

IESGA Board Meeting, October 2, 2024 at the Liberty Lake Golf Course

President Steven Jones called the meeting to order at 9:35 a.m. Due to lack of a quorum at this time, Dave Setian called Dave Hall informing him of the Board meeting and the need for one more member to achieve a quorum. Mr. Hall was unaware of today's meeting because he had not received the meeting notification email sent out by Steven Jones approximately one week earlier. Mr. Hall would leave now and arrive to the meeting very shortly. Also in attendance were Past President Pete Fredickson, Vice President Dave Hall (later arrival), Treasurer Lee Paul, Tournament – Handicap Chair John Hanke, Webmaster/Asst. Tournament Chair Doug Kearsley, Secretary Brad Berg, and Board Members Mike Dixon, Dennis McGuire, and Dave Setian. Steven discussed the Board Member composition and that four Board positions will expire this year. Dave Setian and Dave Hall positions are expiring and both have agreed to renew for another three-year term. Clayton Colliton and Steven Johansen have both agreed to fill the remaining slate of two three-year Board positions. Due to lack of a quorum at this time in the meeting, Steven Jones asked for an agreement of the July 23, 2024 Board Member minutes as posted on the IESGA website. All present Board members agreed and a formal approval vote will be done upon Dave Hall's arrival.

Treasurer's Report

Lee Paul mentioned that he is working on the 2025 IESGA Budget and it should be ready in November and will be distributed to all the Board Members. He passed out to the Board Members copies of the IESGA's 2024 Cash Flows and Net Worth Statements (January 1 - October 1, 2024). YTD total cash inflow was approximately \$184,000 and total cash outflow was approximately \$138,000. Total dues, entry fees, green fees, and side games were approximately \$180,000 which was about \$40,000 less than was collected in 2023. This was due to roughly 20 players less per tournament in 2024 compared to 2023. He stated that the cash outflows were pretty standard with no real surprises based on the volume of participation this year. The net positive cashflow was \$46,000 with \$38,000 remaining to be paid for the second half of the season and leaving a net positive cashflow of \$8,000. He discussed the various line items on the Net Worth schedule. Overall, Lee indicated that the 2024 Cashflow and Net Worth were on track and in alignment with 2024 budget expectations. Copies of the Cash Flows and Net Worth Statements are attached.

Steven discussed the format and topics to be discussed at the Member Banquet scheduled later that afternoon. John Hanke asked that the Board approve his idea of the IESGA providing six \$50 IESGA gift certificates to the other donated items for the raffle at the afternoon Banquet. Steven asked for a motion, that was seconded, and it was unanimously approved by the Board and also approved by Dave Hall after he had arrived to the meeting. Mike Dixon suggested the excellent idea to gather banquet raffle prizes during the tournament season at the various courses that the IESGA plays. Mike volunteered to lead this raffle prize solicitation and Steven recommended that Mike coordinate and implement this idea during the 2025 season.

Lee asked the Board if they wanted the IESGA to participate in the 2025 Spokane Golf Show in February. The Board was in agreement with Lee going forward and securing a spot for the IESGA at the 2025 Golf Show. Some discussion continued with ideas (discounts, waive the

membership fee, etc.) of how the IESGA could attract more new members at the annual Spokane Golf Show. These ideas of attracting new IESGA members will be considered and possibly implemented at the 2025 Golf Show.

Secretary's Report

Brad Berg indicated that the membership ended the year at 290 members, about 16% less than the 2023 membership. Total number of rounds played in 2024 IESGA tournaments was 2500 which is roughly 10% less than the total rounds in 2023. Dave Hall arrived at 9:50 a.m. and a quorum for the meeting was met. The online tournament registration has gone very well this first full year of operation. Members are learning the registration process and it has provided a more efficient and accurate registration process for the IESGA. Approximately 85% of all 2024 tournament registrations are being paid by credit card, with the remaining 15% of payments being completed by remitting a check to the IESGA. Lee and Brad researched local financial institution cashback credit cards and found the best option is with STCU with a 2% cashback card offering. IESGA has had a checking and Money Market account at STCU for several years. Lee stated that it would be best to wait until the spring of 2025 to apply for this STCU credit card due to bonus points incentives STCU may be providing at that time. Brad asked the Board for approval for he and Lee to move forward with the STCU cashback credit card application. The Board unanimously approved procuring this credit card in the spring of 2025.

Brad shared his findings of the City of Spokane and Spokane County Discount Cards. The City of Spokane actually assigns an individual account number to each discount pass they sell. This will be a very beneficial way to identify our members' discount pass type when we play at a city course. Spokane County does not assign individual account numbers and relies totally on the exact name provided to them upon the discount pass purchase. These findings provided some steps of improvement that IESGA will use going into the 2025 season and aligning better with these city and county courses for the total green fee payment due.

With Dave Hall's arrival, a quorum was attained and Steven proposed for an approval vote of the July 23, 2024 Board Meeting minutes as posted on the IESGA website. All members present voted in favor and approved the July 23, 2024 Board Member meeting minutes as posted.

Tournament Chairman's Report

John Hanke indicated that he has scheduling challenges when the tournament exceeds 208 players. He was quite happy with the number of tournament participants this past season. He distributed a tentative IESGA 2025 Tournament Schedule to the Board and he will be confirming the courses and the dates in the coming weeks. This 2025 IESGA Tournament Schedule is attached to these meeting minutes. The new courses that the IESGA will play in 2025 are: Quail Ridge, the Lewiston Country Club, The Creek at Qualchan, and Avondale Golf Club. After John's negotiation with Avondale, they agreed to reduce their original minimum guarantee of \$9,600 to \$9,000 for them to host the IESGA event. John felt that we would be able to get at least 180 players (180 x \$50/player green fee) for this event. He issues contracts to all the golf

courses and, in several cases, he does not receive a contract back from the host golf course that IESGA has agreed to play.

Dave Setian agreed to accept the Vice President role for 2025 and Dave Hall will become the 2025 IESGA President.

Old Business

No old business discussed.

New Business

No new business.

Steven wanted to thank all of the Board Members for their efforts and service to the IESGA this year. It was moved, seconded and approved to adjourn the meeting at 10:18 a.m.

IESGA Cash Flow - Year to Date

1/1/2024 through 10/1/2024

INFLOWS

DUES & ENTRY FEES	\$ 164,950.55
DUES	\$ 1,860.02
ENTRY FEES	\$ 8,606.81
SIDE GAMES	\$ 7,870.50
OLD GOAT CUP	\$ 650.00
DIVIDEND INCOME	\$ 242.44
INTEREST INCOME	\$ 534.53
MISCELLANEOUS	\$ (504.00)
TRANSFER FROM CHECKING	\$ 50,000.00
TOTAL INFLOWS	\$ 234,210.85

OUTFLOWS

GREEN FEES	\$ 87,950.50
IESGA GIFT CERTIFICATE REDEMPTIONS	\$ 18,646.00
PAYOUTS	\$ 20,699.00
REFUNDS	\$ 4,820.29
LADIES TOURNAMENT	\$ 160.00
BANQUET	\$ (260.00)
FOOD	\$ 231.78
GOLF SHOW	\$ 374.87
LIABILITY INSURANCE	\$ 930.00
IRS REGISTRATION	\$ 600.00
LLC LICENSE RENEWAL	\$ 20.00
BOARD EXPENSES	\$ 512.00
OFFICER STIPENDS	\$ 1,850.00
LODGING EXPENSE	\$ 803.32
OFFICE SUPPLIES	\$ 527.94
STAMPS	\$ 189.77
MAILING	\$ 4.85
WEBSITE EXPENSES	\$ 327.00
TRANSFER TO SAVINGS	\$ 50,000.00
TOTAL OUTFLOWS	\$ 188,387.32

OVERALL TOTAL	\$ 45,823.53
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IESGA.NET WORTH

As of 10/1/2024

ASSETS

STCU CHECKING	\$ 17,278.42
STCU SAVINGS	\$ 50,675.98
GCU SAVINGS	\$ 75.70
GCU ID82 9 MO CD	\$ 5,100.00
GCU ID81 12 MO CD	\$ 16,643.05
TOTAL ASSETS	\$ 89,773.15

LIABILITIES

TOURNAMENT PREPAY	\$ 20,886.00
SIDE GAMES PENDING	\$ 20,279.00
OLD GOAT ENTRIES	\$ 2,700.00
OLD GOAT SUBSIDY	\$ 1,200.00
CLUB CHAMPIONS PENDING	\$ 600.00
50TH ANNIVERSARY WINNERS	\$ 350.00
OUTSTANDING GIFT CERTS	\$ 26,223.00
ANNUAL BANQUET PREPAY	\$ 470.00
TOTAL LIABILITIES	\$ 72,708.00

OVERALL TOTAL	\$ 17,065.15
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IESGA 2025 Tournament Schedule

Date	Day of Wk	Course	Time	Status	Green Fee	Seat	Trail Fee
Out of Town							
22-Apr	Tuesday	Quail Ridge	11:00	SENT	\$37	\$18	\$10
23-Apr	Wednesday	Lewiston	9:00	SENT	\$45	\$20	\$0
Regular Tournaments							
29-Apr	Tuesday	Meadowwood	7:30	SENT	2025 Rates		
13-May	Tuesday	The Links	7:00	CONFIRMED			
27-May	Tuesday	Latah Creek	7:00	CALL	2025 Rates		
10-Jun	Tuesday	Chewelah	7:00	DONE	\$40	\$20	\$10
24-Jun	Tuesday	Palouse Ridge	7:00	SENT	Senior Rate		
8-Jul	Tuesday	Qualchan	7:00	SENT	2025 Rates		
23-Jul	Wednesday	Twin Lakes	7:00	SENT	\$32	\$20	\$16
6-Aug	Wednesday	Coeur d'Alene	7:00	SENT	\$45	\$19	\$14
19-Aug	Tuesday	Stoneridge	7:00	DONE	\$32	\$20	\$20
2-Sep	Tuesday	Avondale	7:00	SENT	\$50	\$15	\$30
Club Championship							
16-Sep	Tuesday	Indian Canyon	7:00	SENT	2025 Rates		
17-Sep	Wednesday	Deer Park	7:00	DONE	\$40	\$20	\$12
Old Goat							
1-Oct	Wednesday	Liberty Lake	11:00	SENT	2025 Rates		
Registration Status							
DONE		Contract received					
SENT		Contract sent					
CONFIRMED		Date confirmed					
CALL		Date not set					