

# ***AGENDA***

## **FOX RUN GOLF ADVISORY BOARD**

**Thursday, July 21, 2016  
Fox Run Golf Course Clubhouse – 12:00 P.M.**

### **I. ROUTINE BUSINESS**

- A. Roll Call. Welcome Terry Carda. Jake Hoffner and Todd Larson will be absent.
- B. Consideration of June minutes (attachment).
- C. Public Appearances

### **II. OLD BUSINESS**

- A. No Old Business

### **III. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom and course software. Tom will provide documents at meeting.
- B. Course financials through June 30 (attachment).
- C. League updates.
- D. Course events, calendar and updates.
- E. Pro-Am update.
- F. Beer Cart sales discussion- Karll.
- G. Course Beautification- Terry.
- H. Course conditions and projects – Rockie.

### **IV. OTHER BUSINESS**

- A. Next Meeting date Thursday, August 18, 2016.

### **V. ADJOURN**

# ***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 8<sup>th</sup>. Season Pass Tournament is July 9<sup>th</sup> and 10<sup>th</sup>. Pro-Am Tournament is July 29<sup>th</sup> – 31<sup>st</sup>. 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.

07/13/16

Fox Run Golf Course  
Statement of Revenues & Expenses

	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jan2016 30Jun2016	01Jan2015 30Jun2015	Legal Budget
Direct Revenues:					
Concessions	29,731.49	22,706.81	60,549.07	57,911.04	154,300.00
Pro Shop	12,041.10	13,120.88	32,506.11	57,351.00	164,500.00
Course	48,504.09	29,349.96	336,488.83	334,231.38	483,800.00
	-----	-----	-----	-----	-----
Total Direct Revenues	90,276.68	65,177.65	429,544.01	449,493.42	802,600.00
Direct Expenses:					
Concessions	8,357.60	10,385.24	16,406.07	18,873.32	71,075.00
Pro Shop	5,540.90	4,284.74	59,977.49	68,634.35	114,800.00
Course		150.00	27,731.81	24,605.81	37,300.00
	-----	-----	-----	-----	-----
Total Direct Expenses	13,898.50	14,819.98	104,115.37	112,113.48	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	15.99	36.91	16.43	720.51	600.00
Indirect Expenses:					
Personal Services	40,412.39	35,463.85	167,659.62	152,802.59	370,992.00
Insurance			6,071.57	6,015.68	6,405.00
Professional Services	1,797.40	1,570.41	9,326.10	6,974.81	23,400.00
Advertising	820.00	1,032.70	7,228.45	6,162.25	7,000.00
Repair & Maintenance	3,061.31	10,217.55	16,693.95	26,467.88	57,500.00
Supplies & Materials	8,676.71	8,326.23	24,437.40	16,944.15	60,100.00
Travel, Conference & Dues	48.96	544.00	1,499.70	1,147.61	3,500.00
Utilities	2,545.14	2,387.00	8,439.68	10,143.37	36,500.00
Billing and Administration	33,670.00		67,340.00	33,670.00	67,340.00
Depreciation	5,128.69	5,128.69	30,772.14	29,514.79	55,745.00
	-----	-----	-----	-----	-----
Total Indirect Expenses	96,160.60	64,670.43	339,468.61	289,843.13	688,482.00
Net Operating Income	(19,766.43)	(14,275.85)	(14,023.54)	48,257.32	(41,117.00)
	=====	=====	=====	=====	=====
Capital Outlay	24,962.14		45,511.14	1,692.00	139,500.00
	=====	=====	=====	=====	=====

Fox Run Golf Course  
Statement of Revenues

	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jan2016 30Jun2016	01Jan2015 30Jun2015	Legal Budget
<b>Concessions</b>					
CASH Long	84.39	46.44	477.52	1,095.48	1,000.00
PREPARED FOOD	6,861.53	4,164.57	12,561.24	9,431.70	33,600.00
PRE-PACKAGED FOOD	1,628.70	1,291.73	3,957.97	6,226.95	7,700.00
BEER	16,711.91	13,659.16	34,064.92	30,444.46	89,000.00
BOTTLED POP	4,444.96	3,544.91	9,487.42	10,712.45	23,000.00
MISCELLANEOUS CONCESSIONS					
	-----	-----	-----	-----	-----
<b>Total Concessions</b>	29,731.49	22,706.81	60,549.07	57,911.04	154,300.00
<b>Pro Shop</b>					
GOLF BALLS	4,067.62	2,042.68	7,952.05	6,658.41	24,000.00
GLOVES	1,031.10	859.69	2,283.25	3,472.48	7,000.00
GOLF CAPS/VISORS	1,113.86	1,080.64	2,683.12	3,316.71	7,000.00
MERCHANDISE	1,715.07	4,466.28	4,659.91	11,437.20	38,000.00
MERCHANDISE NON-TAX	156.62		156.62	354.06	1,000.00
GOLF EQUIPMENT	2,859.69	2,482.57	11,153.78	22,842.20	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	1,097.14	872.43	3,447.57	4,670.31	11,000.00
LESSONS		1,316.59	75.47	4,599.63	6,500.00
	-----	-----	-----	-----	-----
<b>Total Pro Shop</b>	12,041.10	13,120.88	32,506.11	57,351.00	164,500.00
<b>Course</b>					
SIMULATOR			5,048.50	2,874.66	4,000.00
SIMULATOR NON-TAXABLE		(80.00)	500.00	585.00	1,200.00
SEASON PASS	2,465.44	1,826.74	166,653.04	166,529.81	175,000.00
SEASON PASS NON-TAX			3,446.69	3,521.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	11,684.12	5,984.93	22,128.63	18,171.74	59,000.00
GRREN FEES NON-TAX	1,572.20	2,647.80	3,410.20	9,487.80	6,500.00
GREEN FEES - WEEKDAYS	15,088.21	8,403.76	25,819.78	26,184.52	70,000.00
GOLF CAR RENTAL	12,650.58	6,926.91	35,668.32	30,615.19	65,000.00
GOLF CAR STORAGE (NON-TAX)	259.43	(259.43)	23,581.52	25,683.57	25,200.00
TRAIL FEES	285.13	392.56	27,149.01	28,346.97	29,000.00
PULL CART RENTAL	93.50	48.62	213.18	119.68	300.00
GOLF CLUB RENTAL	202.02	155.40	338.00	217.56	1,000.00
DRIVING RANGE	3,349.60	2,972.41	10,960.40	11,901.89	15,000.00
DRIVING RANGE NON-TAX			539.66	568.16	800.00
HANDICAPING	330.26	330.26	7,808.30	6,723.14	9,000.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS			2,700.00	2,700.00	15,300.00
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
<b>Total Course</b>	48,504.09	29,349.96	336,488.83	334,231.38	483,800.00
<b>Total Direct Revenues</b>	90,276.68	65,177.65	429,544.01	449,493.42	802,600.00
	=====	=====	=====	=====	=====

07/13/16

Fox Run Golf Course  
Statement of Expenditures

1

	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jan2016 30Jun2016	01Jan2015 30Jun2015	Legal Budget
<b>Concessions</b>					
CASH SHORT	329.49	17.55	1,193.72	807.35	1,000.00
PREPARED FOODS	2,695.06	4,117.36	4,647.34	5,876.35	26,000.00
CANDY	284.85	747.45	783.05	1,487.42	4,000.00
BEER	4,376.25	3,749.90	7,170.52	7,055.30	30,000.00
POP	530.60	1,752.98	2,377.40	3,646.90	10,000.00
	-----	-----	-----	-----	-----
<b>Total Concessions</b>	8,357.60	10,385.24	16,406.07	18,873.32	71,075.00
<b>Pro Shop</b>					
GOLF BALLS	408.75	1,951.77	22,829.00	25,888.92	24,000.00
GLOVES			3,056.45	847.67	3,200.00
GOLF CAPS/VISORS		816.47	2,199.05	2,810.99	3,600.00
MERCHANDISE	1,467.95		10,810.51	12,469.54	23,000.00
GOLF EQUIPMENT	2,491.21	1,516.50	18,201.38	24,602.22	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	1,123.50		2,831.61	2,015.01	6,000.00
	-----	-----	-----	-----	-----
<b>Total Pro Shop</b>	5,540.90	4,284.74	59,977.49	68,634.35	114,800.00
<b>Course</b>					
GOLF CAR RENTAL			24,455.81	24,455.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			3,276.00		2,500.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
<b>Total Course</b>		150.00	27,731.81	24,605.81	37,300.00
<b>Total Direct Expenditures</b>	13,898.50	14,819.98	104,115.37	112,113.48	223,175.00
	=====	=====	=====	=====	=====