial and physical health. I simply look forward to 2025 and hope it continues to build on the past two amazing years.

**Budget for 2025:** I have made a few changes to accommodate for things learned since last meeting. We have additional electrical improvements to be made, but we also made debt payments early. I feel this is a good budget and a decent plan to move forward.

## **MEMBERSHIP**

### **NEW:**

Thomas Aldridge – Annual Pass

Chance Schofield – Annual Pass

Tylor Bolton – Annual Pass

Parker Bolton – Annual Pass

Kyrin Clay- Junior

Shayne Brownlee – Platinum Family

### **DROP:**



Tim Mattingly – Single Platinum

Kaden McGinnis – Associate Platinum

Paul Picard – Single Platinum

Troy Frazier – Single Platinum

Andy Small – Single Platinum

**MANAGER:**

Golf Course: The hours they have been here have been snow removal and equipment repair. Obviously, they did work with leaves and the native areas before the snow. In addition, they have preformed a great deal of off-season maintenance on equipment. They still have oil changes to do on carts and we are waiting for John Deere to come grind reels on greens mower.

We still need to keep the idea of replacing the furnace at maintenance. I purchased a diesel heater as back-up last winter and it is good. That furnace is original from the early 90's. If we get in a position where we are certain to be meeting our needs and that we will have funds to get the pump replaced, I will get a couple bids to replace it. I am thinking fall at best. I just wanted to mention it in case it does not survive until we decide we should do it.

Electrical: We got everything done with the pole and bury new wire issue. It was completed and literally on the same day we had power go out to ½ of the clubhouse. We called electrician and he said the meter had a fault. So, we contacted Ameren. You all know how that story goes. Ameren came out and said we needed to replace meter base. Same as the repairs we just finished. This puts us to the same situation. The Ameren tech by-passed the meter so that we would have power and put in the info. We were informed that we would have to have repairs made by January 18th or they would stop supplying power to the club. I contacted the electrician and arranged for that to get started. Storms happened and I contacted Ameren and got that date extended to February 18<sup>th</sup>.

**Event & Dates:**

1-15        Wednesday Night Dinner and Poker

1-19        Coaches Christmas

1-22 to 1-27 I will be attending PGA SHOW and educational seminars.



Cherlyn Eppenauer made the motion to approve Steve's report and Gene Hirst seconded the motion. The vote was a unanimous yes.

OLD BUSINESS: NONE

NEW BUSINESS: NONE

Ron Naber made the motion to adjourn and Jim Francis seconded the motion. The vote was a unanimous yes.

Connie Goetze - Secretary