

AGENDA

FOX RUN GOLF ADVISORY BOARD

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

I. ROUTINE BUSINESS

- A. Roll Call.
- B. Consideration of July minutes (attachment).
- C. Public Appearances

II. OLD BUSINESS

- A. No Old Business

III. NEW BUSINESS

- A. Monthly round report and season pass report (attachments).
- B. Course financials through July 31 from City financial software (attachment).
- C. League updates.
- D. Course events, calendar and updates. City Classic update.
- E. Pro-Am re-cap.
- F. Course conditions and projects – Rockie.

IV. OTHER BUSINESS

- A. Next Meeting date Thursday, September 22, 2016. Moved to fourth Thursday because of City Employee picnic at Fox Run on Thursday, September 15.

V. ADJOURN

MINUTES

FOX RUN GOLF ADVISORY BOARD

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

Routine Business

Roll Call:

Present: Annette Kohoutek, Terry Carda, Kim Auch, Carll Kretsinger, Steve Sager, Warren Erickson.

Absent: Jake Hoffner.

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: Charles Leiferman.

Minutes:

June 16, 2016 minutes approved. Kretsinger motioned, Erickson second.
Motion carried 6-0.

Old Business

A. No old business.

New Business

- A. Monthly round report and season pass report. Slightly up from last year. Paid green fees are up a lot. Pro-Am fees are down from last year.
- B. Course financials through June 30 (attachment). Year to date, the course is down \$20,000 from last year. Food wise, expenditures are down and revenue is up.
- C. League update. Senior League is halfway through. Software has had updates and is running better.
- D. Course event calendar and updates. August is not a busy month for outings.
- E. Pro-Am update. 38 Pros have signed up for the Pro-Am. There were 39 teams by the beginning of the Golf Advisory Board. The Board was thinking of asking the Events Coordinator to join a Pro-Am committee.
- F. Beer Cart discussion. Was wondering if the beer cart could sell on the greens. Was pointed out that no matter where the beer cart is, play is still going to slow down.
- G. Course Beautification. Discussed the deck that is attached to the club, about dropping down the flowers that are there so that the course is more visible to members that are out sitting on the deck. Maybe add some flower boxes at the tee boxes throughout the course to add some beauty.
- H. Course Etiquette. There have been some complaints about kids cutting in front of other golfers and of some men that have been urinating on the course.
- I. Course conditions and projects. Getting ready for the Pro-Am.

Other Business

- A. Next Meeting Date – Thursday, August 18, 2016. The GAB meetings will be moved to Thursdays through October of 2016.

Meeting Adjourned

- A. Kretsinger motioned, Carda second. Motion carried 6-0.

Fox Run Golf Course

Comparative Sales Detail by Sub-Department: Green Fee

Item #	Description	Jan 01, '16 - Aug 15, '16		Jan 01, '15 - Aug 15, '15		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
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								
4496	Weekend 18 Hole Gf	1	\$22.90	0	\$0.00	1	22.90	100.00%
Sub Category: Outings								
1384	Sa-Su 9 Group-Outing Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
3655	Sa-Su Outing - Pink Ladies	0	\$0.00	119	\$4,448.22	-119	-4,448.22	-100.00%
Outings Total:		0	\$0.00	119	\$4,448.22	-119	-4,448.22	-100.00%
Sub Category: Tournaments								
3255	Sa-Su 18 Tournament-Season Pass	0	\$0.00	170	\$0.00	-170	0.00	0.00%
3675	Sa-Su 18 Tournament-Pro-Am	0	\$0.00	195	\$3,738.32	-195	-3,738.32	-100.00%
4383	Sa-Su 18 Member Tournament-Pro-Am	0	\$0.00	183	\$0.00	-183	0.00	0.00%
Tournaments Total:		0	\$0.00	548	\$3,738.32	-548	-3,738.32	-100.00%
Sub Category: Paid Golf Rounds								
1359	Sa-Su18summer Gf	951	\$21,777.90	722	\$16,533.80	229	5,244.10	31.72%
1360	Sa-Su9summer Gf	611	\$10,564.19	488	\$8,437.52	123	2,126.67	25.20%
1361	Sa-Su 18winter Gf	121	\$1,357.62	0	\$0.00	121	1,357.62	100.00%
2942	Sa-Su Family 9	13	\$109.33	57	\$479.37	-44	-370.04	-77.19%
2943	Sa-Su Non-Family 9 After 4:00	40	\$336.40	72	\$840.96	-32	-504.56	-60.00%
2944	Sa-Su Non-Family Unlimited After 4:00	29	\$349.16	40	\$691.60	-11	-342.44	-49.51%
3171	G F Specials 18-Hole Reciprocal G F + Cart	42	\$588.84	49	\$682.78	-7	-93.94	-13.76%
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:		1,881	\$35,636.96	1,500	\$28,982.03	381	6,654.93	22.96%
Sa-Su Green Fee Total:		1,882	\$35,659.86	2,167	\$37,168.57	-285	-1,508.71	-4.06%
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%
4362	M-F Outing Fee - M M C Men's Basketball	0	\$0.00	76	\$2,020.84	-76	-2,020.84	-100.00%
4364	M-F Outing Fee - Gayville/volin Boosters	0	\$0.00	68	\$1,525.24	-68	-1,525.24	-100.00%
4374	M-F Outing Fee - A B S	0	\$0.00	90	\$2,439.25	-90	-2,439.25	-100.00%
Outings Total:		76	\$2,059.60	234	\$5,985.33	-158	-3,925.73	-65.59%
Sub Category: Tournaments								
3215	M-F Optimist Jr. Tourney Fee	0	\$0.00	63	\$352.80	-63	-352.80	-100.00%
3221	M-F Sdga Jr. Tour Fee	0	\$0.00	10	\$934.58	-10	-934.58	-100.00%
3651	Ladies' Invite Member Entry	0	\$0.00	7	\$0.00	-7	0.00	0.00%
3652	Ladies' Invite Non-Member Entry	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4343	M-F State B Tourney Fee	0	\$0.00	1	\$1,800.00	-1	-1,800.00	-100.00%

Fox Run Golf Course

Comparative Sales Detail by Sub-Department: Green Fee

Item #	Description	Jan 01, '16 - Aug 15, '16		Jan 01, '15 - Aug 15, '15		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
4363	M-F Sdga Jr. Tour	0	\$0.00	129	\$0.00	-129	0.00	0.00%
Tournaments Total:		0	\$0.00	211	\$3,087.38	-211	-3,087.38	-100.00%
Sub Category: Paid Golf Rounds								
1352	M-F18summer Gf	678	\$15,184.01	667	\$15,133.93	11	50.08	0.33%
1353	M-F9summer Gf	1,290	\$22,214.63	1,395	\$24,100.42	-105	-1,885.79	-7.82%
1358	M-F 18 Winter Gf	56	\$628.32	0	\$0.00	56	628.32	100.00%
2938	Weekday 18 Senior	158	\$2,954.60	206	\$3,850.14	-48	-895.54	-23.26%
2939	Weekday 9 Senior	48	\$672.96	94	\$1,317.88	-46	-644.92	-48.94%
2946	Junior 9 Holes	190	\$1,123.13	78	\$655.98	112	467.15	71.21%
2947	Junior 18 Holes	31	\$347.51	43	\$602.86	-12	-255.35	-42.36%
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:		2,505	\$43,508.84	2,664	\$48,366.54	-159	-4,857.70	-10.04%
Mon-Fri Green Fee Total:		2,581	\$45,568.44	3,109	\$57,439.25	-528	-11,870.81	-20.67%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
1844	Entry Fee - Season Pass	44	(\$30.00)	46	\$480.00	-2	-510.00	-106.25%
1862	Senior Tournament Entry Fee - Member	37	\$1,066.00	1	\$25.00	36	1,041.00	4,164.00%
3662	Senior Tournament Entry Fee - Non Memb	27	\$0.00	0	\$0.00	27	0.00	0.00%
4037	Entry Fee - City Classic	21	\$1,050.00	0	\$0.00	21	1,050.00	100.00%
4573	Entry Fee - Senior Fun Day	15	\$18.89	0	\$0.00	15	18.89	100.00%
Tournaments Total:		144	\$2,104.89	47	\$505.00	97	1,599.89	316.81%
Tournament Entry Fee Total:		144	\$2,104.89	47	\$505.00	97	1,599.89	316.81%
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	6	\$0.00	10	\$0.00	-4	0.00	0.00%
1380	Sa-Su Industry Pro Gf	8	\$0.00	155	\$0.00	-147	0.00	0.00%
3967	M-F First Tee	7	\$0.00	33	\$0.00	-26	0.00	0.00%
4095	Sa-Su Free Pass (no Cart Included)	2	\$0.00	4	\$0.00	-2	0.00	0.00%
4324	M-F Free Pass-No Cart	2	\$0.00	16	\$0.00	-14	0.00	0.00%
Free Passes Total:		25	\$0.00	218	\$0.00	-193	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								
2590	Mount Marty Golf Team	56	\$0.00	44	\$0.00	12	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Sub-Department: Green Fee

Item #	Description	Jan 01, '16 - Aug 15, '16		Jan 01, '15 - Aug 15, '15		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
Pre-Paid Golf Rounds Total:		56	\$0.00	44	\$0.00	12	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	1	\$0.00	379	0.00	0.00%
1367	Sa-Su9 Pass Summer Unlimited Gf	147	\$0.00	394	\$0.00	-247	0.00	0.00%
1368	Sa-Su 9pass Unlimited Winter Gf	10	\$0.00	2	\$0.00	8	0.00	0.00%
3627	Sa-Su 106.3 Radio (18)	49	\$0.00	42	\$0.00	7	0.00	0.00%
3862	Sa-Su18 Pass Summer Unlimited Gf	457	\$0.00	1,573	\$0.00	-1,116	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:		1,043	\$0.00	2,176	\$0.00	-1,133	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	7	\$0.00	258	0.00	0.00%
1371	M-F 9pass Summer Unlimited Gf	1,121	\$0.00	1,767	\$0.00	-646	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	5	\$0.00	22	\$0.00	-17	0.00	0.00%
1373	M-F 18 Ltd Pass Sum Gf	20	\$0.00	539	\$0.00	-519	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	1	\$0.00	146	\$0.00	-145	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	70	\$0.00	-70	0.00	0.00%
3213	M-F 106.3 Radio (18)	57	\$0.00	97	\$0.00	-40	0.00	0.00%
3863	M-F 18unlimited Pass Summer Gf	3,703	\$0.00	2,614	\$0.00	1,089	0.00	0.00%
3864	M-F Men's League 9	0	\$0.00	1,695	\$0.00	-1,695	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	12	\$0.00	-12	0.00	0.00%
4336	M-F Ladies' League 9	0	\$0.00	421	\$0.00	-421	0.00	0.00%
4337	M-F Senior League 18	0	\$0.00	688	\$0.00	-688	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:		5,260	\$0.00	8,461	\$0.00	-3,201	0.00	0.00%
Pre-Paid Rounds Total:		6,384	\$0.00	10,899	\$0.00	-4,515	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	325	\$4,875.00	-192	-3,052.00	-62.61%
4340	State B Practice Round	2	\$30.00	169	\$2,535.00	-167	-2,505.00	-98.82%
Tournaments Total:		135	\$1,853.00	494	\$7,410.00	-359	-5,557.00	-74.99%
Green Fee (m-F) Ntax Total:		135	\$1,853.00	494	\$7,410.00	-359	-5,557.00	-74.99%
Green Fee Total:		11,126	\$85,186.19	16,974	\$102,522.82	-5,848	-17,336.63	-16.91%

Fox Run Golf Course

Comparative Sales Detail by Sub-Department: Green Fee

Item #	Description	Jan 01, '16 - Aug 15, '16		Jan 01, '15 - Aug 15, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
	Grand Total:	<u>11,126</u>	<u>\$85,186.19</u>	<u>16,974</u>	<u>\$102,522.82</u>	<u>-5,848</u>	<u>-17,336.63</u>	<u>-16.91%</u>

Fox Run Golf Course

Comparative Sales Detail by Sub-Department: Annual Pass Fees

Item #	Description	Jan 01, '16 - Aug 15, '16		Jan 01, '15 - Aug 15, '15		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
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	85	\$57,991.25	102	\$65,397.83	-17	-7,406.58	-11.33%
1409	Annual Pass Individual Adult	145	\$75,417.62	144	\$73,547.62	1	1,870.00	2.54%
1410	Annual Pass Limited Play	45	\$18,084.15	47	\$18,142.03	-2	-57.88	-0.32%
1411	Annual Pass College	24	\$4,127.04	22	\$3,783.12	2	343.92	9.09%
1412	Annual Pass H.s. Or Younger	23	\$2,815.89	25	\$3,060.75	-2	-244.86	-8.00%
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)	30	\$8,411.37	0	\$0.00	30	8,411.37	100.00%
4436	Annual Pass Individual Limited (18-30)	4	\$747.68	0	\$0.00	4	747.68	100.00%
	Annual Pass Fee Total:	373	\$171,753.94	362	\$170,966.10	11	787.84	0.46%
	Annual Pass Fees Total:	373	\$171,753.94	362	\$170,966.10	11	787.84	0.46%
	Grand Total:	373	\$171,753.94	362	\$170,966.10	11	787.84	0.46%

08/10/16

Fox Run Golf Course
Statement of Revenues & Expenses

	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	Legal Budget
Direct Revenues:					
Concessions	24,306.05	29,363.13	84,855.12	87,274.17	154,300.00
Pro Shop	8,801.77	13,603.93	41,307.88	70,954.93	164,500.00
Course	39,129.85	56,467.42	375,618.68	390,698.80	483,800.00
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Total Direct Revenues	72,237.67	99,434.48	501,781.68	548,927.90	802,600.00
Direct Expenses:					
Concessions	11,314.67	13,319.19	27,720.74	32,192.51	71,075.00
Pro Shop	3,739.49	11,715.72	63,716.98	80,350.07	114,800.00
Course	6,745.00	1,750.00	34,476.81	26,355.81	37,300.00
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Total Direct Expenses	21,799.16	26,784.91	125,914.53	138,898.39	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	(42.63)	43.31	(26.20)	763.82	600.00
Indirect Expenses:					
Personal Services	68,861.74	60,105.18	236,521.36	212,907.77	370,992.00
Insurance			6,071.57	6,015.68	6,405.00
Professional Services	1,502.12	1,741.14	10,828.22	8,715.95	23,400.00
Advertising	2,702.50	257.70	9,930.95	6,419.95	7,000.00
Repair & Maintenance	8,432.07	5,920.44	25,126.02	32,388.32	57,500.00
Supplies & Materials	11,397.12	5,185.87	35,834.52	22,130.02	60,100.00
Travel, Conference & Dues	1,058.00		2,557.70	1,147.61	3,500.00
Utilities	3,583.24	2,836.03	12,022.92	12,979.40	36,500.00
Billing and Administration		33,670.00	67,340.00	67,340.00	67,340.00
Depreciation	4,218.78	5,128.69	34,990.92	34,643.48	55,745.00
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Total Indirect Expenses	101,755.57	114,845.05	441,224.18	404,688.18	688,482.00
Net Operating Income	(51,359.69)	(42,152.17)	(65,383.23)	6,105.15	(41,117.00)
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Capital Outlay	1,383.43	28,511.16	46,894.57	30,203.16	139,500.00
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	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	Legal Budget
Concessions					
CASH Long	79.71	80.80	557.23	1,176.28	1,000.00
PREPARED FOOD	5,403.92	5,692.97	17,965.16	15,124.67	33,600.00
PRE-PACKAGED FOOD	1,199.18	1,496.82	5,157.15	7,723.77	7,700.00
BEER	13,752.02	17,099.68	47,816.94	47,544.14	89,000.00
BOTTLED POP	3,871.22	4,992.86	13,358.64	15,705.31	23,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	24,306.05	29,363.13	84,855.12	87,274.17	154,300.00
Pro Shop					
GOLF BALLS	2,411.15	4,088.79	10,363.20	10,747.20	24,000.00
GLOVES	829.28	931.18	3,112.53	4,403.66	7,000.00
GOLF CAPS/VISORS	636.80	1,336.03	3,319.92	4,652.74	7,000.00
MERCHANDISE	1,591.99	3,453.94	6,251.90	14,891.14	38,000.00
MERCHANDISE NON-TAX			156.62	354.06	1,000.00
GOLF EQUIPMENT	1,645.60	2,454.17	12,799.38	25,296.37	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	1,593.05	1,188.88	5,040.62	5,859.19	11,000.00
LESSONS	93.90	150.94	169.37	4,750.57	6,500.00
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Total Pro Shop	8,801.77	13,603.93	41,307.88	70,954.93	164,500.00
Course					
SIMULATOR			5,048.50	2,874.66	4,000.00
SIMULATOR NON-TAXABLE			500.00	585.00	1,200.00
SEASON PASS	1,130.86	504.39	167,783.90	167,034.20	175,000.00
SEASON PASS NON-TAX			3,446.69	3,521.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	9,602.75	14,038.25	31,731.38	32,209.99	59,000.00
GRREN FEES NON-TAX			3,410.20	9,487.80	6,500.00
GREEN FEES - WEEKDAYS	10,549.06	21,649.09	36,368.84	47,833.61	70,000.00
GOLF CAR RENTAL	10,982.59	11,911.12	46,650.91	42,526.31	65,000.00
GOLF CAR STORAGE (NON-TAX)		47.17	23,581.52	25,730.74	25,200.00
TRAIL FEES	322.50	46.75	27,471.51	28,393.72	29,000.00
PULL CART RENTAL	67.32	74.80	280.50	194.48	300.00
GOLF CLUB RENTAL	372.42	326.34	710.42	543.90	1,000.00
DRIVING RANGE	2,213.99	3,101.43	13,174.39	15,003.32	15,000.00
DRIVING RANGE NON-TAX			539.66	568.16	800.00
HANDICAPING	94.36	283.08	7,902.66	7,006.22	9,000.00
LEAGUES					
JUNIOR GOLF PROGRAM	3,794.00	4,485.00	3,794.00	4,485.00	4,000.00
GOLF CART WRAPS			2,700.00	2,700.00	15,300.00
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	39,129.85	56,467.42	375,618.68	390,698.80	483,800.00
Total Direct Revenues	72,237.67	99,434.48	501,781.68	548,927.90	802,600.00
	=====	=====	=====	=====	=====

Fox Run Golf Course
Statement of Expenditures

	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	Legal Budget
Concessions					
CASH SHORT	285.76	349.01	1,479.48	1,156.36	1,000.00
PREPARED FOODS	2,185.01	3,749.39	6,832.35	9,625.74	26,000.00
CANDY	390.70	1,142.00	1,173.75	2,629.42	4,000.00
BEER	6,466.33	6,303.50	13,636.85	13,358.80	30,000.00
POP	1,196.68	1,775.29	3,574.08	5,422.19	10,000.00
	-----	-----	-----	-----	-----
Total Concessions	11,314.67	13,319.19	27,720.74	32,192.51	71,075.00
Pro Shop					
GOLF BALLS	1,816.88	2,421.96	24,645.88	28,310.88	24,000.00
GLOVES			3,056.45	847.67	3,200.00
GOLF CAPS/VISORS	355.57	378.36	2,554.62	3,189.35	3,600.00
MERCHANDISE	1,042.40	3,370.64	11,852.91	15,840.18	23,000.00
GOLF EQUIPMENT	524.64	3,108.67	18,726.02	27,710.89	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS		2,436.09	2,831.61	4,451.10	6,000.00
	-----	-----	-----	-----	-----
Total Pro Shop	3,739.49	11,715.72	63,716.98	80,350.07	114,800.00
Course					
GOLF CAR RENTAL	125.00		24,580.81	24,455.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE		1,750.00	3,276.00	1,750.00	2,500.00
HANDICAPING	6,620.00		6,620.00		7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	6,745.00	1,750.00	34,476.81	26,355.81	37,300.00
Total Direct Expenditures	21,799.16	26,784.91	125,914.53	138,898.39	223,175.00
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Fox Run Golf Course
Statement of Revenues

	01Jan2016 31Mar2016	01Jan2015 31Mar2015	01Apr2016 30Apr2016	01Apr2015 30Apr2015	01May2016 31May2016	01May2015 31May2015	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	
GOLF COURSE													
CASH LONG/SHORT													
641.3701	206	429	72	27	116	593	84	46	80	81	557	1,176	47
641.641.701	239	173	117	28	508	588	329	18	286	349	1,479	1,156	128
Difference	(33)	256	(45)	(1)	(393)	4	(245)	29	(206)	(268)	(922)	20	(4630)
PREPARED FOODS													
641.3710	324	554	1,739	882	3,526	3,831	6,187	3,930	5,404	5,693	17,180	14,890	115
641.3711 Non-Taxable					(111)		(675)	(235)			(785)	(235)	335
641.641.710	207	38	566	487	1,179	1,234	2,695	4,117	2,185	3,749	6,832	9,626	71
Difference	117	516	1,173	395	2,458	2,597	4,166	47	3,219	1,944	11,133	5,499	202
PRE-PACKAGED FOOD													
641.3714	507	458	719	900	1,103	3,577	1,629	1,292	1,199	1,497	5,157	7,724	67
641.641.714	99		124	339	275	401	285	747	391	1,142	1,174	2,629	45
Difference	408	458	595	562	828	3,176	1,344	544	808	355	3,983	5,094	78
BEER													
641.3718	4,037	4,517	3,555	3,652	9,761	8,616	16,712	13,659	13,752	17,100	47,817	47,544	101
641.641.718	311	708	1,767	1,620	716	978	4,376	3,750	6,466	6,304	13,637	13,359	102
Difference	3,726	3,810	1,788	2,033	9,045	7,638	12,336	9,909	7,286	10,796	34,180	34,185	100
BEVERAGES													
641.3720	1,099	1,070	1,536	1,902	2,408	4,195	4,445	3,545	3,871	4,993	13,359	15,705	85
641.641.720	240	24	958	607	742	1,263	551	1,753	1,308	1,775	3,798	5,422	70
Difference	860	1,047	578	1,295	1,665	2,932	3,894	1,792	2,563	3,218	9,560	10,283	93
SEASON PASS													
641.3740	113,997	127,534	36,951	27,332	13,239	9,837	2,465	1,827	1,131	504	167,784	167,034	100
SEASON PASS NON-TAXABLE													
641.3741	3,447	3,447				75					3,447	3,522	98
GREEN FEES-WEEKENDS/HOLIDAYS													
641.3742	1,949	3,560	2,535	3,233	5,960	5,393	11,684	5,985	9,603	14,038	31,731	32,210	99
GREEN FEES NON-TAXABLE													
641.3743			1,331	1,650	507	5,190	1,572	2,648			3,410	9,488	36
GREEN FEES - WEEKDAYS													
641.3744	1,719	5,169	2,242	5,208	6,770	7,403	15,088	8,404	10,549	21,649	36,369	47,834	76
GOLF CAR RENTAL													
641.3746	10,575	10,383	4,968	5,784	7,474	7,521	12,651	6,927	10,983	11,911	46,651	42,526	110
641.3747 Non-Taxable							524				524		
641.641.746			24,456	24,456					125		24,581	24,456	101
Difference	10,575	10,383	(19,488)	(18,672)	7,474	7,521	13,174	6,927	10,858	11,911	22,594	18,071	125

Fox Run Golf Course
Statement of Revenues

	01Jan2016 31Mar2016	01Jan2015 31Mar2015	01Apr2016 30Apr2016	01Apr2015 30Apr2015	01May2016 31May2016	01May2015 31May2015	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	
GOLF CAR STORAGE (NON-TAX)													
641.3749	20,468	22,830	2,594	2,335	259	778	259	(259)		47	23,582	25,731	92
641.641.749													
Difference	20,468	22,830	2,594	2,335	259	778	259	(259)		47	23,582	25,731	92
TRAIL FEES													
641.3750	21,485	22,080	3,991	4,243	1,388	1,631	285	393	323	47	27,472	28,394	97
PULL CART RENTAL													
641.3752	15	19	45	15	60	37	94	49	67	75	281	194	144
641.641.752													
Difference	15	19	45	15	60	37	94	49	67	75	281	194	144
GOLF CLUB RENTAL													
641.3753			27	16	109	47	202	155	372	326	710	544	131
DRIVING RANGE													
641.3754	2,436	2,680	2,326	2,373	2,849	3,877	3,350	2,972	2,214	3,101	13,174	15,003	88
641.3755 NON-TAXABL	300	300	46	268	194						540	568	95
641.641.754			3,276							1,750	3,276	1,750	187
Difference	2,736	2,980	(903)	2,641	3,042	3,877	3,350	2,972	2,214	1,351	10,438	13,821	76
HANDICAPING													
641.3756	3,468	3,940	2,784	1,793	1,227	661	330	330	94	283	7,903	7,006	113
641.641.756									6,620		6,620		
Difference	3,468	3,940	2,784	1,793	1,227	661	330	330	(6,526)	283	1,283	7,006	18
GOLF BALLS													
641.3760	491	1,377	820	1,498	2,574	1,741	4,068	2,043	2,411	4,089	10,363	10,747	96
641.641.760	4,380	23,233	17,449	68	591	636	409	1,952	1,817	2,422	24,646	28,311	87
Difference	(3,889)	(21,857)	(16,629)	1,430	1,983	1,105	3,659	91	594	1,667	(14,283)	(17,564)	81
GLOVES													
641.3762	341	323	328	497	583	1,792	1,031	860	829	931	3,113	4,404	71
641.641.762		691	1,726	157	1,330						3,056	848	361
Difference	341	(367)	(1,398)	340	(748)	1,792	1,031	860	829	931	56	3,556	2
GOLF CAPS/VISORS													
641.3764	288	371	623	635	658	1,230	1,114	1,081	637	1,336	3,320	4,653	71
641.641.764	50	1,407	1,998	151	151	436		816	356	378	2,555	3,189	80
Difference	237	(1,036)	(1,375)	484	507	794	1,114	264	281	958	765	1,463	52
MERCHANDISE													
641.3766	458	2,119	1,072	1,730	1,415	3,121	1,715	4,466	1,592	3,454	6,252	14,891	42
641.3767 NON-TAXABL				(96)		(258)	(157)				(157)	(354)	44
641.641.766	32	3,585	9,175	463	135	8,421	1,468		1,042	3,371	11,853	15,840	75
Difference	426	(1,466)	(8,103)	1,363	1,280	(5,042)	404	4,466	550	83	(5,444)	(595)	915

Fox Run Golf Course
Statement of Revenues

	01Jan2016 31Mar2016	01Jan2015 31Mar2015	01Apr2016 30Apr2016	01Apr2015 30Apr2015	01May2016 31May2016	01May2015 31May2015	01Jun2016 30Jun2016	01Jun2015 30Jun2015	01Jul2016 31Jul2016	01Jul2015 31Jul2015	01Jan2016 31Jul2016	01Jan2015 31Jul2015	
GOLF EQUIPMENT													
641.3768	2,046	12,055	2,354	5,936	3,894	2,369	2,860	2,483	1,646	2,454	12,799	25,296	51
641.641.768	1,944	20,774	9,079	1,928	4,687	383	2,491	1,517	525	3,109	18,726	27,711	68
Difference	102	(8,719)	(6,725)	4,007	(793)	1,986	368	966	1,121	(655)	(5,927)	(2,415)	245
MISCELLANEOUS MERCHANDISE													
641.3770					94						94		
641.641.770													
Difference					94						94		
JUNIOR GOLF PROGRAM													
641.3788								3,794	4,485	3,794	4,485	85	
641.641.788													
Difference								3,794	4,485	3,794	4,485	85	
CLUB REPAIRS													
641.3790	695	1,178	758	1,394	898	1,226	1,097	872	1,593	1,189	5,041	5,859	86
641.641.790	1,097	832			611	1,183	1,124			2,436	2,832	4,451	64
Difference	(403)	346	758	1,394	287	43	(26)	872	1,593	(1,247)	2,209	1,408	157
LESSONS													
641.3792		1,774		1,208	75	302		1,317	94	151	169	4,751	4
641.641.792													
Difference		1,774		1,208	75	302		1,317	94	151	169	4,751	4
GOLF CART WRAPS													
641.3793	2,700	2,700									2,700	2,700	100
641.641.793													
Difference	2,700	2,700									2,700	2,700	100
LEAGUE SOFTWARE ADS													
641.3794													
641.641.794													
Difference													
MISCELLANEOUS													
641.641.791							49				49		
TOTAL REVENUES	198,599	234,407	73,416	74,608	67,252	75,301	90,277	65,178	72,238	99,434	501,782	548,928	91
TOTALS EXPENDITURES	8,599	51,465	70,691	30,304	10,927	15,524	13,899	14,820	21,799	26,785	125,915	138,898	91
DIFFERENCE	190,000	182,941	2,726	44,304	56,325	59,777	76,378	50,358	50,439	72,650	375,867	410,030	92