

OGDEN GOLF AND COUNTRY CLUB

MINUTES OF BOARD OF DIRECTOR'S MEETING

September 19, 2024

A regular meeting of the Board of Director's of the Ogden Golf and Country Club was held at 5:30 p.m. Thursday, September 19, 2024 at the Club.

The following were present:

CONDUCTING: President, CARTER RANDALL

PRESENT: Vice President, CORY NIELSON
Treasurer, FRANK REDD
Secretary, DAN BUCKWAY

DIRECTORS: CATHY BULLARD
TRISH CANNIZZO
CHRIS DURRANT
CASEY BISHOFF
CASEY SCOTT
JOHN OLIVER

ALSO PRESENT: Club Manager, VICTORIA THOMSON
Head Chef, MATT TRUJILLO
Restaurant Manager, KAREN COBB
Head Golf Pro, BOB WALLIS
Event Coordinator, JENN FIFE

EXCUSED: JOHN REDD
Superintendent, GREG GILMORE

President Carter presided and Katherine Patten recorded the minutes.

APPROVAL OF THE MINUTES:

Upon motion duly made, seconded and unanimously adopted, the minutes of the August 22, 2024 meeting were adopted without opposition through e-mail voting.

New Brunch Menu

Ms. Thomson introduces the new brunch menu starting this Saturday. Brunch will be every Saturday and Sunday from 8:00am - 3:00pm moving forward. This menu will only be available on those days and during those hours. This brunch menu will change seasonally. Some of these menu items are shrimp and grits, a pumpkin cinnamon roll, chicken and waffles, and a burrata salad. Mr. Trujillo had a lot of members asking for shrimp and grits with the tomatillo salsa. It's been a popular special and the ingredients all blend really well. The burrata salad is served with an apple cider vinegar dressing. We've done chicken and waffles for events. We did our own take on all these recipes. Ashley, our Pastry Chef, did a good job on the pumpkin cinnamon roll. Ms. Thomson says during brunch we will have a performer from 12:00pm to 3:00pm. This week we will have Jake, who sang at our Labor Day event. We will switch every other week on the performer. They will perform on the outside patio or inside depending on the weather.

Grounds - Greg Gilmore

Mr. Wallis speaks for Mr. Gilmore. Mr. Wallis says we need to announce to everyone that Mr. Greg Gilmore was voted as Superintendent of the Year by GCSSA. This is a job well done for him and such an honor. He was voted on by his peers. Mr. Gilmore will aerate the tees and fairways after the Russo Pro-Am. The green aeration will be on the 14th and 15th. We will see how this goes, because it's the new trend. You will also see them pick up leaves. The fertilizer application will be in the fall. Mr. Gilmore plans to winterize the irrigation system. The course closure will be for about two months starting sometime in December. We will shift on both opening and closing depending on weather. Mr. Gilmore has expectations of the Korn Ferry. The PGA Tour directors want one mower 1 inch and the rough mower 4 inches. In the letter we are putting out we will be closed for 10 days. Mr. Wallis says Mr. Greg Gilmore has worked hard to get things on track. Mr. Randall and Mr. Durrant says to send an announcement to the membership to recognize Mr. Greg Gilmore.

September 2024 Grounds Board Report

Fall Agronomy Schedule

- Tee Aeration – ¾" Solid tine, starts after Russo and ongoing in and around play until complete.
- Green Aeration – Dryject, Monday/Tuesday Oct 14/15. Open noon - 15ⁿ.
- Fairway Aeration – ¾" Deep Tine, starts October 14ⁿ and ongoing in and around play until complete.
- Fall Leaf pickup – starts as leaf's start falling and ongoing until complete.
- Tree Planting – plant 2 trees in October on corner 5 fairway to replace dead and dying locust trees.
- Full course winter fertilizer – apply 9 tons of 28-5-10 65% XRT w/humic fertilizer to entire course (112 acres at 160 lbs/acre).
- Blow out/winterize irrigation system – November 25,26
- The course closes for season (2-months) December 15 to February 15.

Korn Ferry Expectations

- 10-day course closure for member use
- Tee damage will be extreme needing immediate aeration, seeding and possible sod repairs
- Range tee damage will be extreme needing immediate aeration, seeding and possible sod repairs
- Spectator trails and damaged turf caused by structures will need extra slit seeding and aeration to help turf recover
- Lowering rough heights back to member height will take an estimated 2 weeks and will be messy requiring extra blowing of grass clippings.
- Repair estimates - expect 4-6 weeks.

Food and Beverage – Matt Trujillo

Mr. Trujillo says to come out and support the club for brunch. There are a lot of added items to the menu so hopefully it will go well. Mr. Buckway says to have the servers mention the brunch options to the members during the week so it gets some attention. Ms. Thomson says we are going to text out the full menu and also send it in the news caddy. Mr. Durrant asks how the regular menu is doing? Mr. Trujillo says chicken souvlaki sells the best and so does the filet.

Food and Beverage - Karen Cobb

Ms. Cobb says Morgan will bring cocktails in here. We have a fig walnut whiskey with maple syrup and ginger beer. We also have a high west bourbon with vanilla bean and apricot. We have an espresso martini vodka. These are on the brunch menu. They will be on our fall cocktail menu as well.

Events - Jenn Fife

Ms. Fife says everyone has worked hard on the brunch menu. We are trying to make everyone aware and market it. We are working on the birthday celebration with Ms. Thomson. We have a pumpkin painting party coming up. Mr. Buckway wants the trunk or treat back. The trunk or treat with a chili cookoff and a haunted tunnel. Mr. Scott wants an adult halloween party with costumes and prizes. Ms. Cannizzo says the Labor Day party was a huge success and thanks the staff. Mr. Scott says those are the events that bring the club together. He wants to do more like that to kick off the season and end the season.

Pro Shop- Bob Wallis

Mr. Wallis says the club championship was a success. We have a few new champions. Match play is easier in September rather than July. We have the Pro-Am coming up next Friday and then Greg's Revenge. After the year is done we will take a breather and plan next year's schedule. We will start on the budget. We will have the same amount of outside tournaments as last year. Mr. Scott says some of the carts are falling apart. Mr. Wallis has been on the phone with them about the tops of the carts, geofencing, and messages. Mr. Oliver says there is a programming issue on 15. Drew with Intermountain Carts is coming to tighten the bolts. Other than that the carts have been good.

Department Heads excused other than Mr. Wallis.

Korn Ferry

Mr. Randall will go through the letter to the membership with regard to the Korn Ferry. Mr. Randall wants to know the board's thoughts. We are trying to generate some extra revenue. Oakridge did a survey to their members and only 70% want to host it. Mr. Randall says

Oakridge didn't do additional sales or food and beverage, they had food trucks. They did the bare minimum. Mr. Randall talked with Matt Dixon and he said that South Ogden and Ogden might be interested in participating. He referred us to Weber County, who might be interested in investing in this. There could be an impact on Weber County's economy. We have a desire to find partnerships with the community that would be beneficial for everyone. The driving range is also something we need to improve in order to host the Korn Ferry. We need to discuss as a club whether we front the cost knowing that we will get money every year from the Korn Ferry. Mr. Scott asks when the driving range will start. Mr. Randall thinks as early as October and the driving range will be out of commission when that starts. Mr. Randall says to read the letter and see what needs to be adjusted or added.

Mr. Wallis is excused.

General Manager Ms. Thomson

Credit Card Fees

Ms. Thomson says currently we are charging members a 2.95% fee if you have the automatic credit card withdrawal, a \$2 dollar fee ACH fee online, and no fee for bringing in your card to pay in the office. Mr. Randall says we are losing money on credit card fees. Ms. Thomson says the fees were a lot more than what we originally thought. Ms. Thomson would like to focus on zelle, venmo, or ACH since we don't get charged for those services. A lot of members like the miles on their credit cards. All credit card transactions should be getting a fee. Mr. Nielson says that these fees apply to all payments, not just dues. Mr. Durrant says the only exception is the 6 people who pay annual dues upfront, they don't get a fee. Mr. Randall says we told office staff last year to charge a fee on all credit card transactions. Ms. Thomson asks if this is for members dining and eating in the restaurant as well. Mr. Frank Redd says no, that makes us look cheap and petty. Mr. Nielson says the fee we charge should be factored into all credit charges. Ms. Thomson says the credit card fees are based on what type of credit card they have. The merchant fee is through Elavon, not through Jonas. The merchant fees charge the business, not the consumer. Mr. Frank Redd says why don't we simplify it. We are a business and we have to do right by the club. We don't accept AMEX and charge Visa and other credit cards a 2.95% fee. Mr. Buckway says we can negotiate the credit card fee rates. Mr. Nielson suggests a 3.5% credit card fee and to no longer take AMEX. The board agrees to implement this starting November 1st.

CC Fee We Collected		Online ACH fees	
Jan	\$ 1,592.15	Jan	\$ 49.80
Feb	\$ 1,738.35	Feb	\$ 50.90
Mar	\$ 1,475.72	Mar	\$ 42.70
April	\$ 1,911.71	April	\$ 48.70
May	\$ 1,782.37	May	\$ 50.00
June	\$ 2,320.85	June	\$ 64.55
July	\$ 2,698.95	July	\$ 49.80
August	\$ 2,548.93	August	\$ 76.55
	<u>\$16,069.03</u>		<u>\$ 433.00</u>

Amex		Visa / Discover / Mastercard	
Jan	\$3,331.51	Jan	\$2,213.91
Feb	\$2,131.11	Feb	\$2,581.88
Mar	\$1,600.21	Mar	\$3,338.69
April	\$1,731.72	April	\$3,078.71
May	\$1,794.84	May	\$3,373.57
June	\$2,167.53	June	\$4,340.51
July	\$3,104.06	July	\$5,893.51
August	\$2,447.59	August	\$4,699.94
	<u>\$18,308.57</u>		<u>\$29,520.72</u>

Amex 2023 Annual fee	
	<u>\$31,412.06</u>

ADA Compliance

Ms. Thomson says the club needs to install ADA compliant doors. We have had several complaints in the past few months. The restroom doors are not wide enough to fit a wheelchair. We are a private club so we are grandfathered in, but we just need functional doors. The ladies locker room restroom is compliant, but the doors are not compliant. The door leading out to the hallway is also not wide enough. The cost per door is \$3,500 - \$3,800. It would be two doors minimum that we need. This is something to think about. If we chose to do the front door, it will cost \$7,500. The men's locker room is good and the ladies locker room meets the minimum requirements. The exit door to the pro shop and patio needs to be compliant. The most recent complaint was a guest of a party that did not want to go to the locker room. So they ended up leaving early. Mr. Scott says if we have outside events, we need to meet the requirements. Mr. Frank Redd says we need to be ADA compliant and install baby changing tables. This discussion is tabled until the next meeting.

Filing Cabinets

Ms. Thomson needs large filing cabinets for the office costing around \$8,000. We need 4 total. Mr. Durrant says we need to price them out better. Ms. Thomson says we shopped around and this is the best price we could find. We are trying to apply a 20% discount. Ms. Thomson says we can hold off, but the file cabinets are broken and some drawers are broken. The office staff is frustrated. Mr. Durrant says we don't need brand new filing cabinets. Ms. Thomson is shopping for a new cabinet, because we don't know the condition of used cabinets. New will provide longevity. This discussion is tabled. The board says to send an email if she finds better pricing.

Club's 110th Birthday Celebration

Ms. Thomson is working with Symbol Arts on the bag tags. She has included mountains and trees. Ms. Thomson asks if we want one bag tag per membership or one for each spouse. If we provide one, we can have more available for purchase. The engraving is included in the price. The board wants one per membership and others available for purchase. Ms. Thomson asks if they want first and last name and date joined. Mr. Durrant says to include the primary member's first and last name and don't include the date joined. Ms. Thomson says a professional photographer will be taking pictures of all the members at the celebration.

Committee Chair Members

Grounds - Frank Redd

None.

Pro Shop - Casey Bishoff/ Cathy Bullard

Ms. Bullard says Bob and I were talking over what they plan to do over the winter. The pro shop has been announcing who is up to the tee during prime time.

Men's Association - Johnny Redd

None.

Invitational - Casey Scott

None.

Handicap - Chris Durrant

None.

House - Dan Buckway

None.

Membership - Trish Cannizzo/ Frank Redd/Carter Randall

Ms. Thomson says we have 20 members looking to sell. A lot of members wanted to sell after the initiation fee went to \$45,000. Mr. Randall says we have a non-resident membership category. In our membership meeting we chatted over what they pay. Some of these non-resident types are limited to 20 rounds per year. These memberships are not tied to any contracts. This is obscene, because most of these members are residents and play the whole season. This needs to be modified. Mr. Randall wants to see dues notably increase and tax returns to verify their primary residence. Mr. Frank Redd asks if we need to honor these commitments at minimum and have none moving forward. Mr. Randall thinks we will lose half of the list once requirements are not met.

Upon motion duly made, seconded and unanimously adopted, starting in 2025 we need proof that Ogden is a secondary residence. Non-resident dues will be changed to \$7,500 annually for a couple and \$6,000 annually for singles. No kids will be included on this membership. After whoever is on this list as a non-resident, we don't offer it anymore. Their food minimum will be the same as everyone else with 2 quarters to spend it.

Finance - Cory Nielson/ Frank Redd

Mr. Nielson says on the balance sheet cash is down from last year, because we didn't have an assessment this year. Cash is also down because of accounting issues so payables are high in August. Food and beverage is \$1,300 in the hole. The pro shop bounced back. The pool was \$40,000 more in labor compared to last year. Grounds is up over \$100,000 and we know why. Year to date summary we are in the hole by 1%. If we back out initiation fees, we are at a -6.5% loss. We need to pump the breaks on spending. We are fine on cash flow for now. After we have a clear picture of the office, we will know more of where we are at. If members are 90 days past due, they are out. Ms. Thomson is sending letters out tomorrow. We have repeat offenders that need to be addressed.

OGCC Year To Date August 2024 Financial Synopsis:						
	Aug-24	Aug-23		2024	2023	2022
Checking	\$ 615,226	\$ 1,938,080	Membership	\$ 999,934	\$ 2,046,697	\$ 373,988
Savings	\$ 126,758	\$ 807,916	Food & Beverage	\$ (13,310)	\$ 45,963	\$ (33,514)
FF&E	\$ 66,658	\$ 48,998	Proshop	\$ 53,511	\$ (32,807)	\$ 68,622
Asset Protection	\$ 554,869	\$ 548,217	Locker Room	\$ 2,490	\$ 263	\$ 2,298
Total Cash	\$ 1,385,076	\$ 3,344,618	Swimming Pool	\$ (122,801)	\$ (67,099)	\$ (66,609)
Receivables	\$ 861,227	\$ 769,655	Grounds	\$ (952,740)	\$ (844,374)	\$ 320,757
Inventory	\$ 45,599	\$ 30,893	Totals	\$ (32,916)	\$ 1,128,633	\$ 665,542
Accounts Payable	\$ 126,365	\$ 11,077	Operating profit/(loss)	\$ (32,916)	\$ 1,128,633	\$ 665,542
Working Capital	\$ 1,264,044	\$ 2,880,313				
Debt - Note Payable	\$ 1,261,728	\$ 1,324,015	change			
		\$ (62,287)	YTD Summary:			
			Revenue Recognized	\$ 3,571,288	\$ 4,379,880	
			Net Income	\$ (32,916)	\$ 1,128,633	
			Net Income Margin	-0.9%	25.8%	
			Net Income Margin			
			less Assessment	-0.9%	12.9%	
			Net Income Margin			
			less Assessment & ERC credit	-0.9%	3.9%	
			less Initiation Fees	-6.5%	1.6%	

Membership Summary:		
	2024	2023
Equity	380	379
Non-equity	85	88
Total members	465	467

OGCC
Financial Highlights - Aug 2024

- Grounds:** Was "Other Income" for '22; Year-over-Year expected due to increased labor and course expenses
- Food and Beverage profitability:** Positive income (\$19.6K) for month.
- Accounts Receivable:** Balance consistent - More proactive approach to addressing late payers, etc.
- Membership Profit:** Includes initiation fees and assessments; will not include Grounds expenses ; **Initiation Fees (\$199,000)**

5 Sales Detail			
	2024	2023	Change
Membership	2,104,265	3,109,886	(1,005,621) diff from ERC credit and assessment
F&B	1,056,310	988,141	68,169
Proshop	397,117	267,252	129,865
Locker room	5,577	5,180	397
Pool	8,019	9,421	(1,402)

Initiation Fee

Mr. Buckway knows two people who need to get out of the club. Mr. Randall says right now our initiation fee is set at \$45,000. If you (members) own your membership and we (the board members) set the price, that is crazy. We (the club) can set a transactional fee that the club gets and the member can sell their membership for whatever they want. The selling member may negotiate their membership at the price of their choosing and the club gets the transactional fee. We will raise and lower the transaction fee as per the market. This allows member flexibility.

Upon motion duly made, seconded and unanimously adopted, to move to a transactional fee model. Right now if the club brings the buyer the transactional fee is \$22,500 and if the member brings the buyer the transactional fee is \$11,250.

Pool- Casey Bishoff and John Oliver

Ms. Thomson says the pool is closed and cleaned. Mr. Buckway mentioned that in the 2024 season he didn't see the manager much. On Labor Day there were no tables, but the lifeguards had a table for themselves. Also the cleanliness was not as good this year. The deck needed to be cleaned better.

5 year planning - Executive Committee

Our projects are moving forward.

Social - Trish Cannizzo/ Casey Scott

Ms. Cannizzo says she met with Mr. Scott and Ms. Thomson for the 110th Birthday Celebration and Halloween.

Tournament Committee - John Oliver

Mr. Oliver says for next year we need to set higher standards for information being sent out to the membership. We will make some changes.

Rules - Dan Buckway

None.

OLD BUSINESS

Card room

The shuffle board is getting made. The dart board is done. Ms. Thomson cannot get to the pictures behind the host stand. She will have Steve clean it out so she can get to the pictures.

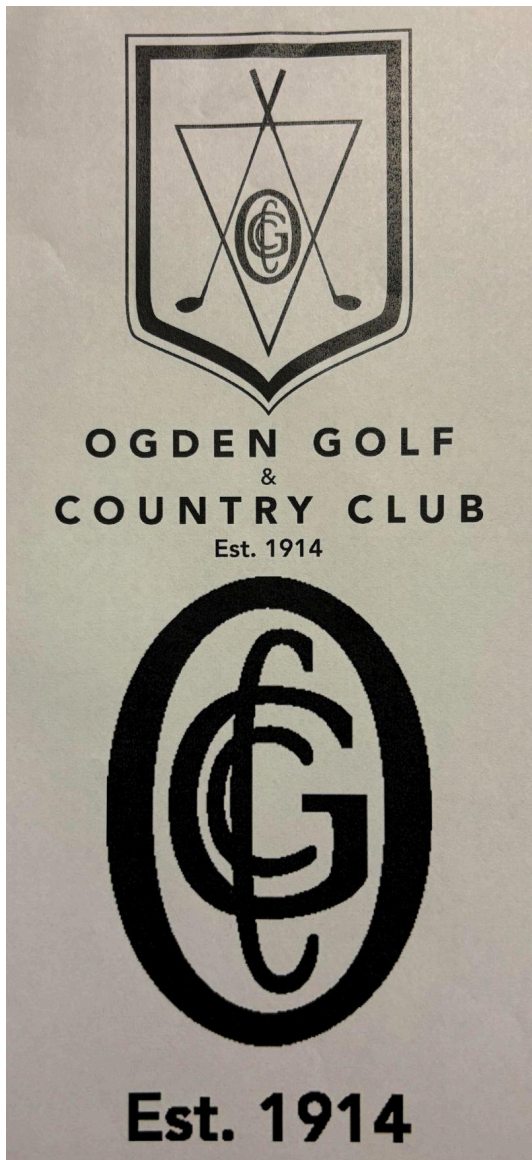
Korn Ferry

Mr. Randall says we want a Korn Ferry committee with a 3 year commitment so we can have continuity. We need a core committee. The committee is open to members and different groups. We will email the membership so if anyone has interest we know who is open to this big commitment. This committee needs to be able to perform if we want a successful Korn Ferry event that benefits the club and the community.

NEW BUSINESS

Logo

Mr. Frank Redd says we need to be clear on what Ogden Golf and Country Club logo we use, because we have a mix of both. Mr. Frank Redd doesn't have a preference, but we just need just one logo. Ms. Thomson says the bottom one is for merchandise and the top one is on websites, signs, and stationery. Mr. Buckway says the top one has too small of print to put on merchandise so that's why we have both. Mr. Frank Redd says we just need to make it clear. The board agrees the top is for stationary, the website, and signs and the bottom one is for merchandise.



EV Charging Station

Ms. Thomson says EV charging stations are free to install, but we pay for the power. We

wouldn't make anything. She has talked to a couple different companies. We have a few members with EV charging. Mr. Buckway thinks it's a good idea. By 2035 everything is going that way. Mr. Frank Redd disagrees. Mr. Buckway says the club can charge a connection fee to pay the power bill. Ms. Thomson will get more information on it. Mr. Durrant says we don't want to lose money on it.

Candidates for 2025 Board of Directors

Mr. Randall will send out an email to get a committee together to get board of director candidates. Mr. Oliver suggests that we allow whoever wants to run apply for it. If you are interested in being nominated and considered for the board, send us an email or resume. The committee nominates the board of director candidates. Mr. Randall and the committee will pick 6 names for those who apply. Mr. Frank Redd will bring names to the board and we will vote at the next board meeting.

There being no further business, the meeting was adjourned at 8:15 p.m. APPROVED BY:
DATE: _____