

AGENDA

FOX RUN GOLF ADVISORY BOARD

**Tuesday, November 8, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

I. ROUTINE BUSINESS

- A. Roll Call.
- B. Consideration of October minutes (attachment).
- C. Public Appearances. Charlie Gross, Mayor. Amy Nelson, City Manager. Al Viereck, City Finance Officer

II. OLD BUSINESS

- A. Proposed golf fees for 2017 discussion. (attachment)

III. NEW BUSINESS

- A. Security Cameras for cart sheds. Carll K.
- B. Course event re-caps, league updates, simulator operations. Tom J.
- C. Course conditions and projects – Rockie W.

IV. OTHER BUSINESS

- A. Next Meeting date Thursday, December 15, 2016.

V. ADJOURN

MINUTES

FOX RUN GOLF ADVISORY BOARD

**Thursday, October 20, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

Routine Business

Roll Call:

Present: Annette Kohoutek, Terry Carda, Kim Auch, Jake Hoffner, Steve Sager.

Absent: Carll Kretsinger, Warren Erickson.

Also present were Golf Operations Manager Tom Jeffers, Golf Operations Assistant Manager Amanda Schieffer, Course Superintendent Rockie Wampol, and Director of Parks and Recreation Todd Larson.

Public Appearances: Karol Kittelson, Dick Erickson.

Minutes:

September 22, 2016 minutes approved. Kohoutek motioned, Hoffner second.
Motion carried 5-0.

Old Business

- A. Proposed golf fees for 2017 discussion (attachment). Other area golf courses set fees in January or February. Fox Run has an annual pass and not a summer season pass with a winter pass option. Hoffner discussed Fox Run as a quality of life offering for the community. The SAC is also a quality of life offering that is subsidized. The Commission is willing to subsidize Fox Run up to a point and this year, 2016, the loss will be much bigger than 2015. Hoffner discussed the GAB be willing to help offset the subsidy by approving the 4% fee increases for 2017. Kohoutek motioned to recommend to the City Commission the 4% increase as proposed and to give the Commission information about more rain dates in 2016 versus 2015 and to also give them information comparing 2015 to 2016 and show why the loss was greater in 2016. Information to include weather, course events, the length of the playing season, etc. Carda 2nd motion. Motion passed 5-0. Dick Erickson asked if the 4% increase is across the board on all fees. Answer: yes, 4% increase is for most fees and the spreadsheet provided would show the fee comparisons for each line item. Steve Sager was not comfortable with the 4% increase on most fees as there may be goodwill lost after rebounding from the tough year in 2015 and stated that the motion should be withdrawn and discussion can continue in November. Kohoutek motioned to withdraw the original motion, Carda 2nd motion. Motion passed to withdraw the original motion 5-0.

New Business

- A. Security Cameras for cart sheds. Carll K. Tabled until November meeting.
- B. Monthly round report and season pass report. Tom provided at meeting (attachment).
- C. Course financials through September 30 from City financial software (attachment). Discussion was lengthy in regards to the Pro-Shop operations. Inventory levels need to be reduced. Probably set a cap on inventory of \$40,000 or less. Kohoutek emphasized that regular e-mails should be sent to announce sales promotions in the pro-shop. In the winter months, the full-time staff can create a year-long strategy for promotional e-mails to highlight different items and sales taking place in pro-shop. Staff can work with companies to find items that are deals and get them in stock. Key is to turn-over inventory two or three times in summer. Kohoutek is concerned that stocking close-out items is not the right strategy as people already have the close-out merchandise and won't buy more. Question to answer about pro-shop is: "What are basics needed for pro-shop to keep it attractive to most loyal course golfers?" Steve Sager buys merchandise in the pro-shop to support Fox Run. He thinks other course users would support Fox Run by buying merchandise. Holding margins can be tough when merchandise does not move fast enough. Comparing prices to some of the bigger on-line marketers in an effort to stay competitive. Cost of goods for Fox Run compared to Wal-Mart, Dunhams, on-line golf companies, can be a big factor in margins if prices are kept competitive. Volume of sales can be a factor in prices set by big store competitors. Bigger companies can buy more product at cheaper prices and therefore set lower prices while maintaining a healthy margin. Fox Run does not sell in large volume. Erickson stated that the pro-shop has to have a lot of merchandise and offerings if it is going to be successful and sell a lot of merchandise. Erickson also concerned that the part-time staff this summer were not well informed and if asked questions they did not have the answers.
- D. Course events, calendar, event updates, event re-caps, league updates, simulator. Fall events are wrapping up and staff is preparing for winter and simulator leagues.
- E. Course conditions and projects – Rockie. October 31st will probably be date to blow-out irrigation lines. Now that the freeze is upon us, there will be snow mold applications put on the greens. Sand topping of the greens and some tee boxes will also occur. Staff will cut temporary tee boxes for winter play again this fall.

Other Business

- A. Concerns of GAB: Kohoutek concerned minutes are detailed enough. Erickson concerned GAB information is not passed on to City Commission. Erickson would like the golf course to contact the street department and have golf cart paths placed on their annual work schedules. With City crews doing the work of pouring cart paths, the money budgeted each year will result in more paths versus having an outside contractor do the work.

- B. Next Meeting Date – Tuesday, November 8, 2016. Todd will invite Mayor Charlie Gross, the City Manager Amy Nelson, and the City Finance Officer Al Viereck to the meeting to discuss GAB concerns.

Meeting Adjourned

- A. Kohoutek motioned, Carda second. Motion carried 4-0.

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	2016	2015	2015	2015	2015
	Fox Run	Tatanka	Hillcrest	Hillcrest	Hillcrest	Hillcrest
			30 & under	31-34	35-64	65 & Over
Family (\$60 per 15-24 child)	\$ 790.00	\$ 1,200	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Couple	\$ 730.00	\$ 1,000	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Individual (31+)	\$ 560.00	\$ 750		\$ 1,217.00	\$ 2,294.00	\$ 1,832.00
Adult Individual (18-30)	\$ 300.00	\$ 750	\$ 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	\$ 65				
9 Hole G.F. Fri.-Sun.	\$ 18.50					
18 Hole G.F. Fri.-Sun.	\$ 24.50	\$ 70				
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	\$ 250	\$ 400.00			
Couple Cart Pass	\$ 520.00	\$ 300	\$ 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

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Y-T-D

Jan 01, '16 - Sep 30, '16

Sep 01, '15 - Sep 30, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
Department: Golf Course Revenue								
Sub Department: Annual Pass Fees								
Category: Annual Pass Fee								
1408	Annual Pass Individual +1	85	\$57,991.25	0	\$0.00	85	57,991.25	100.00%
1409	Annual Pass Individual Adult	145	\$75,417.62	0	\$0.00	145	75,417.62	100.00%
1410	Annual Pass Limited Play	45	\$18,219.03	0	\$0.00	45	18,219.03	100.00%
1411	Annual Pass College	24	\$4,127.04	0	\$0.00	24	4,127.04	100.00%
1412	Annual Pass H.s. Or Younger	24	\$2,938.32	0	\$0.00	24	2,938.32	100.00%
3318	Annual Pass Limited Play + 1	7	\$3,598.14	0	\$0.00	7	3,598.14	100.00%
4192	Annual Pass Additional Child	10	\$560.80	0	\$0.00	10	560.80	100.00%
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:		374	\$172,011.25	0	\$0.00	374	172,011.25	100.00%
Annual Pass Fees Total:		374	\$172,011.25	0	\$0.00	374	172,011.25	100.00%
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	80	\$1,116.00	0	\$0.00	80	1,116.00	100.00%
3291	Sa-Su 18 Group - Irene/wakonda	0	\$0.00	62	\$1,680.20	-62	-1,680.20	-100.00%
4078	Sa-Su Y H S Boosters	6	\$465.19	24	\$336.48	-18	128.71	38.25%
Outings Total:		86	\$1,581.19	86	\$2,016.68	0	-435.49	-21.59%
Sub Category: Paid Golf Rounds								
1359	Sa-Su 18summer Gf	1,172	\$26,614.45	49	\$1,122.10	1,123	25,492.35	2,271.84%
1360	Sa-Su 9summer Gf	880	\$15,215.20	32	\$553.28	848	14,661.92	2,650.00%
1361	Sa-Su 18winter Gf	121	\$1,357.62	0	\$0.00	121	1,357.62	100.00%
1402	Sa-Su 18 4 9 Guardianship Card Gf + Golf Ca	0	\$0.00	2	\$37.82	-2	-37.82	-100.00%
2942	Sa-Su Family 9	14	\$117.74	0	\$0.00	14	117.74	100.00%
2943	Sa-Su Non-Family 9 After 4:00	75	\$630.75	10	\$98.12	65	532.63	542.84%
2944	Sa-Su Non-Family Unlimited After 4:00	34	\$409.36	10	\$150.46	24	258.90	172.07%
3171	G F Specials 18-Hole Reciprocal G F + Cart	43	\$602.86	0	\$0.00	43	602.86	100.00%
3684	Sa-Su fall 18	0	\$0.00	204	\$3,147.72	-204	-3,147.72	-100.00%
3686	Sa-Su Fall 9	0	\$0.00	80	\$972.00	-80	-972.00	-100.00%
4416	Sa-Su Y H S Junior	0	\$0.00	6	\$56.10	-6	-56.10	-100.00%
4443	Sa-Su 9winter Gf	74	\$553.52	0	\$0.00	74	553.52	100.00%
Paid Golf Rounds Total:		2,413	\$45,501.50	393	\$6,137.60	2,020	39,363.90	641.36%
Sa-Su Green Fee Total:		2,500	\$47,105.59	479	\$8,154.28	2,021	38,951.31	477.68%
Category: Mon-Fri Green Fee								
Sub Category: Outings								

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
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%
4401	M-F Outing Fee - Chamber Golf Day	0	\$0.00	101	\$2,729.03	-101	-2,729.03	-100.00%
4409	M-F Outing Fee - Yankton Catholic Commu	0	\$0.00	61	\$1,425.24	-61	-1,425.24	-100.00%
Outings Total:		76	\$2,059.60	162	\$4,154.27	-86	-2,094.67	-50.42%
Sub Category: Paid Golf Rounds								
1352	M-F18summer Gf	1,124	\$25,150.41	17	\$389.30	1,107	24,761.11	6,360.42%
1353	M-F9summer Gf	1,644	\$28,220.79	45	\$778.05	1,599	27,442.74	3,527.12%
1358	M-F 18 Winter Gf	56	\$628.32	0	\$0.00	56	628.32	100.00%
2938	Weekday 18 Senior	226	\$4,226.20	7	\$130.83	219	4,095.37	3,130.30%
2939	Weekday 9 Senior	111	\$1,556.22	7	\$98.14	104	1,458.08	1,485.71%
2946	Junior 9 Holes	217	\$1,321.75	9	\$75.69	208	1,246.06	1,646.27%
2947	Junior 18 Holes	37	\$414.77	1	\$11.21	36	403.56	3,600.00%
3320	M-F 9winter Gf	53	\$371.53	0	\$0.00	53	371.53	100.00%
3683	M-F Fall18	0	\$0.00	67	\$919.01	-67	-919.01	-100.00%
3685	M-F Fall9	1	\$12.15	120	\$1,337.60	-119	-1,325.45	-99.09%
4052	Weekday 18fall Senior	0	\$0.00	42	\$471.24	-42	-471.24	-100.00%
4054	Weekday 9fall Senior	0	\$0.00	13	\$121.55	-13	-121.55	-100.00%
Paid Golf Rounds Total:		3,469	\$61,902.14	328	\$4,332.62	3,141	\$7,569.52	1,328.75%
Mon-Fri Green Fee Total:		3,545	\$63,961.74	490	\$8,486.89	3,055	\$5,474.85	653.65%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
1767	Entry Fee - Fun Night	0	\$0.00	9	\$80.00	-9	-80.00	-100.00%
1844	Entry Fee - Season Pass	44	(\$30.00)	0	\$0.00	44	-30.00	-100.00%
1862	Senior Tournament Entry Fee - Member	38	\$1,126.00	0	\$0.00	38	1,126.00	100.00%
3662	Senior Tournament Entry Fee - Non Memb	27	\$0.00	0	\$0.00	27	0.00	0.00%
3689	Entry Fee - Shootout	8	\$200.00	4	\$80.00	4	120.00	150.00%
4037	Entry Fee - City Classic	29	\$1,515.48	0	\$0.00	29	1,515.48	100.00%
4573	Entry Fee - Senior Fun Day	15	\$18.89	0	\$0.00	15	18.89	100.00%
Tournaments Total:		161	\$2,830.37	13	\$160.00	148	2,670.37	1,668.98%
Tournament Entry Fee Total:		161	\$2,830.37	13	\$160.00	148	2,670.37	1,668.98%
Category: Pre-Paid Rounds								
Sub Category: Free Passes								
1379	M-F Industry Pro Gf	7	\$0.00	5	\$0.00	2	0.00	0.00%
1380	Sa-Su Industry Pro Gf	12	\$0.00	0	\$0.00	12	0.00	0.00%
3967	M-F First Tee	7	\$0.00	0	\$0.00	7	0.00	0.00%
4095	Sa-Su Free Pass (no Cart Included)	4	\$0.00	0	\$0.00	4	0.00	0.00%
4324	M-F Free Pass-No Cart	4	\$0.00	2	\$0.00	2	0.00	0.00%
Free Passes Total:		34	\$0.00	7	\$0.00	27	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
2590	Mount Marty Golf Team	91	\$0.00	21	\$0.00	70	0.00	0.00%
Pre-Paid Golf Rounds Total:		91	\$0.00	21	\$0.00	70	0.00	0.00%
Sub Category: Sa-Su Pre-Paid								
1365	Sa-Su Fall Pass 18 Unlimited Gf	0	\$0.00	144	\$0.00	-144	0.00	0.00%
1366	Sa-Su 18pass Unlimited Winter Gf	380	\$0.00	0	\$0.00	380	0.00	0.00%
1367	Sa-Su9 Pass Summer Unlimited Gf	200	\$0.00	13	\$0.00	187	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)	85	\$0.00	50	\$0.00	35	0.00	0.00%
3862	Sa-Su18 Pass Summer Unlimited Gf	488	\$0.00	90	\$0.00	398	0.00	0.00%
4084	Sa-Su Fallpass 9 Unlimited Gf	0	\$0.00	25	\$0.00	-25	0.00	0.00%
Sa-Su Pre-Paid Total:		1,163	\$0.00	322	\$0.00	841	0.00	0.00%
Sub Category: M-F Pre-Paid								
1369	M-F Fall 18 Pass Unlimited Gf	18	\$0.00	319	\$0.00	-301	0.00	0.00%
1370	M-F 18pass Unlimited Winter Gf	265	\$0.00	0	\$0.00	265	0.00	0.00%
1371	M-F 9pass Summer Unlimited Gf	1,288	\$0.00	42	\$0.00	1,246	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	5	\$0.00	1	\$0.00	4	0.00	0.00%
1373	M-F 18 Ltd Pass Sum Gf	20	\$0.00	5	\$0.00	15	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	27	\$0.00	-26	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	139	\$0.00	28	\$0.00	111	0.00	0.00%
1395	M-F 18 High School Golf Team Gf	0	\$0.00	38	\$0.00	-38	0.00	0.00%
3213	M-F 106.3 Radio (18)	105	\$0.00	44	\$0.00	61	0.00	0.00%
3863	M-F 18unlimited Pass Summer Gf	4,945	\$0.00	17	\$0.00	4,928	0.00	0.00%
3864	M-F Men's League 9	0	\$0.00	177	\$0.00	-177	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	11	\$0.00	232	\$0.00	-221	0.00	0.00%
4083	M-F 9 Pass Fall Limited Gf	0	\$0.00	34	\$0.00	-34	0.00	0.00%
4336	M-F Ladies' League 9	0	\$0.00	114	\$0.00	-114	0.00	0.00%
4337	M-F Senior League 18	0	\$0.00	397	\$0.00	-397	0.00	0.00%
4406	M-F Ltd. Fall 18	2	\$0.00	18	\$0.00	-16	0.00	0.00%
4407	M-Flimited 9 Pass	3	\$0.00	10	\$0.00	-7	0.00	0.00%
M-F Pre-Paid Total:		6,817	\$0.00	1,503	\$0.00	5,314	0.00	0.00%
Pre-Paid Rounds Total:		8,105	\$0.00	1,853	\$0.00	6,252	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	0	\$0.00	133	1,823.00	100.00%
3176	M-F Mount Marty Invite - Men's	0	\$0.00	59	\$1,275.00	-59	-1,275.00	-100.00%
3954	M-F Mount Marty Invite - Women's	0	\$0.00	50	\$1,050.00	-50	-1,050.00	-100.00%
4340	State B Practice Round	2	\$30.00	0	\$0.00	2	30.00	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
Tournaments Total:		135	\$1,853.00	109	\$2,325.00	26	-472.00	-20.30%
Green Fee (m-F) Ntax Total:		135	\$1,853.00	109	\$2,325.00	26	-472.00	-20.30%
Green Fee Total:		14,446	\$115,750.70	2,944	\$19,126.17	11,502	96,624.53	505.20%
Sub Department: Golf Car Fees								
Category: Cart Fees Daily								
1385	Golf Car 18	2,472	\$29,766.59	103	\$1,251.45	2,369	28,515.14	2,278.57%
1388	Golf Car 9	2,469	\$22,986.80	142	\$1,327.70	2,327	21,659.10	1,631.32%
1829	Golf Car Tournament Car	14	\$350.00	6	\$150.00	8	200.00	133.33%
2940	Golf Car 9 Senior	213	\$994.71	3	\$14.01	210	980.70	7,000.00%
2941	Golf Car 18 Senior	234	\$2,187.90	3	\$28.05	231	2,159.85	7,700.00%
2945	Golf Car After 4:00	36	\$252.36	18	\$126.18	18	126.18	100.00%
2949	Rider Fee	4	\$18.68	1	\$4.67	3	14.01	300.00%
4035	Golf Car Fall 18	0	\$0.00	200	\$1,774.00	-200	-1,774.00	-100.00%
4036	Golf Car Fall 9	0	\$0.00	130	\$850.20	-130	-850.20	-100.00%
4053	Golf Car 18 Fall Senior	0	\$0.00	41	\$382.94	-41	-382.94	-100.00%
4055	Golf Car 9 Fall Senior	0	\$0.00	7	\$32.69	-7	-32.69	-100.00%
4400	Golf Car 9 junior	0	\$0.00	1	\$6.54	-1	-6.54	-100.00%
4415	Golf Car Y H S Boosters	29	\$269.70	15	\$140.25	14	129.45	92.30%
4417	Golf Car Y H S Junior	0	\$0.00	5	\$23.35	-5	-23.35	-100.00%
Cart Fees Daily Total:		5,471	\$56,826.74	675	\$6,112.03	4,796	50,714.71	829.75%
Category: Cart Fees Annual								
1426	Annual Golf Car Lease - Individual	18	\$6,635.48	0	\$0.00	18	6,635.48	100.00%
1427	Annual Golf Car Lease - Individual +1	8	\$3,887.92	0	\$0.00	8	3,887.92	100.00%
Cart Fees Annual Total:		26	\$10,523.40	0	\$0.00	26	10,523.40	100.00%
Category: Golf Car Storage								
1415	Annual Golf Car Storage Fee	92	\$23,840.95	0	\$0.00	92	23,840.95	100.00%
Golf Car Storage Total:		92	\$23,840.95	0	\$0.00	92	23,840.95	100.00%
Category: Trail Fee								
1413	Trail Fee Daily	66	\$523.70	20	\$126.29	46	397.41	314.68%
1414	Annual Trail Fee	156	\$26,107.20	0	\$0.00	156	26,107.20	100.00%
2948	Annual Trail Fee (co-Owner)	18	\$1,261.80	0	\$0.00	18	1,261.80	100.00%
Trail Fee Total:		240	\$27,892.70	20	\$126.29	220	27,766.41	21,986.23%
Golf Car Fees Total:		5,829	\$119,083.79	695	\$6,238.32	5,134	112,845.47	1,808.91%
Sub Department: Other Golf Fees								
2556	Rental Of Faciltiy	2	\$94.34	0	\$0.00	2	94.34	100.00%
Category: Gift Card								
2779	Punch Pass Credit Of \$7.50	76	(\$570.00)	4	(\$30.00)	72	-540.00	1,800.00%
Gift Card Total:		76	(\$570.00)	4	(\$30.00)	72	-540.00	1,800.00%
Category: Pull Cart Rental								
1431	Pull Cart Rental	98	\$366.52	6	\$22.44	92	344.08	1,533.33%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
Pull Cart Rental Total:		98	\$366.52	6	\$22.44	92	344.08	1,533.33%
Category: Handicap Fee								
1444	Handicap Fee	339	\$7,997.01	0	\$0.00	339	7,997.01	100.00%
Handicap Fee Total:		339	\$7,997.01	0	\$0.00	339	7,997.01	100.00%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
1853	Pro/am Entry Fee	52	\$46,500.00	0	\$0.00	52	46,500.00	100.00%
3644	Pro-Am Entry & Sponsor Fee	0	\$0.00	0	\$0.00	0	0.00	0.00%
4017	Pro-Am Title Sponsor Fee	0	\$0.00	0	\$0.00	0	0.00	0.00%
Tournaments Total:		52	\$46,500.00	0	\$0.00	52	46,500.00	100.00%
Tournament Entry Fee Total:		52	\$46,500.00	0	\$0.00	52	46,500.00	100.00%
Category: Advertisements								
2199	Scorecard Advertising	1	\$994.61	0	\$0.00	1	994.61	100.00%
3823	Advertisement - Golf Cart Wraps	4	\$2,700.00	0	\$0.00	4	2,700.00	100.00%
Advertisements Total:		5	\$3,694.61	0	\$0.00	5	3,694.61	100.00%
Other Golf Fees Total:		572	\$58,082.48	10	(\$7.56)	562	58,090.04#####	
Sub Department: Driving Range								
Category: Driving Range Token								
1416	Small Range Bucket	970	\$3,572.86	388	\$1,430.79	582	2,142.07	149.71%
3642	Range Token - First Tee	34	\$31.28	0	\$0.00	34	31.28	100.00%
4341	Range - High School Tournaments	261	\$1,044.00	0	\$0.00	261	1,044.00	100.00%
4503	Large Range Bucket	1,046	\$7,719.48	0	\$0.00	1,046	7,719.48	100.00%
4610	Yhs Invite Range Balls	12	\$180.00	0	\$0.00	12	180.00	100.00%
Driving Range Token Total:		2,323	\$12,547.62	388	\$1,430.79	1,935	11,116.83	776.97%
Category: Driving Range Annual								
1418	Range Pass Individual	44	\$4,009.40	0	\$0.00	44	4,009.40	100.00%
1420	Range Pass High School	8	\$368.72	0	\$0.00	8	368.72	100.00%
1764	Range Pass - High School/college Golf Team	2	\$300.00	0	\$0.00	2	300.00	100.00%
3636	Range Pass Additional Member	12	\$221.16	0	\$0.00	12	221.16	100.00%
Driving Range Annual Total:		66	\$4,899.28	0	\$0.00	66	4,899.28	100.00%
Driving Range Total:		2,389	\$17,446.90	388	\$1,430.79	2,001	16,016.11	1,119.39%
Sub Department: Professional Commissions								
Category: Lessons								
1429	Lessons (1)	5	\$319.61	0	\$0.00	5	319.61	100.00%
4273	Lessons (10 Hours)	0	\$0.00	1	\$566.04	-1	-566.04	-100.00%
Lessons Total:		5	\$319.61	1	\$566.04	4	-246.43	-43.54%
Professional Commissions Total:		5	\$319.61	1	\$566.04	4	-246.43	-43.54%
Golf Course Revenue Total:		23,615	\$482,694.73	4,038	\$27,353.76	19,577	455,340.97	1,664.64%
Grand Total:		23,615	\$482,694.73	4,038	\$27,353.76	19,577	455,340.97	1,664.64%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Month

Sep 01, '16 - Sep 30, '16

Sep 01, '15 - Sep 30, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
Department: Golf Course Revenue								
Sub Department: Annual Pass Fees								
Category: Annual Pass Fee								
1410	Annual Pass Limited Play	0	\$134.88	0	\$0.00	0	134.88	100.00%
Annual Pass Fee Total:		0	\$134.88	0	\$0.00	0	134.88	100.00%
Annual Pass Fees Total:		0	\$134.88	0	\$0.00	0	134.88	100.00%
Sub Department: Green Fee								
Category: Sa-Su Green Fee								
Sub Category: Outings								
3291	Sa-Su 18 Group - Irene/wakonda	0	\$0.00	62	\$1,680.20	-62	-1,680.20	-100.00%
4078	Sa-Su Y H S Boosters	6	\$465.19	24	\$336.48	-18	128.71	38.25%
Outings Total:		6	\$465.19	86	\$2,016.68	-80	-1,551.49	-76.93%
Sub Category: Paid Golf Rounds								
1359	Sa-Su18summer Gf	156	\$3,348.05	49	\$1,122.10	107	2,225.95	198.37%
1360	Sa-Su9summer Gf	127	\$2,195.83	32	\$553.28	95	1,642.55	296.88%
1402	Sa-Su 18 4 9 Guardianship Card Gf + Golf Ca	0	\$0.00	2	\$37.82	-2	-37.82	-100.00%
2942	Sa-Su Family 9	1	\$8.41	0	\$0.00	1	8.41	100.00%
2943	Sa-Su Non-Family 9 After 4:00	20	\$168.20	10	\$98.12	10	70.08	71.42%
2944	Sa-Su Non-Family Unlimited After 4:00	2	\$24.08	10	\$150.46	-8	-126.38	-84.00%
3171	G F Specials 18-Hole Reciprocal G F + Cart	1	\$14.02	0	\$0.00	1	14.02	100.00%
3684	Sa-Sufall 18	0	\$0.00	204	\$3,147.72	-204	-3,147.72	-100.00%
3686	Sa-Su Fall 9	0	\$0.00	80	\$972.00	-80	-972.00	-100.00%
4416	Sa-Suy H S Junior	0	\$0.00	6	\$56.10	-6	-56.10	-100.00%
Paid Golf Rounds Total:		307	\$5,758.59	393	\$6,137.60	-86	-379.01	-6.18%
Sa-Su Green Fee Total:		313	\$6,223.78	479	\$8,154.28	-166	-1,930.50	-23.67%
Category: Mon-Fri Green Fee								
Sub Category: Outings								
4401	M-F Outing Fee - Chamber Golf Day	0	\$0.00	101	\$2,729.03	-101	-2,729.03	-100.00%
4409	M-F Outing Fee - Yankton Catholic Commu	0	\$0.00	61	\$1,425.24	-61	-1,425.24	-100.00%
Outings Total:		0	\$0.00	162	\$4,154.27	-162	-4,154.27	-100.00%
Sub Category: Paid Golf Rounds								
1352	M-F18summer Gf	192	\$4,149.80	17	\$389.30	175	3,760.50	965.96%
1353	M-F9summer Gf	203	\$3,395.37	45	\$778.05	158	2,617.32	336.39%
2938	Weekday 18 Senior	41	\$766.70	7	\$130.83	34	635.87	486.03%
2939	Weekday 9 Senior	47	\$658.94	7	\$98.14	40	560.80	571.43%
2946	Junior 9 Holes	21	\$150.15	9	\$75.69	12	74.46	98.37%
2947	Junior 18 Holes	2	\$22.42	1	\$11.21	1	11.21	100.00%
3683	M-F Fall18	0	\$0.00	67	\$919.01	-67	-919.01	-100.00%
3685	M-F Fall9	0	\$0.00	120	\$1,337.60	-120	-1,337.60	-100.00%
4052	Weekday 18fall Senior	0	\$0.00	42	\$471.24	-42	-471.24	-100.00%
4054	Weekday 9fall Senior	0	\$0.00	13	\$121.55	-13	-121.55	-100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Sep 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
Paid Golf Rounds Total:		506	\$9,143.38	328	\$4,332.62	178	4,810.76	111.04%
Mon-Fri Green Fee Total:		506	\$9,143.38	490	\$8,486.89	16	656.49	7.74%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
1767	Entry Fee - Fun Night	0	\$0.00	9	\$80.00	-9	-80.00	-100.00%
3689	Entry Fee - Shootout	8	\$200.00	4	\$80.00	4	120.00	150.00%
4037	Entry Fee - City Classic	-6	(\$367.50)	0	\$0.00	-6	-367.50	-100.00%
Tournaments Total:		2	(\$167.50)	13	\$160.00	-11	-327.50	-204.69%
Tournament Entry Fee Total:		2	(\$167.50)	13	\$160.00	-11	-327.50	-204.69%
Category: Pre-Paid Rounds								
Sub Category: Free Passes								
1379	M-F Industry Pro Gf	1	\$0.00	5	\$0.00	-4	0.00	0.00%
1380	Sa-Su Industry Pro Gf	4	\$0.00	0	\$0.00	4	0.00	0.00%
4095	Sa-Su Free Pass (no Cart Included)	2	\$0.00	0	\$0.00	2	0.00	0.00%
4324	M-F Free Pass-No Cart	2	\$0.00	2	\$0.00	0	0.00	0.00%
Free Passes Total:		9	\$0.00	7	\$0.00	2	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								
2590	Mount Marty Golf Team	22	\$0.00	21	\$0.00	1	0.00	0.00%
Pre-Paid Golf Rounds Total:		22	\$0.00	21	\$0.00	1	0.00	0.00%
Sub Category: Sa-Su Pre-Paid								
1365	Sa-Su Fall Pass 18 Unlimited Gf	0	\$0.00	144	\$0.00	-144	0.00	0.00%
1367	Sa-Su9 Pass Summer Unlimited Gf	39	\$0.00	13	\$0.00	26	0.00	0.00%
3627	Sa-Su 106.3 Radio (18)	32	\$0.00	50	\$0.00	-18	0.00	0.00%
3862	Sa-Su18 Pass Summer Unlimited Gf	16	\$0.00	90	\$0.00	-74	0.00	0.00%
4084	Sa-Su Fallpass 9 Unlimited Gf	0	\$0.00	25	\$0.00	-25	0.00	0.00%
Sa-Su Pre-Paid Total:		87	\$0.00	322	\$0.00	-235	0.00	0.00%
Sub Category: M-F Pre-Paid								
1369	M-F Fall 18 Pass Unlimited Gf	0	\$0.00	319	\$0.00	-319	0.00	0.00%
1371	M-F 9pass Summer Unlimited Gf	84	\$0.00	42	\$0.00	42	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
1373	M-F 18 Ltd Pass Sum Gf	0	\$0.00	5	\$0.00	-5	0.00	0.00%
1375	Golf Car 18 SE	0	\$0.00	27	\$0.00	-27	0.00	0.00%
1394	M-F 9 High School Golf Team Gf	62	\$0.00	28	\$0.00	34	0.00	0.00%
1395	M-F 18 High School Golf Team Gf	0	\$0.00	38	\$0.00	-38	0.00	0.00%
3213	M-F 106.3 Radio (18)	46	\$0.00	44	\$0.00	2	0.00	0.00%
3863	M-F 18unlimited Pass Summer Gf	780	\$0.00	17	\$0.00	763	0.00	0.00%
3864	M-F Men's League 9	0	\$0.00	177	\$0.00	-177	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	0	\$0.00	232	\$0.00	-232	0.00	0.00%
4083	M-F 9 Pass Fall Limited Gf	0	\$0.00	34	\$0.00	-34	0.00	0.00%
4336	M-F Ladies' League 9	0	\$0.00	114	\$0.00	-114	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Sep 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
4337	M-F Senior League 18	0	\$0.00	397	\$0.00	-397	0.00	0.00%
4406	M-F Ltd. Fall 18	0	\$0.00	18	\$0.00	-18	0.00	0.00%
4407	M-Flimited 9 Pass	0	\$0.00	10	\$0.00	-10	0.00	0.00%
M-F Pre-Paid Total:		972	\$0.00	1,503	\$0.00	-531	0.00	0.00%
Pre-Paid Rounds Total:		1,090	\$0.00	1,853	\$0.00	-763	0.00	0.00%
Category: Green Fee (m-F) Ntax								
Sub Category: Tournaments								
3176	M-F Mount Marty Invite - Men's	0	\$0.00	59	\$1,275.00	-59	-1,275.00	-100.00%
3954	M-F Mount Marty Invite - Women's	0	\$0.00	50	\$1,050.00	-50	-1,050.00	-100.00%
Tournaments Total:		0	\$0.00	109	\$2,325.00	-109	-2,325.00	-100.00%
Green Fee (m-F) Ntax Total:		0	\$0.00	109	\$2,325.00	-109	-2,325.00	-100.00%
Green Fee Total:		1,911	\$15,199.66	2,944	\$19,126.17	-1,033	-3,926.51	-20.53%
Sub Department: Golf Car Fees								
Category: Cart Fees Daily								
1385	Golf Car 18	274	\$3,223.85	103	\$1,251.45	171	1,972.40	157.61%
1388	Golf Car 9	342	\$3,142.70	142	\$1,327.70	200	1,815.00	136.70%
1829	Golf Car Tournament Car	0	\$0.00	6	\$150.00	-6	-150.00	-100.00%
2940	Golf Car 9 Senior	35	\$163.45	3	\$14.01	32	149.44	1,066.67%
2941	Golf Car 18 Senior	36	\$336.60	3	\$28.05	33	308.55	1,100.00%
2945	Golf Car After 4:00	24	\$168.24	18	\$126.18	6	42.06	33.33%
2949	Rider Fee	3	\$14.01	1	\$4.67	2	9.34	200.00%
4035	Golf Car Fall 18	0	\$0.00	200	\$1,774.00	-200	-1,774.00	-100.00%
4036	Golf Car Fall 9	0	\$0.00	130	\$850.20	-130	-850.20	-100.00%
4053	Golf Car 18 Fall Senior	0	\$0.00	41	\$382.94	-41	-382.94	-100.00%
4055	Golf Car 9 Fall Senior	0	\$0.00	7	\$32.69	-7	-32.69	-100.00%
4400	Golf Car 9junior	0	\$0.00	1	\$6.54	-1	-6.54	-100.00%
4415	Golf Car Y H S Boosters	29	\$269.70	15	\$140.25	14	129.45	92.30%
4417	Golf Car Y H S Junior	0	\$0.00	5	\$23.35	-5	-23.35	-100.00%
Cart Fees Daily Total:		743	\$7,318.55	675	\$6,112.03	68	1,206.52	19.74%
Category: Golf Car Storage								
1415	Annual Golf Car Storage Fee	1	\$259.43	0	\$0.00	1	259.43	100.00%
Golf Car Storage Total:		1	\$259.43	0	\$0.00	1	259.43	100.00%
Category: Trail Fee								
1413	Trail Fee Daily	12	\$84.18	20	\$126.29	-8	-42.11	-33.34%
1414	Annual Trail Fee	1	\$61.26	0	\$0.00	1	61.26	100.00%
Trail Fee Total:		13	\$145.44	20	\$126.29	-7	19.15	15.16%
Golf Car Fees Total:		757	\$7,723.42	695	\$6,238.32	62	1,485.10	23.81%
Sub Department: Other Golf Fees								
Category: Gift Card								
2779	Punch Pass Credit Of \$7.50	1	(\$7.50)	4	(\$30.00)	-3	22.50	-75.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Sep 01, '16 - Sep 30, '16		Sep 01, '15 - Sep 30, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
Gift Card Total:		1	(\$7.50)	4	(\$30.00)	-3	22.50	-75.00%
Category: Pull Cart Rental								
1431	Pull Cart Rental	9	\$33.66	6	\$22.44	3	11.22	50.00%
Pull Cart Rental Total:		9	\$33.66	6	\$22.44	3	11.22	50.00%
Other Golf Fees Total:		10	\$26.16	10	(\$7.56)	0	33.72	-446.03%
Sub Department: Driving Range								
Category: Driving Range Token								
1416	Small Range Bucket	77	\$284.13	388	\$1,430.79	-311	-1,146.66	-80.14%
4341	Range - High School Tournaments	130	\$520.00	0	\$0.00	130	520.00	100.00%
4503	Large Range Bucket	93	\$686.34	0	\$0.00	93	686.34	100.00%
4610	Yhs Invite Range Balls	12	\$180.00	0	\$0.00	12	180.00	100.00%
Driving Range Token Total:		312	\$1,670.47	388	\$1,430.79	-76	239.68	16.75%
Driving Range Total:		312	\$1,670.47	388	\$1,430.79	-76	239.68	16.75%
Sub Department: Professional Commissions								
Category: Lessons								
4273	Lessons (10 Hours)	0	\$0.00	1	\$566.04	-1	-566.04	-100.00%
Lessons Total:		0	\$0.00	1	\$566.04	-1	-566.04	-100.00%
Professional Commissions Total:		0	\$0.00	1	\$566.04	-1	-566.04	-100.00%
Golf Course Revenue Total:		2,990	\$24,754.59	4,038	\$27,353.76	-1,048	-2,599.17	-9.50%
Grand Total:		2,990	\$24,754.59	4,038	\$27,353.76	-1,048	-2,599.17	-9.50%

10/11/16

Fox Run Golf Course
Statement of Revenues & Expenses

	01Sep2016 30Sep2016	01Sep2015 30Sep2015	01Jan2016 30Sep2016	01Jan2015 30Sep2015	Legal Budget
Direct Revenues:					
Concessions	15,702.98	14,574.46	129,411.27	128,536.35	154,300.00
Pro Shop	9,599.71	10,709.94	64,400.20	106,457.93	164,500.00
Course	26,163.31	16,799.13	442,546.91	440,738.37	483,800.00
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Total Direct Revenues	51,466.00	42,083.53	636,358.38	675,732.65	802,600.00
Direct Expenses:					
Concessions	12,491.98	10,566.92	50,816.92	53,215.00	71,075.00
Pro Shop	6,577.90	21,156.99	75,934.11	103,219.66	114,800.00
Course		325.00	35,631.81	26,680.81	37,300.00
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Total Direct Expenses	19,069.88	32,048.91	162,382.84	183,115.47	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	1.01	35.89	(25.19)	846.60	600.00
Indirect Expenses:					
Personal Services	30,346.93	24,018.08	314,553.92	274,582.01	370,992.00
Insurance			6,071.57	6,015.68	6,405.00
Professional Services	1,561.45	1,497.37	14,756.46	11,725.05	23,400.00
Advertising	815.25	624.35	11,566.20	7,056.30	7,000.00
Repair & Maintenance	5,927.41	4,907.77	38,095.46	31,155.27	57,500.00
Supplies & Materials	7,205.90	9,007.75	52,394.35	39,758.58	60,100.00
Travel, Conference & Dues	(41.90)		2,515.80	1,147.61	3,500.00
Utilities	4,805.13	4,170.85	21,582.30	20,768.55	36,500.00
Billing and Administration			67,340.00	67,340.00	67,340.00
Depreciation	4,218.78	5,128.69	43,428.48	44,900.86	55,745.00
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Total Indirect Expenses	54,838.95	49,354.86	572,304.54	504,449.91	688,482.00
Net Operating Income	(22,441.82)	(39,284.35)	(98,354.19)	(10,986.13)	(41,117.00)
	=====	=====	=====	=====	=====
Capital Outlay			46,894.57	43,136.91	139,500.00
	=====	=====	=====	=====	=====

Fox Run Golf Course
Statement of Revenues

	01Sep2016 30Sep2016	01Sep2015 30Sep2015	01Jan2016 30Sep2016	01Jan2015 30Sep2015	Legal Budget
Concessions					
CASH Long	86.62	150.87	936.83	1,564.14	1,000.00
PREPARED FOOD	4,051.98	2,218.71	29,675.18	23,755.21	33,600.00
PRE-PACKAGED FOOD	945.55	918.86	7,534.19	9,844.21	7,700.00
BEER	7,812.98	9,089.37	71,109.54	71,173.42	89,000.00
BOTTLED POP	2,805.85	2,196.65	20,155.53	22,199.37	23,000.00
MISCELLANEOUS CONCESSIONS					
Total Concessions	15,702.98	14,574.46	129,411.27	128,536.35	154,300.00
Pro Shop					
GOLF BALLS	1,654.30	1,893.62	13,654.62	17,168.70	24,000.00
GLOVES	635.91	772.84	4,744.12	6,184.09	7,000.00
GOLF CAPS/VISORS	474.12	699.93	5,296.68	8,563.98	7,000.00
MERCHANDISE	1,975.68	3,683.52	11,199.88	26,167.68	38,000.00
MERCHANDISE NON-TAX			156.62	354.06	1,000.00
GOLF EQUIPMENT	3,923.28	2,330.09	21,509.22	35,380.37	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	936.42	688.43	7,425.11	7,246.97	11,000.00
LESSONS		641.51	319.61	5,392.08	6,500.00
Total Pro Shop	9,599.71	10,709.94	64,400.20	106,457.93	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	134.88		168,041.21	167,194.95	175,000.00
SEASON PASS NON-TAX			3,446.69	3,521.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	6,103.21	5,409.24	48,372.52	45,582.50	59,000.00
GRREN FEES NON-TAX	2,730.00	42.05	6,140.20	9,529.85	6,500.00
GREEN FEES - WEEKDAYS	7,120.00	4,992.67	58,080.47	66,789.10	70,000.00
GOLF CAR RENTAL	7,787.90	4,982.55	66,748.02	56,441.35	65,000.00
GOLF CAR STORAGE (NON-TAX)	259.43	9.35	23,840.95	25,815.09	25,200.00
TRAIL FEES	150.12	70.16	27,715.13	28,538.70	29,000.00
PULL CART RENTAL	33.66	3.74	366.52	243.10	300.00
GOLF CLUB RENTAL	77.70	31.08	865.82	621.60	1,000.00
DRIVING RANGE	1,066.41	1,258.29	16,155.58	18,194.22	15,000.00
DRIVING RANGE NON-TAX	700.00		1,239.66	568.16	800.00
HANDICAPING			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			3,694.61	2,700.00	15,300.00
LEAGUE SOFTWARE ADS					
Total Course	26,163.31	16,799.13	442,546.91	440,738.37	483,800.00
Total Direct Revenues	51,466.00	42,083.53	636,358.38	675,732.65	802,600.00

10/11/16

Fox Run Golf Course
Statement of Expenditures

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	01Sep2016 30Sep2016	01Sep2015 30Sep2015	01Jan2016 30Sep2016	01Jan2015 30Sep2015	Legal Budget
Concessions					
CASH SHORT	102.95	458.17	1,902.21	1,752.13	1,000.00
PREPARED FOODS	4,653.25	4,266.17	14,365.10	17,157.40	26,000.00
CANDY	745.90	383.40	2,594.20	3,831.37	4,000.00
BEER	4,863.55	4,120.30	23,564.25	22,481.20	30,000.00
POP	1,812.96	1,338.88	6,972.99	7,992.90	10,000.00
Total Concessions	12,491.98	10,566.92	50,816.92	53,215.00	71,075.00
Pro Shop					
GOLF BALLS	4,247.47	5,842.93	33,149.88	34,153.81	24,000.00
GLOVES			3,056.45	847.67	3,200.00
GOLF CAPS/VISORS		1,892.85	2,800.01	5,082.20	3,600.00
MERCHANDISE	662.58	6,695.85	12,549.47	23,381.89	23,000.00
GOLF EQUIPMENT	976.75	6,725.36	18,775.55	34,807.41	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	691.10		5,553.26	4,946.68	6,000.00
Total Pro Shop	6,577.90	21,156.99	75,934.11	103,219.66	114,800.00
Course					
GOLF CAR RENTAL		325.00	25,305.81	24,780.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL			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					
Total Course		325.00	35,631.81	26,680.81	37,300.00
Total Direct Expenditures	19,069.88	32,048.91	162,382.84	183,115.47	223,175.00

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	2016	2015	2015	2015	2015
	Fox Run	Tatanka	Hillcrest	Hillcrest	Hillcrest	Hillcrest
			30 & under	31-34	35-64	65 & Over
Family (\$60 per 15-24 child)	\$ 790.00	\$ 1,200	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Couple	\$ 730.00	\$ 1,000	\$ 1,031.00	\$ 1,492.00	\$ 2,800.00	\$ 2,377.00
Adult Individual (31+)	\$ 560.00	\$ 750		\$ 1,217.00	\$ 2,294.00	\$ 1,832.00
Adult Individual (18-30)	\$ 300.00	\$ 750	\$ 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	\$ 65				
9 Hole G.F. Fri.-Sun.	\$ 18.50					
18 Hole G.F. Fri.-Sun.	\$ 24.50	\$ 70				
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	\$ 250	\$ 400.00			
Couple Cart Pass	\$ 520.00	\$ 300	\$ 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