

## G-CAT Board Meeting 8-20-2018

### In attendance:

Loren Janulewicz  
John Hartnett  
Teresa Anderson  
Bob Ore  
Vic Evans  
Larry Ransford  
Bob Knutson

- July 2018 GCAT Board minutes were approved.
- The July 2018 financials were reviewed:
  - July rounds were 4,493 compared to 4,616 in 2017.
  - Year to date rounds were 18,199 Compared to 18,095 in 2017
  - July revenue was \$ 129,772 compared to \$134,428 in 2017.
  - Year to date Revenue was \$563,991 compared to \$544,321 in 2017.
  - July expenses were \$89,939 compared to \$100,618 in 2017
  - Year to date expenses were \$498,212 compared to \$510,710
  - July profit is \$39,833 compared to \$33,810 in 2017
  - Year to date profit is \$65,779 compared to \$33,810 in 2017
  - Fund Balance is \$440,849 compared to \$426,836 in 2017
- The Golf Course Business Manager informed the Board:
  - Informed the GCAT Board that labor costs will increase significantly (Minimum of \$15,000) in 2019 because of minimum wage increases and wage increases needed to maintain current quality employees. Numerous steps to increase revenue in 2019 were discussed:
    - Guaranteeing weekend tee times with credit card.
    - Eliminating weekend senior, military and HMRD discounts.
    - Reducing the Premium Card discount to 10%.
    - Restructuring Annual Pass Rates.
    - Pre-paying and Guaranteeing tee times for Men's and Women's club weekend tournaments
    - Eliminating Employee Friends and Family green fees on Weekends.
    - Employees cannot play for free on weekends until after 1:00 PM.
    - All tee times before 12:00 noon on weekends must be for 18 holes.
  - 17 outside tournaments are currently scheduled with an estimated revenue of \$69,700.
- The Golf Course Superintendent informed the GCAT Board:
  - Holes 10 and 14 will be the last two holes for new forward tees.
  - Requested feedback from the women's club for a hybrid tee system.
  - Greens will be aerated on September 10 and 11.
- There were no men's or women's club issues.
- Meeting adjourned