

METRO ST. LOUIS SENIORS GOLF ASSOCIATION

Board Meeting – Kirkwood Community Center

November 12, 2019

President Dave Wicks called the meeting to order at 10:00 AM. The attendance roster is attached.

A motion was made by Vince Italiano to accept the minutes from the previous board meeting. It was seconded by Al Clarke and approved.

COMMITTEE REPORTS

AUDIT - (Dave Wicks) The Audit Report will be concluded by January, with a projected loss of approximately \$1,700, but with rainouts and income from Metro+, that could possibly become a profit of \$1,500 - \$2,000.

TREASURER – (Dennis Carter) Dennis handed out the Treasurer Report, showing an available dollar amount of \$10k for reserves. A motion to accept the report was made by Frank McLaughlin and seconded by Bob Zaruba. The report was accepted.

SPECIAL EVENTS – (Frank McLaughlin) The schedule of events for 2020 was previously distributed. It was noted that to gain admittance to Scott AFB proper ID will be required, a simple “old-style” MO drivers license will NOT be sufficient. More detailed info will be sent out prior to the event.

MEMBERSHIP - (Don Glenzy) A total of 230 people have been signed up at this time, approximately 50-60 from each division. It was noted that our “breakeven point” is 700 members.

Division 9 - (John Reinhardt) A normal 2019 schedule would have been 36 events, but due to a tough weather year only 27 events played. Rounds were down approximately 17%, members down approximately 15%.

HANDICAP – (Dick Jones) This meeting will be the last for Dick as Handicap Committee Chair. Bob Zaruba will fill that role going forward. It was noted that 68% of members played the forward tee boxes, and won approximately 65% of the prize money. Division VP's should be checking their inventories now for next years replenishment orders.

COMMUNICATIONS / PUBLICITY - (Tony Ellebracht) Nothing to report

RULES – (Gary Brown) In light of new members joining up, current members should set a good example by following the rules.

NOMINATIONS – (Bill Molz) Two ballots were held for Divisions 2 (Joe Mroz) & 3 (Bob Zaruba). Voter turnout was less than desirable, at less than 50%. One vacancy remains for a 3 yr term in Division 1. Vince Weber will fill the open position. An open position in Division 2, caused by John Reinhardt holding down 2 board positions) will be filled by Scott Bahno. Tony Ellebracht becoming VP causes a vacancy in Division 4, which will be filled by Rick Ellebracht. Frank McLaughlin will fill an open position in Division 5.

A motion was made by Bob Zaruba to accept all of the above appointments, which was seconded by Al Clark. The motion was passed. All positions to be effective January 1, 2020

HISTORY – (Bob Roderique) Not Present

TOURNAMENTS – (Larry Roth) Annbriar was removed from this years schedule due to increased cost, will replace with Deer Creek. Shotgun starts have been reduced to just three (3) courses. Seven courses increase prices, and three courses reduced their price. The net over all 26 weeks is a \$10 increase

OLD BUSINESS

2019 Operating Status – (Dave Wicks)

- See attached printout titled Year End Operations Review (total 4 pages)

METRO PLUS – (Larry Roth) 28% of new Metro Seniors golfers joined Metro+. We will be playing 12 Country Clubs and 4 public courses, and will have a committee of 22 volunteers this year. 86% of the 142 members have renewed to date. Currently, 151 of the available 170 spots have been filled. There is a plan to begin offering lessons / clinics from a PGA professional at The Legends for a nominal cost for Metro+ members.

Championship Awards – (Larry Roth) in 2020, Tournament Winners will receive Golf shirts instead of trophies.

NEW BUSINESS

A motion was made by Larry Roth, and seconded by Bob Zaruba, to elect by acclamation the following positions:

Tony Ellebracht – League VP

Dennis Carter – Treasurer

Bob McNamee – VP Division 1

Frank Mantia – VP Division 2

George Arft – VP Division 4

Dennis Black – VP Division 5

John Reinhardt – VP Division 9

Joe Lerch – Director Division 4

Bill Molz – Director Division 5 (3 yr)

Glen Young – Director Division 9

The motion passed.

REFUNDS – Any refund processed before August 1st will be paid within 60 days. Any refund processed after August 1st will be paid at the end of the year.

POLICIES & PROCEDURES – the operational document previously sent out is a “living document”, and can be revised as needed to maintain operations.

OTHER – St Louis Sportswear will be opening an online store for Metro members very shortly.

A motion was made by Tony Ellebracht to dismiss the board meeting, seconded by Al Clark. The meeting was adjourned at 11:38 AM

Mike Campbell – Secretary

REMINDERS: the next board meeting will be **Tuesday, January 14, 2020** at 10 AM,

2020 Meeting Schedule

Tuesday, January 14, 2020 - Board Meeting 10:00 AM

Tuesday March 24, 2020 - Board Meeting 10:00 AM followed by General Meeting 1:00 – 3:00

Tuesday June 23, 2020 – Board Meeting 10:00 AM

Tuesday August 11, 2020 – Board Meeting 10:00 AM

Tuesday, November 10th - Meeting 10:00 AM followed by General Meeting 1:00 – 3:00



METRO ST. LOUIS SENIORS GOLF ASSOCIATION

SUMMARY OF TRANSACTIONS FROM NOV 1 THRU DEC 31, 2019

CASH RECEIPTS	Curr Period	Fiscal 2019 Year to Date	Fiscal 2018 Carryover	Fiscal 2019 YTD + Carryover	Fiscal 2019 Budget	Budget Variance	Budget Var W/O 2020
Membership Dues Deposit (gross from PayPal)	\$ -	\$ 4,035.81	\$ 25,966.58	\$ 30,002.39	\$ 29,000.00	\$ 1,002.39	\$ 1,002.39
Membership Dues Deposit (from checks)	\$ -	\$ 2,045.00	\$ 11,305.00	\$ 13,350.00	\$ 12,425.00	\$ 925.00	\$ 925.00
Refunds Membership Dues	\$ -	\$ (460.00)	\$ -	\$ (460.00)	\$ -	\$ (460.00)	\$ (460.00)
Special Events Deposits (gross from PayPal)	\$ -	\$ 48,796.00	\$ -	\$ 48,796.00	\$ 40,946.00	\$ 7,850.00	\$ 7,850.00
Special Events Deposits (from checks)	\$ -	\$ 6,251.00	\$ -	\$ 6,251.00	\$ 5,246.00	\$ 1,005.00	\$ 1,005.00
Refunds Special Events	\$ (466.00)	\$ (7,146.00)	\$ -	\$ (7,146.00)	\$ -	\$ (7,146.00)	\$ (7,146.00)
Metro Plus Dues Deposit (gross from PayPal)	\$ -	\$ 5,280.00	\$ -	\$ 5,280.00	\$ 5,100.00	\$ 180.00	\$ 180.00
Metro Plus Dues Deposit (from checks)	\$ -	\$ 520.00	\$ -	\$ 520.00	\$ 500.00	\$ 20.00	\$ 20.00
Refunds Metro Plus Dues	\$ -	\$ (80.00)	\$ -	\$ (80.00)	\$ -	\$ (80.00)	\$ (80.00)
Metro Plus Events Deposits (gross from PayPal)	\$ (78.00)	\$ 20,347.00	\$ -	\$ 20,347.00	\$ 16,240.00	\$ 4,107.00	\$ 4,107.00
Metro Plus Events Deposits (gross from checks)	\$ 78.00	\$ 948.00	\$ -	\$ 948.00	\$ 760.00	\$ 188.00	\$ 188.00
Refunds Metro Plus Events	\$ 58.00	\$ (9,136.00)	\$ -	\$ (9,136.00)	\$ -	\$ (9,136.00)	\$ (9,136.00)
Membership Dues Deposit (gross from PayPal) - 2020	\$ 25,685.00	\$ 26,245.00	\$ -	\$ 26,245.00	\$ -	\$ 26,245.00	\$ -
Membership Dues Deposit (from checks) - 2020	\$ 10,935.00	\$ 10,935.00	\$ -	\$ 10,935.00	\$ -	\$ 10,935.00	\$ -
Refunds Membership Dues - 2020	\$ (319.00)	\$ (319.00)	\$ -	\$ (319.00)	\$ -	\$ (319.00)	\$ -
Metro Plus Dues Deposit (gross from PayPal) - 2020	\$ 2,125.00	\$ 5,420.00	\$ -	\$ 5,420.00	\$ -	\$ 5,420.00	\$ -
Metro Plus Dues Deposit (from checks) - 2020	\$ 345.00	\$ 870.00	\$ -	\$ 870.00	\$ -	\$ 870.00	\$ -
Refunds Metro Plus Dues - 2020	\$ (40.00)	\$ (40.00)	\$ -	\$ (40.00)	\$ -	\$ (40.00)	\$ -
Championship	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Return to Bank of hacked money (PayPal issue fixed)	\$ -	\$ 1,704.99	\$ -	\$ 1,704.99	\$ -	\$ 1,704.99	\$ -
Interest (savings)	\$ 4.54	\$ 214.33	\$ -	\$ 214.33	\$ 200.00	\$ 14.33	\$ 14.33
TOTAL RECEIPTS	\$ 38,327.54	\$ 116,431.13	\$ 37,271.58	\$ 153,702.71	\$ 110,417.00	\$ 43,285.71	\$ (1,530.28)

DISBURSEMENTS	Curr Period	Fiscal 2019 Year to Date	Fiscal 2018 Carryover	Fiscal 2019 YTD + Carryover	Fiscal 2019 Budget	Budget Variance	Budget Var W/O 2020
Administrative/Committee Expenses	\$ 1,028.92	\$ 2,994.42	\$ -	\$ 2,994.42	\$ 4,038.00	\$ 1,043.58	\$ 1,043.58
Bank Fees	\$ 58.80	\$ 158.45	\$ -	\$ 158.45	\$ 3,152.00	\$ 2,993.55	\$ 2,993.55
2019 PayPal Credit Card Fees	\$ -	\$ 2,467.65	\$ 866.28	\$ 3,333.93	\$ -	\$ (3,333.93)	\$ (3,333.93)
PayPal Credit Card Fees - 2020	\$ 748.62	\$ 864.05	\$ -	\$ 864.05	\$ -	\$ (864.05)	\$ -
Website/Handicap Service	\$ 689.00	\$ 3,689.00	\$ -	\$ 3,689.00	\$ 6,930.00	\$ 3,241.00	\$ 3,241.00
Data Entry	\$ -	\$ 2,182.25	\$ -	\$ 2,182.25	\$ -	\$ (2,182.25)	\$ (2,182.25)
Printing/Mailing (incl ink, stamps & prize check printing)	\$ 122.59	\$ 2,610.92	\$ -	\$ 2,610.92	\$ -	\$ (2,610.92)	\$ (2,610.92)
Metro Plus Costs	\$ 1,715.25	\$ 4,352.52	\$ -	\$ 4,352.52	\$ 2,330.00	\$ (2,022.52)	\$ (2,022.52)
Metro Plus Event Costs	\$ -	\$ 11,093.00	\$ 500.00	\$ 11,593.00	\$ 12,500.00	\$ 907.00	\$ 907.00
Special Events Costs	\$ -	\$ 41,285.45	\$ -	\$ 41,285.45	\$ 40,384.00	\$ (901.45)	\$ (901.45)
Championship Tournament	\$ -	\$ 3,502.00	\$ -	\$ 3,502.00	\$ 4,080.00	\$ 578.00	\$ 578.00
Div 9 Annual Expense	\$ 533.28	\$ 533.28	\$ -	\$ 533.28	\$ 400.00	\$ (133.28)	\$ (133.28)
Golf Show - 2019	\$ -	\$ 249.92	\$ 995.00	\$ 1,244.92	\$ 1,320.00	\$ 75.08	\$ 75.08
2019 Prize Checks Uncashed (deferred expense not in bank numbers)	\$ (499.00)	\$ (499.00)	\$ -	\$ (499.00)	\$ -	\$ 499.00	\$ 499.00
2019 Prize Checks - Weekly (26 weeks in 2019)	\$ 27,618.00	\$ 27,618.00	\$ -	\$ 27,618.00	\$ 29,328.00	\$ 1,710.00	\$ 1,710.00
2019 Prize Checks - Spl Events	\$ 6,607.96	\$ 6,607.96	\$ -	\$ 6,607.96	\$ 6,088.00	\$ (519.96)	\$ (519.96)
2019 Prize Checks - Championship	\$ 640.00	\$ 640.00	\$ -	\$ 640.00	\$ 860.00	\$ 220.00	\$ 220.00
2019 Hole in Ones	\$ 400.00	\$ 400.00	\$ -	\$ 400.00	\$ 500.00	\$ 100.00	\$ 100.00
2018 Prize Checks Cash	\$ -	\$ 496.50	\$ -	\$ 496.50	\$ -	\$ (496.50)	\$ (496.50)
Replace Missing Prize/Refund Checks	\$ 10.00	\$ 202.50	\$ -	\$ 202.50	\$ -	\$ (202.50)	\$ (202.50)
TOTAL DISBURSEMENTS	\$ 39,673.42	\$ 111,448.87	\$ 2,361.28	\$ 113,810.15	\$ 111,910.00	\$ (1,900.15)	\$ (1,036.10)
RECEIPTS MINUS DISBURSEMENTS	\$ (1,345.88)	\$ 4,982.26	\$ 34,910.30	\$ 39,892.56	\$ (1,493.00)	\$ 45,185.86	\$ (494.18)

ACCOUNT BALANCES (as of DEC 31, 2019)	Beg Balance	End Balance	Period Change	Period Change	Variance
Checking Account	\$ 48,168.63	\$ 46,818.21	\$ (1,350.42)	\$ (48,168.63)	\$ 4.54
Savings Account	\$ 6,799.00	\$ 6,803.54	\$ 4.54	\$ (6,799.00)	\$ (4.54)
TOTAL AVAILABLE FUNDS	\$ 54,967.63	\$ 53,621.75	\$ (1,345.88)	\$ (54,967.63)	\$ -

2020 items not in 2019 budget
Unusual item not expected so not budgeted

Treasurer Contact Information:
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Founded in 1973 for the purpose of Golf and Good Fellowship

**MSLSGA
2020 Proposed Budget**

Metro St. Louis Seniors Golf Association

Proposed 2020 Budget	Revised	12/20/19	Metro St. Louis Seniors Golf Association	
RECEIPTS			REVENUE	
MSLSGA Dues and Applications	45115		MSLSGA Dues	41425
Special Events, PrePay	46840		SE Deposits	46192
Metro Plus Dues	6250		MP Dues	5600
Metro Plus Events PrePay	51690		MP Events	17000
Misc Income			Misc Income	
Interest	<u>200</u>		Interest	<u>200</u>
TOTAL RECEIPTS		\$149,895	Total Revenue	\$110,417
DISBURSEMENTS			EXPENSE	
Administrative/Committees	4696		Admin/Committee	4038
			Office/Storage	
			Liability Insurance	
			Tax Return	
			Meeting Rooms	
			Admin Supplies	
			Office Postage	
			Committee	
Financial Credit Card Fees	4077		Financial	3152
Communications, Website, Misc	470		Communications	770
Mbr Promotion, Discount Card	615		Promotion	1320
Handicap Services D1-5 OGS + Data Entr	6702		Handicap Services	6160
Metro Plus Data Entry	1175			
Tournament Expenses		131670	Tournament Expenses	96470
D9 H/B Contribution	480		D9 H/B Contribution	400
Course Fees			Course Fees	
Special Events	39584		Special Events	40384
Metro Plus	46860		Metro Plus	12500
Championship	3400		Championship	4080
Tournament Prizes			Tournament Prizes	
Championship	860		Championship	860
D1-5 Weekly	28288		D1-5 Weekly	29328
SE Prizes	5628		SE Prizes	6088
Metro Plus Prizes	3970		Metro Plus Prizes	2330
Holes In One	600		Holes In One	500
Total Disbursements		<u>\$149,404</u>	Total Expense	<u>\$111,809</u>
Net Income		\$491	NET INCOME	-S1,492

**MSLSGA
2020 Proposed Budget**

Metro St. Louis Seniors Golf Association

Proposed 2020 Budget		Revised	12/20/19	Me
Premises				
A. Weekly Tournaments				
1	Members D1-5	670		
	D9	48		
2	D1-5 Dues to \$65 (\$2.30 per week)	Renew	\$65.00	82.00%
		New	70	18.00%
3	D9 Fee \$20 dues, \$10 to tourney.	Renew	\$20.00	80%
		New	\$20.00	20%
Prizes from Weekly Cash Fee \$1				
4	26 Weekly Tournaments for D1-5			
5	Assumes no rainouts for wkly flight prize distribution.			
B. Special Events, Championship, Metro Plus				
1	Special Events & July Tournaments			
	Six (6) Special Events			
	Special Events – Net \$0. Participant paid, golf, meal, flight prize, CC			
	Special Events registration fee			
	Continued "Quality" courses with \$40 to \$70 member prices for SE and Championship			
	Member Price includes \$2 credit card fee and \$7 for Prizes			
2	Championship			
	Championship flight prizes paid by member dues, not participants.			
	4 volunteers golf and meal paid for Championship			
3	Metro-Plus target slight gain for reserve.	Membership	170	
	Some season prizes solicited from courses, vendors.			
	Member fee used at 50% for prizes.			
	Hole in One from Metro Seniors General Budget			
	Average Member Annual Fee		\$38.76	
	16 Events, 7, Prepaid (CC Collections)			
C. Administration				
1	Renewal of OGS Handicap	\$3600 Handicap and Reports		
		Data Entry at \$0.25 per Scorecard Line		
2	Credit Card	Credit Card rates 2.2% plus \$0.30 transaction		
		90% + Credit Card Participation		
3	No golf Show Participation, but some membership			
4	No Member Book, minor printing misc to \$100			
5	Minor Accounting Expenses			
6	Defined Committee Expenses, Div ops expense.			
7	Continued Discount Card program			
8	New data entry and scoring expenses for Metro Plus			

Metro Seniors Apparel

Metro Senior now has our logo on various Golf Apparel merchandise available to all Metro Senior members to purchase. Presently our online "Store" features 9 different styles of polo style shirts in 76 different colors, some long sleeved, 4 different hats styles in 20 colors, and golf towels. Metro Seniors has aligned with St Louis Sportswear a local company who can offer us our logo on items at reasonable pricing. We feature Callaway, Pacific Horizon, Pro Celebrity, North End, Nike, Foot Joy Adidas, and Under Armour brands.

Shirt logos will appear on the left sleeve or on the front left side, hats in front or the side and towels are in the middle or bottom right. It's your choice.

The "Store" is open from now until March 3rd. All items will not be made until the "Store" closes. At that time the link will disappear. Payment is made by debit/credit card online only. Items may be picked up on March 16th or later from 9 am to 4 pm, at St Louis Sportswear, 3615 Ridgewood, Saint Louis, MO, 63116 or for a small service fee delivered to your home directly.

The "Store" with the same items will be open from March 23rd thru March 31st and items can be picked at the same location on April 16th or later or again for a small delivery fee, sent directly to your home.

St. Louis Sportswear will be at the March 24th Metro Seniors general meeting, displaying out MS items, so you may order that day if you wish. Items ordered and paid for that day with debit/credit card can be picked up after April 16th or delivered.

The "Store" will be open for Championship Tournament apparel in at August with orders picked up/delivered before the Championship event and open again in November with all the "New" 2021 items available before Christmas.

Be the first one in your group to have them. Remember, payment is only by debit or credit card.

Here is the link: <https://metrostlouissrgolfassoc.itemorder.com/sale>