

AGENDA

FOX RUN GOLF ADVISORY BOARD

**Thursday, September 22, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

I. ROUTINE BUSINESS

- A. Roll Call.
- B. Consideration of July minutes (attachment). There was no August meeting.
- C. Public Appearances

II. OLD BUSINESS

- A. No Old Business

III. NEW BUSINESS

- A. Monthly round report and season pass report. Tom will provide at meeting.
- B. Course financials through August 31 from City financial software (attachment).
- C. Proposed golf fees for 2017 (attachment).
- D. League updates.
- E. Course events, calendar, event updates, event re-caps.
- F. Course conditions and projects – Rockie.

IV. OTHER BUSINESS

- A. Next Meeting date Thursday, October 20, 2016.

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.

09/13/16

Fox Run Golf Course
Statement of Revenues & Expenses

	01Aug2016 31Aug2016	01Aug2015 31Aug2015	01Jan2016 31Aug2016	01Jan2015 31Aug2015	Legal Budget
Direct Revenues:					
Concessions	28,853.17	26,687.72	113,708.29	113,961.89	154,300.00
Pro Shop	13,492.61	24,793.06	54,800.49	95,747.99	164,500.00
Course	40,764.92	33,240.44	416,383.60	423,939.24	483,800.00
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Total Direct Revenues	83,110.70	84,721.22	584,892.38	633,649.12	802,600.00
Direct Expenses:					
Concessions	10,604.20	10,455.57	38,324.94	42,648.08	71,075.00
Pro Shop	5,639.23	1,712.60	69,356.21	82,062.67	114,800.00
Course	1,155.00		35,631.81	26,355.81	37,300.00
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Total Direct Expenses	17,398.43	12,168.17	143,312.96	151,066.56	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -		46.89	(26.20)	810.71	600.00
Indirect Expenses:					
Personal Services	47,685.63	37,656.16	284,206.99	250,563.93	370,992.00
Insurance			6,071.57	6,015.68	6,405.00
Professional Services	2,366.79	1,511.73	13,195.01	10,227.68	23,400.00
Advertising	820.00	12.00	10,750.95	6,431.95	7,000.00
Repair & Maintenance	7,042.03	(6,140.82)	32,168.05	26,247.50	57,500.00
Supplies & Materials	9,353.93	8,620.81	45,188.45	30,750.83	60,100.00
Travel, Conference & Dues			2,557.70	1,147.61	3,500.00
Utilities	4,754.25	3,618.30	16,777.17	16,597.70	36,500.00
Billing and Administration			67,340.00	67,340.00	67,340.00
Depreciation	4,218.78	5,128.69	39,209.70	39,772.17	55,745.00
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Total Indirect Expenses	76,241.41	50,406.87	517,465.59	455,095.05	688,482.00
Net Operating Income	(10,529.14)	22,193.07	(75,912.37)	28,298.22	(41,117.00)
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Capital Outlay		12,933.75	46,894.57	43,136.91	139,500.00
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	01Aug2016 31Aug2016	01Aug2015 31Aug2015	01Jan2016 31Aug2016	01Jan2015 31Aug2015	Legal Budget
Concessions					
CASH Long	292.98	236.99	850.21	1,413.27	1,000.00
PREPARED FOOD	7,658.04	6,411.83	25,623.20	21,536.50	33,600.00
PRE-PACKAGED FOOD	1,431.49	1,201.58	6,588.64	8,925.35	7,700.00
BEER	15,479.62	14,539.91	63,296.56	62,084.05	89,000.00
BOTTLED POP	3,991.04	4,297.41	17,349.68	20,002.72	23,000.00
MISCELLANEOUS CONCESSIONS					
Total Concessions	28,853.17	26,687.72	113,708.29	113,961.89	154,300.00
Pro Shop					
GOLF BALLS	1,637.12	4,527.88	12,000.32	15,275.08	24,000.00
GLOVES	995.68	1,007.59	4,108.21	5,411.25	7,000.00
GOLF CAPS/VISORS	1,502.64	3,211.31	4,822.56	7,864.05	7,000.00
MERCHANDISE	2,972.30	7,593.02	9,224.20	22,484.16	38,000.00
MERCHANDISE NON-TAX			156.62	354.06	1,000.00
GOLF EQUIPMENT	4,786.56	7,753.91	17,585.94	33,050.28	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	1,448.07	699.35	6,488.69	6,558.54	11,000.00
LESSONS	150.24		319.61	4,750.57	6,500.00
Total Pro Shop	13,492.61	24,793.06	54,800.49	95,747.99	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	122.43	160.75	167,906.33	167,194.95	175,000.00
SEASON PASS NON-TAX			3,446.69	3,521.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	10,537.93	7,963.27	42,269.31	40,173.26	59,000.00
GRREN FEES NON-TAX			3,410.20	9,487.80	6,500.00
GREEN FEES - WEEKDAYS	14,591.63	13,962.82	50,960.47	61,796.43	70,000.00
GOLF CAR RENTAL	12,309.21	8,932.49	58,960.12	51,458.80	65,000.00
GOLF CAR STORAGE (NON-TAX)		75.00	23,581.52	25,805.74	25,200.00
TRAIL FEES	93.50	74.82	27,565.01	28,468.54	29,000.00
PULL CART RENTAL	52.36	44.88	332.86	239.36	300.00
GOLF CLUB RENTAL	77.70	46.62	788.12	590.52	1,000.00
DRIVING RANGE	1,914.78	1,932.61	15,089.17	16,935.93	15,000.00
DRIVING RANGE NON-TAX			539.66	568.16	800.00
HANDICAPING	70.77	47.18	7,973.43	7,053.40	9,000.00
LEAGUES					
JUNIOR GOLF PROGRAM			3,794.00	4,485.00	4,000.00
GOLF CART WRAPS	994.61		3,694.61	2,700.00	15,300.00
LEAGUE SOFTWARE ADS					
Total Course	40,764.92	33,240.44	416,383.60	423,939.24	483,800.00
Total Direct Revenues	83,110.70	84,721.22	584,892.38	633,649.12	802,600.00

Fox Run Golf Course
Statement of Expenditures

	01Aug2016 31Aug2016	01Aug2015 31Aug2015	01Jan2016 31Aug2016	01Jan2015 31Aug2015	Legal Budget
Concessions					
CASH SHORT	319.78	137.60	1,799.26	1,293.96	1,000.00
PREPARED FOODS	2,879.50	3,265.49	9,711.85	12,891.23	26,000.00
CANDY	674.55	818.55	1,848.30	3,447.97	4,000.00
BEER	5,063.85	5,002.10	18,700.70	18,360.90	30,000.00
POP	1,585.95	1,231.83	5,160.03	6,654.02	10,000.00
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Total Concessions	10,604.20	10,455.57	38,324.94	42,648.08	71,075.00
Pro Shop					
GOLF BALLS	4,256.53		28,902.41	28,310.88	24,000.00
GLOVES			3,056.45	847.67	3,200.00
GOLF CAPS/VISORS	245.39		2,800.01	3,189.35	3,600.00
MERCHANDISE	33.98	845.86	11,886.89	16,686.04	23,000.00
GOLF EQUIPMENT	(927.22)	371.16	17,798.80	28,082.05	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	2,030.55	495.58	4,862.16	4,946.68	6,000.00
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Total Pro Shop	5,639.23	1,712.60	69,356.21	82,062.67	114,800.00
Course					
GOLF CAR RENTAL	725.00		25,305.81	24,455.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL	430.00		430.00		
PULL CART RENTAL					
DRIVING RANGE			3,276.00	1,750.00	2,500.00
HANDICAPING			6,620.00		7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course	1,155.00		35,631.81	26,355.81	37,300.00
Total Direct Expenditures	17,398.43	12,168.17	143,312.96	151,066.56	223,175.00
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FOX RUN GOLF COURSE
YANKTON, SOUTH DAKOTA
605-668-5205 – www.cityofyankton.org

2017 ANNUAL PASSES January 1st – December 31st (Taxes included)

~ playing restrictions on Saturday and Sunday apply for all youth aged 14 years and younger. Saturday and Sundays prior to Noon, youth aged 14 and younger must be with an adult.

Individual (aged 31+) Includes adults age 31 or older.
Adult Pass Plus kids 14 and under can play free as a part of Individual Pass Plus plan
Each additional child aged 15 to 24 added to golf pass for \$70/child
\$582

Individual (aged 18 – 30) Includes adults age 18 to 30 and not meeting college requirements.
Adult Pass Plus kids 14 and under can play free as a part of Individual Pass Plus plan
Each additional child aged 15 to 24 added to golf pass for \$70/child
\$312

Adult Couple Includes two adults living at same address
Pass Plus kids 14 and under can play free as a part of Couple Pass Plus plan
Each additional child aged 15 to 24 added for \$70/child
\$759

Limited Play Play restricted to Monday – Friday (excludes weekdays that are holidays)
Value Pass Plus kids 14 and under can play free as a part of Limited Play Value Pass plan
Each additional child aged 15 to 24 added for \$70/child
\$210 individual adult (25 to 30)
\$447 individual adult (31+)
\$572 adult couple

College Pass Includes full-time college students until they have reached age 24
\$191

H. S. or Includes students enrolled in grades 12 or below during the current
Younger Pass academic year.
\$136

GREENS FEES (Taxes included)

9 holes Fri. – Sun., Holidays **\$22.00 (\$32.00 w/cart)**

18 holes Fri. – Sun., Holidays **\$28.00 (\$43.00 w/cart)**

Weekend after 3:00pm

Children 14 and under play free with adult paying green fees.

9 holes Mon. - Thurs. **\$17.00 (\$27.00 w/cart)**

18 holes Mon. – Thurs. **\$23.00 (\$38.00 w/cart)**

Senior Rates (60 and older, Mon. – Fri. a.m. tee time only, excludes holidays)

9 holes **\$24 w/cart**

18 holes **\$34 w/cart**

Junior Rates (Students in grade 12 or below, valid immediately after high school graduation for summer)

9 holes **\$12**

18 holes **\$18**

GOLF CART RENTALS (Taxes included) Must have at least a restricted driving permit to operate.

Person (per seat) 9 holes	\$10.00
Person (per seat) 18 holes	\$15.00
Rider only	\$5.00 ~ just riding and watching

TRAIL FEES FOR PRIVATELY OWNED CARTS

Daily	For carts not stored at course	\$10.00
Annual	For carts not stored at course	
	Primary Owner	\$185
	Secondary Owner	\$185

CART STORAGE – Includes gas or electricity for ONLY your golf cart. Annual Trail Fee (\$185) and an Annual Golf Pass is mandatory for any private cart stored at Fox Run.

Cart Storage for year \$290.00 plus annual trail fee \$185 = \$475

ANNUAL GOLF CART RENTAL OF FOX RUN CARTS

Individual	\$410
Adult Couple (Add \$20 for each additional family member)	\$530

DRIVING RANGE TOKENS AND SEASON PASSES (Taxes included)

½ bucket	\$5.00
Full bucket	\$9.00
High School/Youth	\$60.00
College	\$85.00
Adult Single Pass	\$110.00
(each additional family member added to adult single pass will cost \$30 more per individual)	

GOLF SIMULATOR RATES (Taxes included) Rates are time based with no limit on number of players

Non-Pass Holders

Weekday Open Golf/Range (M-F)	\$27/hour
Weekend Open Golf/Range (Sa-Su)	\$37/hour
League Rates (9 hole)	\$17/player/week
League Rate Allocation	\$5/week goes to payout \$12/week goes to green fees

Current Pass Holders

Weekday Open Golf/Range (M-F)	\$22/hour
Weekend Open Golf/Range (Sa-Su)	\$27/hour
League Rates (9 hole)	\$12/player/week
League Rate Allocation	\$5/week goes to payout \$7/week goes to green fees

Type of Fee	2016 Mitchell	2016 Watertown	2016 Madison	2016 Vermillion	2016 Aberdeen	2016 Brookings	2016 Crofton	2016 Average	2017 Fox Run
									4%
Family (\$60 per 15-24 child)	\$ 795.00	\$ 820.00	\$ 780.00	\$ 779.00	\$ 885.00	\$ 855.00		\$ 819.00	\$ 821.00
Adult Couple	\$ 720.00	\$ 745.00	\$ 700.00	\$ 709.00	\$ 790.00	\$ 785.00		\$ 741.50	\$ 759.00
Adult Individual (31+)	\$ 495.00	\$ 500.00	\$ 535.00	\$ 545.00	\$ 560.00	\$ 579.00	\$ 582.00	\$ 542.29	\$ 582.00
Adult Individual (18-30)									\$ 312.00
Limited Play Individual (31+)		\$ 400.00			\$ 495.00			\$ 447.50	\$ 447.00
Limited Play Individual (18-30)									\$ 210.00
Limited Play Couple									\$ 572.00
College	\$ 200.00	\$ 325.00	\$ 200.00	\$ 269.00	\$ 320.00	\$ 199.00	\$ 180.00	\$ 241.86	\$ 191.00
H.S. or Younger	\$ 140.00	\$ 160.00	\$ 200.00	\$ 129.00	\$ 180.00	\$ 160.00	\$ 125.00	\$ 156.29	\$ 136.00
9 Hole G.F. Mon.-Thrs.	\$ 16.00	\$ 18.00	\$ 17.00	\$ 18.00	\$ 18.00	\$ 10.00	\$ 17.00	\$ 16.29	\$ 17.00
18 Hole G.F. Mon.-Thrs.	\$ 26.00	\$ 25.00	\$ 23.00	\$ 24.00	\$ 26.00	\$ 18.00	\$ 23.00	\$ 23.57	\$ 23.00
9 Hole G.F. Fri.-Sun.	\$ 16.00	\$ 20.00	\$ 23.00	\$ 21.00	\$ 20.00	\$ 15.00	\$ 22.00	\$ 19.57	\$ 22.00
18 Hole G.F. Fri.-Sun.	\$ 26.00	\$ 30.00	\$ 29.00	\$ 32.00	\$ 28.00	\$ 23.00	\$ 28.00	\$ 28.00	\$ 28.00
9 Hole Cart Rental	\$ 10.00	\$ 8.00	\$ 8.50	\$ 12.00	\$ 9.00	\$ 10.00	\$ 10.00	\$ 9.64	\$ 10.00
18 Hole Cart Rental	\$ 20.00	\$ 15.00	\$ 11.50	\$ 17.00	\$ 15.50	\$ 14.00	\$ 15.00	\$ 15.43	\$ 15.00
Cart Storage	\$ 240.00		\$ 200.00	\$ 359.00	\$ 230.00	NO PRIVATE	\$ 202.00	\$ 246.20	\$ 290.00
Trail Fee	\$ 150.00	\$ 180.00	\$ 220.00	\$ 179.00	\$ 190.00			\$ 183.80	\$ 185.00
Daily Trail Fee	\$ 10.00	\$ 10.00	\$ 9.00		\$ 10.00		\$ 5.00	\$ 8.80	\$ 10.00
Adult Cart Pass	\$ 395.00	\$ 400.00		\$ 509.00	\$ 445.00	\$ 200.00		\$ 389.80	\$ 410.00
Couple Cart Pass	\$ 525.00	\$ 500.00		\$ 689.00	\$ 570.00	\$ 94.00		\$ 475.60	\$ 530.00
1/2 Bucket	\$ 4.50	\$ 4.00		\$ 4.00	\$ 6.75	\$ 5.00		\$ 4.85	\$ 5.00
High School		\$ 125.00		\$ 94.00				\$ 109.50	\$ 60.00
College									\$ 85.00
Adult Range	\$ 100.00	\$ 190.00		\$ 199.00	\$ 100.00	\$ 160.00		\$ 149.80	\$ 110.00
+1	\$ 150.00	\$ 220.00		\$ 274.00		\$ 220.00		\$ 216.00	\$ 130.00
+2	\$ 150.00	\$ 220.00		\$ 274.00		\$ 220.00		\$ 216.00	\$ 150.00

too expensive, too hard, too time consuming
What can we do for youth who cannot afford to golf?

Type of Fee	2016	2015	2015	2015	2015
	Fox Run	Hillcrest	Hillcrest	Hillcrest	Hillcrest
		30 & under	31-34	35-64	65 & Over
Family (\$60 per 15-24 child)	\$ 790.00	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Couple	\$ 730.00	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Individual (31+)	\$ 560.00		\$ 1,217.00	\$ 2,294.00	\$ 1,832.00
Adult Individual (18-30)	\$ 300.00	\$ 834.00			
Limited Play Individual (31+)	\$ 430.00				
Limited Play Individual (18-30)	\$ 200.00				
Limited Play Couple	\$ 550.00				
College	\$ 184.00	\$ 430.00			
H.S. or Younger	\$ 131.00	\$ 277.00			
9 Hole G.F. Mon.-Thrs.	\$ 18.50				
18 Hole G.F. Mon.-Thrs.	\$ 24.50				
9 Hole G.F. Fri.-Sun.	\$ 18.50				
18 Hole G.F. Fri.-Sun.	\$ 24.50				
9 Hole Cart Rental	\$ 10.00	\$ 8.00			
18 Hole Cart Rental	\$ 13.00	\$ 15.00			
Cart Storage	\$ 275.00	\$ 240.00			
Trail Fee	\$ 180.00	\$ 160.00			
Daily Trail Fee	\$ 10.00				
Adult Cart Pass	\$ 400.00	\$ 400.00			
Couple Cart Pass	\$ 520.00	\$ 500.00			
1/2 Bucket	\$ 4.00				
High School	\$ 50.00				
College	\$ 75.00				
Adult Range	\$ 100.00				
+1	\$ 120.00				
+2	\$ 140.00				

ALL MEMBERS CHARGED
\$10 PER MONTH CAPITAL FEE

NO GAS AT HILLCREST

Clubhouse and Pool Social \$ 510.00