

AGENDA

FOX RUN GOLF ADVISORY BOARD

**Thursday, March 17, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

I. ROUTINE BUSINESS

- A. Roll Call. Todd Larson will be absent.
- B. Consideration of February minutes (attachment).
- C. Public Appearances

II. OLD BUSINESS

- A. No Old Business

III. NEW BUSINESS

- A. Update on staffing. Introduction of Tom Jeffers. Amanda Scheifer has been hired as the Assistant Golf Operations Manager. Amanda will be starting at the golf course on Monday, March 14. Amanda has worked for the City for four years and was most recently working for the street department.
- B. Range ball dispenser update. Driving range plan for spring 2016.
- C. League software update.
- D. Simulator plan for March and April.
- E. Year-to-Date comparison of revenues for 2016 to 2014. 2014 was a year where the rates at the course were not raised. (attachment)
- F. 2016 course event calendar update.
- G. Course conditions and projects – Rockie.

IV. OTHER BUSINESS

- A. Next Meeting date Thursday, April 21, 2016.

V. ADJOURN

MINUTES

FOX RUN GOLF ADVISORY BOARD

**Thursday, February 18, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

Routine Business

Roll Call:

Present: Dan Kortan, Jake Hoffner, Kim Auch, Mike Brinkerhoff.

Absent: Warren Erickson, Steve Sager, Annette Kohoutek.

Also present were PGA Pro Kevin Doby, Course Superintendent Rockie Wampol, Director of Parks and Recreation Todd Larson, and Parks Secretary Chasity McHenry

Public Appearances: Rich Hinckley

Minutes:

January 21, 2016 minutes approved. Doby motioned, Auch second.
Motion carried 4-0.

Old Business

A. No old business.

New Business

- A. Update on staffing plan for 2016. Tom Jeffers hired as Golf Operations Manager. Tom started Monday, February 22. Currently interviews for the Assistant Golf Operations Manager Position will start in the beginning of March.
- B. Marketing for 2016. Fox Run will do the free sleeve of golf balls for each paid green fee again this summer. There are Srixon balls left from last year, so those will be given out and then the sleeves will be Titleist after that. Todd will add the promotion to the advertising we do in South Dakota Magazine, Nebraska Life, and the Sioux City Journal.
- C. League software update. Range ball dispenser has been purchased and waiting for delivery. The new dispenser will no longer use tokens. Range pass holders will be given a key fob for use and those who purchase a bucket will receive a code on their receipt that will be used to get the bucket of balls. The key fob can be limited to so many baskets a day to help keep one key fob from being passed around to friends. Once the two bucket limit is reached, the pass holder can come into the clubhouse and request more range balls. League software will be going to Golf Genesis in 2016. The demo tests have gone well so Kevin is hopeful it will be a very smooth system to use for both employees and league participants.
- D. Course event calendar for 2016. City Classic will be August 27th and 28th. Fox Run will be hosting the first day on the 27th with an evening event and Hillcrest will be hosting the second day on August 28th. The City Classic is a two-year agreement for 2016 and 2017 between the courses and then it will be re-evaluated again.
- E. Yankton Recreation Pass. Reviewed the spreadsheet and information (attachment). The board thought a monthly pay option through an Electric Funds Transfer (EFT) should be included. Discussed the idea of collecting a deposit at the beginning of the agreement and the deposit could be used by the city if the person decided to quit before the 12

month agreement was completed. The board also felt requiring the same status of passes at both the SAC and Fox Run was an acceptable requirement. The board felt the program should be implemented as soon as possible. The concept needs to also be discussed with the Parks Advisory Board. Then it will go to the City Commission for discussion.

- F. Course conditions and projects –Rockie. Rockie will plan to have some trees moved again this spring. A number of trees were moved in the fall. In this spring season, Rockie will continue to monitor the course and determine when the course is too wet and walking only will be allowed. Currently, the course is dry and carts will be allowed.

Other Business

- A. Next Meeting Date – Thursday, March 17, 2016. The GAB meetings will be moved to Thursdays through October of 2016.

Meeting Adjourned

- A. Kortan motioned, Brinkerhoff second. Motion carried 4-0.

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Mar 07, '16		Jan 01, '14 - Mar 07, '14		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
Department: Golf Course Revenue								
Sub Department: Annual Pass Fees								
Category: Annual Pass Fee								
1406	Annual Pass Individual +2	0	\$0.00	4	\$2,725.24	-4	-2,725.24	-100.00%
1407	Annual Pass Individual +3	0	\$0.00	2	\$1,427.56	-2	-1,427.56	-100.00%
1408	Annual Pass Individual +1	48	\$32,748.00	38	\$23,024.74	10	9,723.26	42.23%
1409	Annual Pass Individual Adult	79	\$41,346.23	62	\$30,065.63	17	11,280.60	37.52%
1410	Annual Pass Limited Play	22	\$8,841.14	14	\$5,299.00	8	3,542.14	66.85%
1411	Annual Pass College	17	\$2,923.32	0	\$0.00	17	2,923.32	100.00%
1412	Annual Pass H.s. Or Younger	9	\$1,101.87	2	\$244.86	7	857.01	350.00%
3318	Annual Pass Limited Play + 1	3	\$1,542.06	1	\$471.96	2	1,070.10	226.74%
4192	Annual Pass Additional Child	5	\$280.40	0	\$0.00	5	280.40	100.00%
4435	Annual Pass Individual (18-30)	12	\$3,364.53	0	\$0.00	12	3,364.53	100.00%
4436	Annual Pass Individual Limited (18-30)	1	\$186.92	0	\$0.00	1	186.92	100.00%
Annual Pass Fee Total:		196	\$92,334.47	123	\$63,258.99	73	29,075.48	45.96%
Annual Pass Fees Total:		196	\$92,334.47	123	\$63,258.99	73	29,075.48	45.96%
Sub Department: Green Fee								
Category: Sa-Su Green Fee								
Sub Category: Paid Golf Rounds								
1360	Sa-Su 9summer Gf	2	\$34.58	0	\$0.00	2	34.58	100.00%
1361	Sa-Su 18winter Gf	100	\$1,122.00	0	\$0.00	100	1,122.00	100.00%
4443	Sa-Su 9winter Gf	57	\$426.36	0	\$0.00	57	426.36	100.00%
Paid Golf Rounds Total:		159	\$1,582.94	0	\$0.00	159	1,582.94	100.00%
Sa-Su Green Fee Total:		159	\$1,582.94	0	\$0.00	159	1,582.94	100.00%
Category: Mon-Fri Green Fee								
Sub Category: Paid Golf Rounds								
1352	M-F 18summer Gf	31	\$709.90	0	\$0.00	31	709.90	100.00%
1358	M-F 18winter Gf	14	\$157.08	0	\$0.00	14	157.08	100.00%
2946	Junior 9 Holes	1	\$8.41	0	\$0.00	1	8.41	100.00%
3320	M-F 9winter Gf	25	\$175.25	2	\$14.02	23	161.23	1,150.00%
3685	M-F Fall9	1	\$12.15	0	\$0.00	1	12.15	100.00%
Paid Golf Rounds Total:		72	\$1,062.79	2	\$14.02	70	1,048.77	7,480.53%
Mon-Fri Green Fee Total:		72	\$1,062.79	2	\$14.02	70	1,048.77	7,480.53%
Category: Pre-Paid Rounds								
Sub Category: Free Passes								
1380	Sa-Su Industry Pro Gf	2	\$0.00	0	\$0.00	2	0.00	0.00%
Free Passes Total:		2	\$0.00	0	\$0.00	2	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								
2590	Mount Marty Golf Team	2	\$0.00	0	\$0.00	2	0.00	0.00%
Pre-Paid Golf Rounds Total:		2	\$0.00	0	\$0.00	2	0.00	0.00%
Sub Category: Sa-Su Pre-Paid								
1366	Sa-Su 18pass Unlimited Winter Gf	152	\$0.00	2	\$0.00	150	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Mar 07, '16		Jan 01, '14 - Mar 07, '14		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
1368	Sa-Su 9pass Unlimited Winter Gf	6	\$0.00	0	\$0.00	6	0.00	0.00%
3627	Sa-Su 106.3 Radio (18)	2	\$0.00	0	\$0.00	2	0.00	0.00%
Sa-Su Pre-Paid Total:		160	\$0.00	2	\$0.00	158	0.00	0.00%
Sub Category: M-F Pre-Paid								
1369	M-F Fall 18 Pass Unlimited Gf	1	\$0.00	0	\$0.00	1	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	55	\$0.00	1	\$0.00	54	0.00	0.00%
1374	M-F 18 Pass Limited Winter Gf	3	\$0.00	0	\$0.00	3	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	7	\$0.00	0	\$0.00	7	0.00	0.00%
M-F Pre-Paid Total:		66	\$0.00	1	\$0.00	65	0.00	0.00%
Pre-Paid Rounds Total:		230	\$0.00	3	\$0.00	227	0.00	0.00%
Green Fee Total:		461	\$2,645.73	5	\$14.02	456	2,631.71	18,771.11%
Sub Department: Golf Car Fees								
Category: Cart Fees Daily								
1385	Golf Car 18	103	\$1,251.45	0	\$0.00	103	1,251.45	100.00%
1388	Golf Car 9	83	\$776.05	0	\$0.00	83	776.05	100.00%
Cart Fees Daily Total:		186	\$2,027.50	0	\$0.00	186	2,027.50	100.00%
Category: Cart Fees Annual								
1426	Annual Golf Car Lease - Individual	7	\$2,616.81	9	\$2,910.24	-2	-293.43	-10.08%
1427	Annual Golf Car Lease - Individual +1	3	\$1,457.97	2	\$1,031.78	1	426.19	41.31%
Cart Fees Annual Total:		10	\$4,074.78	11	\$3,942.02	-1	132.76	3.37%
Category: Golf Car Storage								
1415	Annual Golf Car Storage Fee	68	\$17,614.63	74	\$13,421.38	-6	4,193.25	31.24%
Golf Car Storage Total:		68	\$17,614.63	74	\$13,421.38	-6	4,193.25	31.24%
Category: Trail Fee								
1414	Annual Trail Fee	101	\$16,989.55	88	\$12,336.72	13	4,652.83	37.72%
2948	Annual Trail Fee (co-Owner)	11	\$771.10	11	\$565.40	0	205.70	36.38%
Trail Fee Total:		112	\$17,760.65	99	\$12,902.12	13	4,858.53	37.66%
Golf Car Fees Total:		376	\$41,477.56	184	\$30,265.52	192	11,212.04	37.05%
Sub Department: Other Golf Fees								
Category: Gift Card								
2779	Punch Pass Credit Of \$7.50	0	\$0.00	2	(\$15.00)	-2	15.00	100.00%
Gift Card Total:		0	\$0.00	2	(\$15.00)	-2	15.00	100.00%
Category: Pull Cart Rental								
1431	Pull Cart Rental	1	\$3.74	0	\$0.00	1	3.74	100.00%
Pull Cart Rental Total:		1	\$3.74	0	\$0.00	1	3.74	100.00%
Category: Handicap Fee								
1444	Handicap Fee	113	\$2,665.67	97	\$2,196.08	16	469.59	21.38%
Handicap Fee Total:		113	\$2,665.67	97	\$2,196.08	16	469.59	21.38%
Category: Advertisements								
3823	Advertisement - Golf Cart Wraps	3	\$1,800.00	0	\$0.00	3	1,800.00	100.00%
Advertisements Total:		3	\$1,800.00	0	\$0.00	3	1,800.00	100.00%
Other Golf Fees Total:		117	\$4,469.41	99	\$2,181.08	18	2,288.33	104.92%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Mar 07, '16		Jan 01, '14 - Mar 07, '14		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
Sub Department: Driving Range								
Category: Driving Range Token								
1416	Rangetoken	72	\$265.68	0	\$0.00	72	265.68	100.00%
Driving Range Token Total:		72	\$265.68	0	\$0.00	72	265.68	100.00%
Category: Driving Range Annual								
1418	Range Pass Individual	6	\$553.02	3	\$304.14	3	248.88	81.83%
1420	Range Pass High School	2	\$92.18	3	\$138.27	-1	-46.09	-33.33%
1764	Range Pass - High School/college Golf Team	2	\$300.00	0	\$0.00	2	300.00	100.00%
3636	Range Pass Additional Member	5	\$92.15	0	\$0.00	5	92.15	100.00%
Driving Range Annual Total:		15	\$1,037.35	6	\$442.41	9	594.94	134.48%
Driving Range Total:		87	\$1,303.03	6	\$442.41	81	860.62	194.53%
Sub Department: Professional Commissions								
Category: Lessons								
3733	Lessons - Winter 5 & 5	0	\$0.00	2	\$528.30	-2	-528.30	-100.00%
Lessons Total:		0	\$0.00	2	\$528.30	-2	-528.30	-100.00%
Professional Commissions Total:		0	\$0.00	2	\$528.30	-2	-528.30	-100.00%
Golf Course Revenue Total:		1,237	\$142,230.20	419	\$96,690.32	818	45,539.88	47.10%
Grand Total:		1,237	\$142,230.20	419	\$96,690.32	818	45,539.88	47.10%