

MINUTES

FOX RUN GOLF ADVISORY BOARD

**Thursday, June 16, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

Routine Business

Roll Call:

Present: Jake Hoffner, Kim Auch, Carll Kretsinger, Steve Sager, Warren Erickson.

Absent: Terry Carda, Annette Kohoutek.

Also present were Golf Operations Manager Tom Jeffers, Golf Operations Assistant Manager Amanda Schieffer, Course Superintendent Rockie Wampol, and Parks Secretary Chasity McHenry

Public Appearances: None.

Minutes:

May 19, 2016 minutes approved. Kretsinger motioned, Sager second.
Motion carried 5-0.

Old Business

A. No old business.

New Business

- A. Election of chairperson for Golf Advisory Board. Hoffner nominated Kim Auch. Kretsinger seconded. Erickson closed nominations. Kim Auch was elected new chairperson 5-0.
- B. Monthly round report and season pass report. Tom provided documents at meeting. Annual pass totals are up from last year. Couples pass totals have gone down. Discussion about the number of single and double players that are on the course during open golf. Educate golfers with knowledge that three and four players have right-of-way on course even when singles and doubles are playing faster. Start to pair up singles and doubles to have groups of three and four players in future. Discussed raising weekend walk-up fees in 2017, eliminate free sleeve of balls for paid 18 hole walk-up golfers to save expenses and it is not generating a lot of repeat play, and is there some customer loyalty programs that can be better utilized at course to reward the repeat customers.
- C. League update. Leagues are playing weekly and going well. All league information is now up on the website and scores have been posted in a timely fashion. Kevin is working to get software glitches worked out. Tom would like to meet with leagues after the season to evaluate league play, software needs, and scoring methods. After evaluation a list of pros and cons about leagues can be created to determine if changes should be made or not.
- D. Course event calendar and updates. White Whale tournament is July 2. Truxedo Outing is on July 8th. Season Pass Tournament is July 9th and 10th. Pro-Am Tournament is July 29th – 31st. Tom would also like to do a post-evaluation on the Pro-Am to determine direction for future years (format, gifts, pricing, etc.).

- E. Course conditions and projects. Rockie. Plenty of really warm temperatures. One of the big irrigation pumps went down on a Friday, had it fixed on Monday by replacing actuator. Need some rain to help water the grass, take some pressure off of the pumps. Sprayed the fairways with chemicals to help fight heat stress. Without rain, continued low humidity and hot temperatures, the staff will start to wet the greens during the days to help relieve stress.

Other Business

- A. Next Meeting Date – Thursday, July 21, 2016. The GAB meetings will be moved to Thursdays through October of 2016.

Meeting Adjourned

- A. Kretsinger motioned, Erickson second. Motion carried 5-0.

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Jan 01, '16 - Jun 16, '16

Jan 01, '15 - Jun 16, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
Department: Golf Course Revenue								
Sub Department: Annual Pass Fees								
Category: Annual Pass Fee								
1406	Annual Pass Individual +2	0	\$0.00	3	\$1,931.89	-3	-1,931.89	-100.00%
1408	Annual Pass Individual +1	84	\$57,309.00	101	\$64,715.58	-17	-7,406.58	-11.44%
1409	Annual Pass Individual Adult	143	\$74,841.91	143	\$73,337.62	0	1,504.29	2.05%
1410	Annual Pass Limited Play	45	\$18,084.15	46	\$17,981.28	-1	102.87	0.57%
1411	Annual Pass College	24	\$4,127.04	21	\$3,611.16	3	515.88	14.29%
1412	Annual Pass H.s. Or Younger	23	\$2,815.89	24	\$2,938.32	-1	-122.43	-4.17%
3318	Annual Pass Limited Play + 1	7	\$3,598.14	9	\$4,542.06	-2	-943.92	-20.78%
4192	Annual Pass Additional Child	10	\$560.80	10	\$560.80	0	0.00	0.00%
4435	Annual Pass Individual (18-30)	29	\$8,130.99	0	\$0.00	29	8,130.99	100.00%
4436	Annual Pass Individual Limited (18-30)	3	\$560.76	0	\$0.00	3	560.76	100.00%
Annual Pass Fee Total:		368	\$170,028.68	357	\$169,618.71	11	409.97	0.24%
Annual Pass Fees Total:		368	\$170,028.68	357	\$169,618.71	11	409.97	0.24%
Sub Department: Green Fee								
4535	G F Specials - 18 For 9	0	\$0.00	0	\$0.00	0	0.00	0.00%
Category: Sa-Su Green Fee								
Sub Category: Paid Golf Rounds								
1359	Sa-Su18summer Gf	379	\$8,679.10	328	\$7,511.20	51	1,167.90	15.55%
1360	Sa-Su9summer Gf	250	\$4,322.50	245	\$4,236.05	5	86.45	2.04%
1361	Sa-Su 18winter Gf	121	\$1,357.62	0	\$0.00	121	1,357.62	100.00%
2942	Sa-Su Family 9	8	\$67.28	30	\$252.30	-22	-185.02	-73.33%
2943	Sa-Su Non-Family 9 After 4:00	5	\$42.05	33	\$385.44	-28	-343.39	-89.09%
2944	Sa-Su Non-Family Unlimited After 4:00	3	\$36.12	5	\$86.45	-2	-50.33	-58.22%
3171	G F Specials 18-Hole Reciprocal G F + Cart	5	\$70.10	13	\$178.06	-8	-107.96	-60.63%
3684	Sa-Sufall 18	0	\$0.00	32	\$643.20	-32	-643.20	-100.00%
3686	Sa-Su Fall 9	0	\$0.00	40	\$672.80	-40	-672.80	-100.00%
4443	Sa-Su 9winter Gf	74	\$553.52	0	\$0.00	74	553.52	100.00%
Paid Golf Rounds Total:		845	\$15,128.29	726	\$13,965.50	119	1,162.79	8.33%
Sa-Su Green Fee Total:		845	\$15,128.29	726	\$13,965.50	119	1,162.79	8.33%
Category: Mon-Fri Green Fee								
Sub Category: Outings								
1381	M-F 18 Group-Outing Gf	76	\$2,059.60	0	\$0.00	76	2,059.60	100.00%
1382	M-F 9 Group-Outing Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
Outings Total:		76	\$2,059.60	0	\$0.00	76	2,059.60	100.00%
Sub Category: Tournaments								
3215	M-F Optimist Jr. Tourney Fee	0	\$0.00	63	\$352.80	-63	-352.80	-100.00%
4343	M-F State B Tourney Fee	0	\$0.00	1	\$1,800.00	-1	-1,800.00	-100.00%
4363	M-F Sdga Jr. Tour	0	\$0.00	129	\$0.00	-129	0.00	0.00%
Tournaments Total:		0	\$0.00	193	\$2,152.80	-193	-2,152.80	-100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Jan 01, '16 - Jun 16, '16

Jan 01, '15 - Jun 16, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
Sub Category: Paid Golf Rounds								
1352	M-F18summer Gf	306	\$6,949.17	227	\$5,198.16	79	1,751.01	33.69%
1353	M-F9summer Gf	537	\$9,284.73	563	\$9,724.02	-26	-439.29	-4.52%
1358	M-F 18 Winter Gf	56	\$628.32	0	\$0.00	56	628.32	100.00%
2938	Weekday 18 Senior	47	\$878.90	73	\$1,364.37	-26	-485.47	-35.58%
2939	Weekday 9 Senior	11	\$154.22	31	\$434.62	-20	-280.40	-64.52%
2946	Junior 9 Holes	45	\$299.77	32	\$269.12	13	30.65	11.39%
2947	Junior 18 Holes	7	\$78.47	23	\$322.46	-16	-243.99	-75.67%
3320	M-F 9winter Gf	53	\$371.53	0	\$0.00	53	371.53	100.00%
3683	M-F Fall18	0	\$0.00	115	\$1,882.55	-115	-1,882.55	-100.00%
3685	M-F Fall9	1	\$12.15	48	\$628.32	-47	-616.17	-98.07%
4052	Weekday 18fall Senior	0	\$0.00	8	\$100.96	-8	-100.96	-100.00%
4054	Weekday 9fall Senior	0	\$0.00	10	\$93.50	-10	-93.50	-100.00%
Paid Golf Rounds Total:		1,063	\$18,657.26	1,130	\$20,018.08	-67	-1,360.82	-6.80%
Mon-Fri Green Fee Total:		1,139	\$20,716.86	1,323	\$22,170.88	-184	-1,454.02	-6.56%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
3644	Pro-Am Entry & Sponsor Fee	0	\$0.00	6	\$1,930.00	-6	-1,930.00	-100.00%
4017	Pro-Am Title Sponsor Fee	0	\$0.00	1	\$230.00	-1	-230.00	-100.00%
4573	Entry Fee - Senior Fun Day	15	\$18.89	0	\$0.00	15	18.89	100.00%
Tournaments Total:		15	\$18.89	7	\$2,160.00	8	-2,141.11	-99.13%
Tournament Entry Fee Total:		15	\$18.89	7	\$2,160.00	8	-2,141.11	-99.13%
Category: H S Tourney - Wkday								
Sub Category: Tournaments								
4344	M-F State B Round	0	\$0.00	258	\$0.00	-258	0.00	0.00%
Tournaments Total:		0	\$0.00	258	\$0.00	-258	0.00	0.00%
H S Tourney - Wkday Total:		0	\$0.00	258	\$0.00	-258	0.00	0.00%
Category: Pre-Paid Rounds								
Sub Category: Free Passes								
1379	M-F Industry Pro Gf	3	\$0.00	6	\$0.00	-3	0.00	0.00%
1380	Sa-Su Industry Pro Gf	5	\$0.00	1	\$0.00	4	0.00	0.00%
3967	M-F First Tee	1	\$0.00	14	\$0.00	-13	0.00	0.00%
4095	Sa-Su Free Pass (no Cart Included)	0	\$0.00	2	\$0.00	-2	0.00	0.00%
4324	M-F Free Pass-No Cart	2	\$0.00	5	\$0.00	-3	0.00	0.00%
Free Passes Total:		11	\$0.00	28	\$0.00	-17	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								
2590	Mount Marty Golf Team	50	\$0.00	30	\$0.00	20	0.00	0.00%
Pre-Paid Golf Rounds Total:		50	\$0.00	30	\$0.00	20	0.00	0.00%
Sub Category: Sa-Su Pre-Paid								
1365	Sa-Su Fall Pass 18 Unlimited Gf	0	\$0.00	99	\$0.00	-99	0.00	0.00%
1366	Sa-Su 18pass Unlimited Winter Gf	380	\$0.00	0	\$0.00	380	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Jun 16, '16		Jan 01, '15 - Jun 16, '15		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
1367	Sa-Su9 Pass Summer Unlimited Gf	124	\$0.00	260	\$0.00	-136	0.00	0.00%
1368	Sa-Su 9pass Unlimited Winter Gf	10	\$0.00	0	\$0.00	10	0.00	0.00%
3627	Sa-Su 106.3 Radio (18)	6	\$0.00	14	\$0.00	-8	0.00	0.00%
3862	Sa-Su18 Pass Summer Unlimited Gf	420	\$0.00	906	\$0.00	-486	0.00	0.00%
4084	Sa-Su Fallpass 9 Unlimited Gf	0	\$0.00	65	\$0.00	-65	0.00	0.00%
Sa-Su Pre-Paid Total:		940	\$0.00	1,344	\$0.00	-404	0.00	0.00%
Sub Category: M-F Pre-Paid								
1369	M-F Fall 18 Pass Unlimited Gf	18	\$0.00	106	\$0.00	-88	0.00	0.00%
1370	M-F 18pass Unlimited Winter Gf	265	\$0.00	2	\$0.00	263	0.00	0.00%
1371	M-F 9pass Summer Unlimited Gf	1,011	\$0.00	793	\$0.00	218	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	5	\$0.00	20	\$0.00	-15	0.00	0.00%
1373	M-F 18 Ltd Pass Sum Gf	19	\$0.00	280	\$0.00	-261	0.00	0.00%
1374	M-F 18 Ltd Pass Winter Gf	14	\$0.00	0	\$0.00	14	0.00	0.00%
1375	Golf Car 18 SE	0	\$0.00	48	\$0.00	-48	0.00	0.00%
1376	M-F 9 Pass Limited Winter Gf	1	\$0.00	0	\$0.00	1	0.00	0.00%
1394	M-F 9 High School Golf Team Gf	39	\$0.00	123	\$0.00	-84	0.00	0.00%
1395	M-F 18 High School Golf Team Gf	0	\$0.00	54	\$0.00	-54	0.00	0.00%
3213	M-F 106.3 Radio (18)	16	\$0.00	42	\$0.00	-26	0.00	0.00%
3863	M-F 18unlimited Pass Summer Gf	1,901	\$0.00	1,529	\$0.00	372	0.00	0.00%
3864	M-F Men's League 9	0	\$0.00	926	\$0.00	-926	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	11	\$0.00	154	\$0.00	-143	0.00	0.00%
4083	M-F 9 Pass Fall Limited Gf	0	\$0.00	8	\$0.00	-8	0.00	0.00%
4336	M-F Ladies' League 9	0	\$0.00	174	\$0.00	-174	0.00	0.00%
4337	M-F Senior League 18	0	\$0.00	342	\$0.00	-342	0.00	0.00%
4406	M-F Ltd. Fall 18	2	\$0.00	0	\$0.00	2	0.00	0.00%
4407	M-Flimited 9 Pass	3	\$0.00	0	\$0.00	3	0.00	0.00%
M-F Pre-Paid Total:		3,305	\$0.00	4,601	\$0.00	-1,296	0.00	0.00%
Pre-Paid Rounds Total:		4,306	\$0.00	6,003	\$0.00	-1,697	0.00	0.00%
Category: Green Fee (m-F) Ntax								
Sub Category: Tournaments								
3173	M-F High School Tourney Green Fee	133	\$1,823.00	323	\$4,845.00	-190	-3,022.00	-62.37%
4340	State B Practice Round	2	\$30.00	169	\$2,535.00	-167	-2,505.00	-98.82%
Tournaments Total:		135	\$1,853.00	492	\$7,380.00	-357	-5,527.00	-74.89%
Green Fee (m-F) Ntax Total:		135	\$1,853.00	492	\$7,380.00	-357	-5,527.00	-74.89%
Green Fee Total:		6,440	\$37,717.04	8,809	\$45,676.38	-2,369	-7,959.34	-17.43%
Sub Department: Golf Car Fees								
Category: Cart Fees Daily								
1385	Golf Car 18	784	\$9,520.74	673	\$8,176.95	111	1,343.79	16.43%
1388	Golf Car 9	871	\$8,143.85	781	\$7,302.35	90	841.50	11.52%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Jun 16, '16		Jan 01, '15 - Jun 16, '15		QtyΔ	Δ	%Δ
		Qty	Sales	Qty	Sales			
1829	Golf Car Tournament Car	5	\$125.00	0	\$0.00	5	125.00	100.00%
2936	Golf Car 9 family	0	\$0.00	11	\$51.37	-11	-51.37	-100.00%
2937	Golf Car 18 family	0	\$0.00	2	\$16.82	-2	-16.82	-100.00%
2940	Golf Car 9 Senior	16	\$74.72	23	\$107.41	-7	-32.69	-30.43%
2941	Golf Car 18 Senior	53	\$495.55	57	\$532.95	-4	-37.40	-7.02%
2945	Golf Car After 4:00	0	\$0.00	41	\$287.41	-41	-287.41	-100.00%
2949	Rider Fee	0	\$0.00	3	\$14.01	-3	-14.01	-100.00%
4035	Golf Car Fall 18	0	\$0.00	55	\$487.85	-55	-487.85	-100.00%
4036	Golf Car Fall 9	0	\$0.00	43	\$281.22	-43	-281.22	-100.00%
4053	Golf Car 18 Fall Senior	0	\$0.00	10	\$93.40	-10	-93.40	-100.00%
4055	Golf Car 9 Fall Senior	0	\$0.00	2	\$9.34	-2	-9.34	-100.00%
Cart Fees Daily Total:		1,729	\$18,359.86	1,701	\$17,361.08	28	998.78	5.75%
Category: Cart Fees Annual								
1426	Annual Golf Car Lease - Individual	18	\$6,635.48	16	\$5,981.28	2	654.20	10.94%
1427	Annual Golf Car Lease - Individual +1	8	\$3,887.92	8	\$3,887.92	0	0.00	0.00%
Cart Fees Annual Total:		26	\$10,523.40	24	\$9,869.20	2	654.20	6.63%
Category: Golf Car Storage								
1415	Annual Golf Car Storage Fee	90	\$23,322.09	99	\$25,683.57	-9	-2,361.48	-9.19%
Golf Car Storage Total:		90	\$23,322.09	99	\$25,683.57	-9	-2,361.48	-9.19%
Category: Trail Fee								
1413	Trail Fee Daily	25	\$210.40	25	\$201.06	0	9.34	4.65%
1414	Annual Trail Fee	152	\$25,625.36	157	\$26,328.00	-5	-702.64	-2.67%
2948	Annual Trail Fee (co-Owner)	18	\$1,261.80	21	\$1,472.10	-3	-210.30	-14.29%
Trail Fee Total:		195	\$27,097.56	203	\$28,001.16	-8	-903.60	-3.23%
Golf Car Fees Total:		2,040	\$79,302.91	2,027	\$80,915.01	13	-1,612.10	-1.99%
Sub Department: Other Golf Fees								
2556	Rental Of Facility	2	\$94.34	0	\$0.00	2	94.34	100.00%
Category: Golf Shop Credit								
2341	Hole N One Golf Shop Credit	0	\$0.00	2	\$6.00	-2	-6.00	-100.00%
Golf Shop Credit Total:		0	\$0.00	2	\$6.00	-2	-6.00	-100.00%
Category: Gift Card								
2779	Punch Pass Credit Of \$7.50	37	(\$277.50)	69	(\$517.50)	-32	240.00	-46.38%
Gift Card Total:		37	(\$277.50)	69	(\$517.50)	-32	240.00	-46.38%
Category: Pull Cart Rental								
1431	Pull Cart Rental	49	\$183.26	29	\$108.46	20	74.80	68.97%
Pull Cart Rental Total:		49	\$183.26	29	\$108.46	20	74.80	68.97%
Category: Handicap Fee								
1444	Handicap Fee	329	\$7,761.11	278	\$6,558.01	51	1,203.10	18.35%
Handicap Fee Total:		329	\$7,761.11	278	\$6,558.01	51	1,203.10	18.35%
Category: Accessories								


Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Jun 16, '16		Jan 01, '15 - Jun 16, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
2342	Hole N One Charge	0	\$0.00	2	\$0.00	-2	0.00	0.00%
	Accessories Total:	0	\$0.00	2	\$0.00	-2	0.00	0.00%
Category: Advertisements								
3823	Advertisement - Golf Cart Wraps	4	\$2,700.00	3	\$2,700.00	1	0.00	0.00%
	Advertisements Total:	4	\$2,700.00	3	\$2,700.00	1	0.00	0.00%
	Other Golf Fees Total:	421	\$10,461.21	383	\$8,854.97	38	1,606.24	18.14%
Sub Department: Driving Range								
Category: Driving Range Token								
1416	Small Range Bucket	497	\$1,827.49	1,652	\$5,891.17	-1,155	-4,063.68	-68.98%
3642	Range Token - First Tee	16	\$14.72	25	\$23.00	-9	-8.28	-36.00%
4279	(non-Tax) Range Token	0	\$0.00	56	\$224.00	-56	-224.00	-100.00%
4341	Range - High School Tournaments	80	\$320.00	443	\$1,222.68	-363	-902.68	-73.83%
4503	Large Range Bucket	430	\$3,173.40	0	\$0.00	430	3,173.40	100.00%
	Driving Range Token Total:	1,023	\$5,335.61	2,176	\$7,360.85	-1,153	-2,025.24	-27.51%
Category: Driving Range Annual								
1418	Range Pass Individual	42	\$3,871.14	32	\$2,949.44	10	921.70	31.25%
1420	Range Pass High School	6	\$276.54	7	\$322.63	-1	-46.09	-14.29%
1421	Range Pass Adult +1 Family Member	0	\$0.00	2	\$313.36	-2	-313.36	-100.00%
1764	Range Pass - High School/college Golf Team	2	\$300.00	2	\$300.00	0	0.00	0.00%
2613	Range Pass College	0	\$0.00	1	\$69.12	-1	-69.12	-100.00%
3636	Range Pass Additional Member	12	\$221.16	11	\$202.73	1	18.43	9.09%
	Driving Range Annual Total:	62	\$4,668.84	55	\$4,157.28	7	511.56	12.31%
Category: Advertisements								
1001	Sponsorship Of Range Balls	0	\$0.00	0	\$0.00	0	0.00	0.00%
	Advertisements Total:	0	\$0.00	0	\$0.00	0	0.00	0.00%
	Driving Range Total:	1,085	\$10,004.45	2,231	\$11,518.13	-1,146	-1,513.68	-13.14%
Sub Department: Professional Commissions								
Category: Lessons								
1429	Lessons (1)	1	\$75.47	6	\$438.67	-5	-363.20	-82.80%
1430	Lessons (3)	0	\$0.00	1	\$169.81	-1	-169.81	-100.00%
2873	Lessons (5)	0	\$0.00	5	\$1,297.76	-5	-1,297.76	-100.00%
4273	Lessons (10 Hours)	0	\$0.00	3	\$1,698.12	-3	-1,698.12	-100.00%
4354	Lessons - Clinic	0	\$0.00	4	\$301.88	-4	-301.88	-100.00%
	Lessons Total:	1	\$75.47	19	\$3,906.24	-18	-3,830.77	-98.07%
	Professional Commissions Total:	1	\$75.47	19	\$3,906.24	-18	-3,830.77	-98.07%
	Golf Course Revenue Total:	10,355	\$307,589.76	13,826	\$320,489.44	-3,471	-12,899.68	-4.02%
	Grand Total:	10,355	\$307,589.76	13,826	\$320,489.44	-3,471	-12,899.68	-4.02%

Fox Run Golf Course

Comparative Sales Summary by Department

	Jan 01, '16 - Jun 16, '16		Jan 01, '15 - Jun 16, '15		QtyΔ	 \$Δ	%Δ
	Qty	Sales	Qty	Sales			
Golf Course Revenue Total:	10,355	\$307,589.76	13,826	\$320,489.44	-3,471	-12,899.68	-4.02%
Golf Shop Revenue Total:	2,766	\$41,267.08	3,738	\$64,290.72	-972	-23,023.64	-35.81%
Food & Beverage Reve Total:	13,908	\$46,575.58	14,937	\$49,853.54	-1,029	-3,277.96	-6.58%
Simulator Revenue Total:	437	\$5,488.50	498	\$6,448.80	-61	-960.30	-14.89%
Unrecognized Revenue Total:	49	\$3,807.53	119	\$10,558.00	-70	-6,750.47	-63.94%
Accounts Receivables Total:	72	(\$42,453.46)	42	(\$26,215.41)	30	-16,238.05	61.94%
Grand Total:	27,587	\$362,274.99	33,160	\$425,425.09	-5,573	-63,150.10	-14.84%