

AGENDA

FOX RUN GOLF ADVISORY BOARD

**Thursday, December 15, 2016
Fox Run Golf Course Clubhouse – 12:00 P.M.**

I. ROUTINE BUSINESS

- A. Roll Call. Warren Erickson will be absent.
- B. Consideration of November minutes (attachment).
- C. Public Appearances.

II. OLD BUSINESS

- A. None

III. NEW BUSINESS

- A. Course financials from City Software. (attachment)
- B. Security Cameras for cart sheds, course security, traffic at night from the west entrance.
- C. Great Life discussion.
- D. League updates, simulator operations. Tom J.
- E. Course conditions and projects – Rockie W.

IV. OTHER BUSINESS

- A. Next Meeting date Thursday, January 19, 2017.

V. ADJOURN

MINUTES

FOX RUN GOLF ADVISORY BOARD

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

Routine Business

Roll Call:

Present: Annette Kohoutek, Terry Carda, Kim Auch, Carll Kretsinger, Jake Hoffner.

Absent: Steve Sager, Warren Erickson.

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

Public Appearances: Charlie Gross, Mayor, Amy Nelson. City Manager, Al Viereck, City Finance Officer, Karol Kittelson, Dick Erickson, Randy Kussman.

Minutes:

October 20, 2016 minutes approved once corrected. Hoffner motioned, Kretsinger second. Motion carried 4-0.

Old Business

A. Proposed golf fees for 2017 discussion.

Kretsinger commented that expenses for people are going up and therefore profits are down for all businesses as people are spending less in all areas. Maybe the course should look at only a 2% adjustment for the 2017 season.

Hoffner commented that the City is still investing in the course even with operational losses. There were staffing adjustments made going from 2015 to 2016 to address the customer service concerns that had been brought forward during 2015. The staff are making adjustments from 2016 to 2017 to address the operational loss and are working to make it less. One question that is always being asked of the Commission is what level of loss can they support at Fox Run? The Golf Advisory Board is the eyes and ears for the Commission when it comes to golf course patrons and so the GAB discussion is important. Hoffner stated the 4% proposal shows good faith by the GAB to work with the staff and commission to keep the operational loss at a minimum.

The board discussed Vermillion and questioned there operation with 2 full-time pros and 1 part-time pro. It is the only course in Vermillion. It is a public, City operated course and it is being subsidized also. Vermillion was a Great Life affiliate in 2016.

The board discussed fall play at the course. If season pass holders are the only ones golfing, the only revenue would be from Food & Beverage, or Pro-Shop sales. Green Fees are very important in the spring and fall seasons to help generate revenue for the course.

The staff will be continuing to recruit outings/tournaments for 2017 to help with revenue generation. 2016 advertising campaign was not successful in terms of generating increased green fee revenue. In 2017 and beyond, need to spend smarter and work to get the return on investment that was not realized in 2016.

Tom discussed the pro-shop operations and is working with the vendors to have 2016 product sent back for credit so in 2017 product can be stocked without cash payouts to the companies. Tom feels there is too many brands for the products carried. He wants to work to get the number of brands down. Tom will work on educating patrons that people can special-order through the pro-shop and get most any product they want with minimal wait times. Pro-shop inventory needs to be kept at a much lower level in future years. Tom has also been speaking with Vermillion to see how they had the GreatLife Golf affiliation set-up to determine if it would be beneficial to Fox Run to have another discussion with Fox Run.

Todd and Amy discussed the GreatLife golf proposals that were brought to the Commission in 2015. The proposals ranged from GreatLife being a management company for the course to just being an affiliate course for GreatLife. In 2015, the Commission voted to not pursue GreatLife proposals and continue to operate the course with City staff.

Kretsinger discussed cart storage and trail fees. With nothing changed in regards to cart sheds, storage areas or trails, he feels the two fees for 2017 should not be increased. Auch makes a motion that all proposed golf fees for 2017 are approved. Kohoutek seconded. Motion passed 4-0.

Kretsinger makes a motion that cart and trail fees only be increased as long as security cameras are added to the cart sheds. Auch seconded. Motion passed 4-0.

New Business

- A. Security Camera for cart sheds. Kretsinger had his cart taken and damage done was equal to \$2300. He would like the Golf Course to put up security cameras on all the sheds to help with the protection of the carts and items kept in the sheds.
- B. Course event re-caps, league updates, simulator operations. The fall events at Fox Run were well received and had large player numbers. Good response on all events in 2016. Comments made about events in 2016 were related to the satisfactory organization by the staff and the events also liked that the bills for the events were handed to them at the end of the event or sent within days. An effort will be made to cut expenses in regards to leagues in 2017. The main expense for leagues being the league software. The Simulator is up and ready to go for the season. Simulator leagues will begin the first week of December. Tom provided the October revenue report from the course software.
- C. General Discussion. Carda asked about the Commission and their analyzing the budget with the 4% rate proposal. The Commission would analyze the budget when the proposal is brought to them at the Commission meeting. They analyze the golf budget in April and May when the budgeting process for the following year is taking place. The Fox Run budget for 2016 will not be finalized until March of 2017. The 2017 budget is adopted and can be found on the City website. This 2017 budget would not include the 4% increase of fees that were proposed and recommended at this meeting. Carda stated the Golf Course and Summit Activities Center both lose money in a given year but are very valuable to the community and are a small price for each property owner in town when realizing the quality of life aspect for current and future residents. The board discussed the three private cart sheds at Fox Run. The golfers at the course donated funds to have the sheds built back when the course was being built. For this donation the rental fees and trail fees were waived for a number of years. The private cart sheds were also built by the donors. Kohoutek wants the GAB to generate ideas that can be passed on to the staff which will generate revenue for the course without involving the normal golf pass fees and increases to course fees. New programs, events, etc.

- D. Course conditions and projects. Rockie was not present for this report. It was reported that the golf course is in great shape. The maintenance staff is blowing out irrigation this week.

Other Business

- A. Next Meeting Date – Thursday, December 15, 2016

Meeting Adjourned

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

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Oct 01, '16 - Oct 31, '16 Oct 01, '15 - Oct 31, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
Department: Golf Course Revenue								
Sub Department: Green Fee								
Category: Sa-Su Green Fee								
Sub Category: Tournaments								
3708	Sa-Su 9 Tournament-Cross Country	0	\$0.00	50	\$0.00	-50	0.00	0.00%
4419	Sa-Su 18 Member Tournament-Shootout	0	\$0.00	50	\$0.00	-50	0.00	0.00%
	Tournaments Total:	0	\$0.00	100	\$0.00	-100	0.00	0.00%
Sub Category: Paid Golf Rounds								
1359	Sa-Su18summer Gf	55	\$1,259.50	0	\$0.00	55	1,259.50	100.00%
1360	Sa-Su9summer Gf	42	\$726.18	0	\$0.00	42	726.18	100.00%
2943	Sa-Su Non-Family 9 After 4:00	3	\$25.23	3	\$21.03	0	4.20	19.97%
2944	Sa-Su Non-Family Unlimited After 4:00	8	\$96.32	6	\$81.30	2	15.02	18.47%
3684	Sa-Sufall 18	0	\$0.00	53	\$817.79	-53	-817.79	-100.00%
3686	Sa-Su Fall 9	0	\$0.00	46	\$558.90	-46	-558.90	-100.00%
4416	Sa-Suy H S Junior	1	\$9.30	0	\$0.00	1	9.30	100.00%
	Paid Golf Rounds Total:	109	\$2,116.53	108	\$1,479.02	1	637.51	43.10%
	Sa-Su Green Fee Total:	109	\$2,116.53	208	\$1,479.02	-99	637.51	43.10%
Category: Mon-Fri Green Fee								
1389	Rain Check Redeemed	0	\$0.00	2	(\$40.00)	-2	40.00	100.00%
Sub Category: Outings								
3234	M-F 18 Outing Fee - Curry Seed	0	\$0.00	72	\$2,018.88	-72	-2,018.88	-100.00%
3292	M-F 18 Group - Truxedo	0	\$0.00	72	\$1,615.20	-72	-1,615.20	-100.00%
3688	M-F Outing Fee - Mead Lumber	0	\$0.00	44	\$890.98	-44	-890.98	-100.00%
4418	M-F Outing Fee - K P I - N D C	0	\$0.00	31	\$695.33	-31	-695.33	-100.00%
	Outings Total:	0	\$0.00	219	\$5,220.39	-219	-5,220.39	-100.00%
Sub Category: Paid Golf Rounds								
1352	M-F18summer Gf	42	\$961.80	0	\$0.00	42	961.80	100.00%
1353	M-F9summer Gf	48	\$829.92	1	\$17.29	47	812.63	4,700.00%
2938	Weekday 18 Senior	65	\$1,215.50	0	\$0.00	65	1,215.50	100.00%
2939	Weekday 9 Senior	6	\$84.12	0	\$0.00	6	84.12	100.00%
2946	Junior 9 Holes	19	\$159.79	2	\$16.82	17	142.97	850.00%
2947	Junior 18 Holes	3	\$33.63	2	\$22.42	1	11.21	50.00%
3683	M-F Fall18	0	\$0.00	62	\$956.66	-62	-956.66	-100.00%
3685	M-F Fall9	0	\$0.00	52	\$631.80	-52	-631.80	-100.00%
4052	Weekday 18fall Senior	0	\$0.00	36	\$403.92	-36	-403.92	-100.00%
4054	Weekday 9fall Senior	0	\$0.00	4	\$37.40	-4	-37.40	-100.00%
	Paid Golf Rounds Total:	183	\$3,284.76	159	\$2,086.31	24	1,198.45	57.44%
	Mon-Fri Green Fee Total:	183	\$3,284.76	380	\$7,266.70	-197	-3,981.94	-54.80%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
1844	Entry Fee - Season Pass	0	\$0.00	-1	(\$170.00)	1	170.00	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Oct 01, '16 - Oct 31, '16		Oct 01, '15 - Oct 31, '15		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
3689	Entry Fee - Shootout	24	(\$198.92)	17	(\$80.00)	7	-118.92	148.65%
3705	Entry Fee-Cross Country Tourney	25	\$336.06	-1	(\$4.20)	26	340.26	-8,101.43%
4037	Entry Fee - City Classic	-5	(\$255.00)	-1	(\$595.00)	-4	340.00	-57.14%
Tournaments Total:		44	(\$117.86)	14	(\$849.20)	30	731.34	-86.12%
Tournament Entry Fee Total:		44	(\$117.86)	14	(\$849.20)	30	731.34	-86.12%
Category: Pre-Paid Rounds								
Sub Category: Free Passes								
1379	M-F Industry Pro Gf	1	\$0.00	4	\$0.00	-3	0.00	0.00%
1380	Sa-Su Industry Pro Gf	2	\$0.00	0	\$0.00	2	0.00	0.00%
3310	M-F Free Pass	0	\$0.00	3	\$0.00	-3	0.00	0.00%
3311	Sa-Su Free Pass	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4324	M-F Free Pass-No Cart	3	\$0.00	0	\$0.00	3	0.00	0.00%
Free Passes Total:		6	\$0.00	8	\$0.00	-2	0.00	0.00%
Sub Category: Pre-Paid Golf Rounds								
2590	Mount Marty Golf Team	0	\$0.00	239	\$0.00	-239	0.00	0.00%
Pre-Paid Golf Rounds Total:		0	\$0.00	239	\$0.00	-239	0.00	0.00%
Sub Category: Sa-Su Pre-Paid								
1365	Sa-Su Fall Pass 18 Unlimited Gf	0	\$0.00	195	\$0.00	-195	0.00	0.00%
1367	Sa-Su9 Pass Summer Unlimited Gf	14	\$0.00	0	\$0.00	14	0.00	0.00%
3627	Sa-Su 106.3 Radio (18)	33	\$0.00	56	\$0.00	-23	0.00	0.00%
3862	Sa-Su18 Pass Summer Unlimited Gf	151	\$0.00	0	\$0.00	151	0.00	0.00%
4084	Sa-Su Fallpass 9 Unlimited Gf	0	\$0.00	94	\$0.00	-94	0.00	0.00%
Sa-Su Pre-Paid Total:		198	\$0.00	345	\$0.00	-147	0.00	0.00%
Sub Category: M-F Pre-Paid								
1369	M-F Fall 18 Pass Unlimited Gf	4	\$0.00	389	\$0.00	-385	0.00	0.00%
1370	M-F 18pass Unlimited Winter Gf	1	\$0.00	0	\$0.00	1	0.00	0.00%
1371	M-F 9pass Summer Unlimited Gf	59	\$0.00	0	\$0.00	59	0.00	0.00%
1394	M-F 9 High School Golf Team Gf	0	\$0.00	2	\$0.00	-2	0.00	0.00%
1395	M-F 18 High School Golf Team Gf	0	\$0.00	102	\$0.00	-102	0.00	0.00%
3213	M-F 106.3 Radio (18)	39	\$0.00	44	\$0.00	-5	0.00	0.00%
3863	M-F 18unlimited Pass Summer Gf	542	\$0.00	0	\$0.00	542	0.00	0.00%
3864	M-F Men's League 9	0	\$0.00	601	\$0.00	-601	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	0	\$0.00	342	\$0.00	-342	0.00	0.00%
4083	M-F 9 Pass Fall Limited Gf	0	\$0.00	54	\$0.00	-54	0.00	0.00%
4337	M-F Senior League 18	0	\$0.00	52	\$0.00	-52	0.00	0.00%
4406	M-F Ltd. Fall 18	0	\$0.00	31	\$0.00	-31	0.00	0.00%
4407	M-Flimited 9 Pass	0	\$0.00	4	\$0.00	-4	0.00	0.00%
M-F Pre-Paid Total:		645	\$0.00	1,621	\$0.00	-976	0.00	0.00%
Pre-Paid Rounds Total:		849	\$0.00	2,213	\$0.00	-1,364	0.00	0.00%
Green Fee Total:		1,185	\$5,283.43	2,815	\$7,896.52	-1,630	-2,613.09	-33.09%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Oct 01, '16 - Oct 31, '16 Oct 01, '15 - Oct 31, '15

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
Sub Department: Golf Car Fees								
Category: Cart Fees Daily								
1385	Golf Car 18	118	\$1,433.70	20	\$243.00	98	1,190.70	490.00%
1388	Golf Car 9	149	\$1,393.15	48	\$448.80	101	944.35	210.42%
1829	Golf Car Tournament Car	0	\$0.00	6	\$150.00	-6	-150.00	-100.00%
2940	Golf Car 9 Senior	4	\$18.68	0	\$0.00	4	18.68	100.00%
2941	Golf Car 18 Senior	64	\$598.40	0	\$0.00	64	598.40	100.00%
2945	Golf Car After 4:00	7	\$49.07	9	\$63.09	-2	-14.02	-22.22%
2949	Rider Fee	1	\$4.67	0	\$0.00	1	4.67	100.00%
4035	Golf Car Fall 18	0	\$0.00	100	\$887.00	-100	-887.00	-100.00%
4036	Golf Car Fall 9	0	\$0.00	68	\$444.72	-68	-444.72	-100.00%
4053	Golf Car 18 Fall Senior	0	\$0.00	28	\$261.52	-28	-261.52	-100.00%
4055	Golf Car 9 Fall Senior	0	\$0.00	2	\$9.34	-2	-9.34	-100.00%
4399	Golf Car 18junior	0	\$0.00	1	\$9.35	-1	-9.35	-100.00%
4417	Golf Car Y H S Junior	1	\$4.65	0	\$0.00	1	4.65	100.00%
Cart Fees Daily Total:		344	\$3,502.32	282	\$2,516.82	62	985.50	39.16%
Category: Trail Fee								
1413	Trail Fee Daily	3	\$23.38	4	\$18.72	-1	4.66	24.89%
Trail Fee Total:		3	\$23.38	4	\$18.72	-1	4.66	24.89%
Golf Car Fees Total:		347	\$3,525.70	286	\$2,535.54	61	990.16	39.05%
Sub Department: Other Golf Fees								
Category: Gift Card								
2779	Punch Pass Credit Of \$7.50	1	(\$7.50)	2	(\$15.00)	-1	7.50	-50.00%
Gift Card Total:		1	(\$7.50)	2	(\$15.00)	-1	7.50	-50.00%
Category: Pull Cart Rental								
1431	Pull Cart Rental	17	\$63.58	0	\$0.00	17	63.58	100.00%
Pull Cart Rental Total:		17	\$63.58	0	\$0.00	17	63.58	100.00%
Category: Tournament Entry Fee								
Sub Category: Tournaments								
3644	Pro-Am Entry & Sponsor Fee	0	\$0.00	0	\$0.00	0	0.00	0.00%
Tournaments Total:		0	\$0.00	0	\$0.00	0	0.00	0.00%
Tournament Entry Fee Total:		0	\$0.00	0	\$0.00	0	0.00	0.00%
Category: Advertisements								
3823	Advertisement - Golf Cart Wraps	0	\$0.00	4	\$3,600.00	-4	-3,600.00	-100.00%
4117	Advertisement - Beverage Cart Wrap	0	\$0.00	1	\$1,100.00	-1	-1,100.00	-100.00%
Advertisements Total:		0	\$0.00	5	\$4,700.00	-5	-4,700.00	-100.00%
Other Golf Fees Total:		18	\$56.08	7	\$4,685.00	11	-4,628.92	-98.80%
Sub Department: Driving Range								
Category: Driving Range Token								
1416	Small Range Bucket	35	\$129.15	73	\$269.37	-38	-140.22	-52.05%
4503	Large Range Bucket	23	\$169.74	0	\$0.00	23	169.74	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Oct 01, '16 - Oct 31, '16		Oct 01, '15 - Oct 31, '15		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
	Driving Range Token Total:	58	\$298.89	73	\$269.37	-15	29.52	10.96%
	Driving Range Total:	58	\$298.89	73	\$269.37	-15	29.52	10.96%
Sub Department: Professional Commissions								
Category: Lessons								
1429	Lessons (1)	0	\$0.00	1	\$75.47	-1	-75.47	-100.00%
	Lessons Total:	0	\$0.00	1	\$75.47	-1	-75.47	-100.00%
	Professional Commissions Total:	0	\$0.00	1	\$75.47	-1	-75.47	-100.00%
	Golf Course Revenue Total:	1,608	\$9,164.10	3,182	\$15,461.90	-1,574	-6,297.80	-40.73%
	Grand Total:	1,608	\$9,164.10	3,182	\$15,461.90	-1,574	-6,297.80	-40.73%

\$ 5,200 for outings
Golf cart wraps
\$ 4,700

\$ 9,900
less
but only down
- \$ 6,297

11/08/16

Fox Run Golf Course
Statement of Revenues & Expenses

	01Oct2016 31Oct2016	01Oct2015 31Oct2015	01Jan2016 31Oct2016	01Jan2015 31Oct2015	Legal Budget
Direct Revenues:					
Concessions	6,051.02	12,460.45	135,462.29	140,996.80	154,300.00
Pro Shop	9,749.53	13,032.58	74,149.73	119,490.51	164,500.00
Course	9,244.74	28,107.18	451,791.65	468,845.55	483,800.00
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Total Direct Revenues	25,045.29	53,600.21	661,403.67	729,332.86	802,600.00
Direct Expenses:					
Concessions	5,495.82	5,241.93	56,312.74	58,456.93	71,075.00
Pro Shop	2,318.37	574.05	78,252.48	103,793.71	114,800.00
Course			35,631.81	26,680.81	37,300.00
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Total Direct Expenses	7,814.19	5,815.98	170,197.03	188,931.45	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	1,188.49	927.82	1,163.30	1,774.42	600.00
Indirect Expenses:					
Personal Services	29,004.62	21,004.74	343,558.54	295,586.75	370,992.00
Insurance	88.79		6,160.36	6,015.68	6,405.00
Professional Services	1,456.71	1,248.05	16,213.17	12,973.10	23,400.00
Advertising			11,566.20	7,056.30	7,000.00
Repair & Maintenance	4,896.19	2,839.66	42,991.65	33,994.93	57,500.00
Supplies & Materials	842.71	5,178.48	53,237.06	44,937.06	60,100.00
Travel, Conference & Dues	41.90		2,557.70	1,147.61	3,500.00
Utilities	3,881.36	3,812.40	25,463.66	24,580.95	36,500.00
Billing and Administration			67,340.00	67,340.00	67,340.00
Depreciation	4,218.78	5,128.69	47,647.26	50,029.55	55,745.00
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Total Indirect Expenses	44,431.06	39,212.02	616,735.60	543,661.93	688,482.00
Net Operating Income	(26,011.47)	9,500.03	(124,365.66)	(1,486.10)	(41,117.00)
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Capital Outlay		13,409.00	46,894.57	56,545.91	139,500.00
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Fox Run Golf Course
Statement of Revenues

	01Oct2016 31Oct2016	01Oct2015 31Oct2015	01Jan2016 31Oct2016	01Jan2015 31Oct2015	Legal Budget
Concessions					
CASH Long	55.46	149.50	992.29	1,713.64	1,000.00
PREPARED FOOD	1,371.03	4,451.68	31,046.21	28,206.89	33,600.00
PRE-PACKAGED FOOD	390.25	673.52	7,924.44	10,517.73	7,700.00
BEER	2,979.62	5,196.94	74,089.16	76,370.36	89,000.00
BOTTLED POP	1,254.66	1,988.81	21,410.19	24,188.18	23,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	6,051.02	12,460.45	135,462.29	140,996.80	154,300.00
Pro Shop					
GOLF BALLS	1,247.15	2,214.06	14,901.77	19,382.76	24,000.00
GLOVES	563.70	619.00	5,307.82	6,803.09	7,000.00
GOLF CAPS/VISORS	593.78	834.78	5,890.46	9,398.76	7,000.00
MERCHANDISE	1,733.03	3,636.90	12,932.91	29,804.58	38,000.00
MERCHANDISE NON-TAX		542.99	156.62	897.05	1,000.00
GOLF EQUIPMENT	5,200.41	4,526.42	26,709.63	39,906.79	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	411.46	582.96	7,836.57	7,829.93	11,000.00
LESSONS		75.47	319.61	5,467.55	6,500.00
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Total Pro Shop	9,749.53	13,032.58	74,149.73	119,490.51	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			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	2,122.60	4,842.75	50,495.12	50,425.25	59,000.00
GRREN FEES NON-TAX		2,325.00	6,140.20	11,854.85	6,500.00
GREEN FEES - WEEKDAYS	3,330.52	10,869.75	61,410.99	77,658.85	70,000.00
GOLF CAR RENTAL	3,395.74	4,084.79	70,143.76	60,526.14	65,000.00
GOLF CAR STORAGE (NON-TAX)			23,840.95	25,815.09	25,200.00
TRAIL FEES	32.73	65.49	27,747.86	28,604.19	29,000.00
PULL CART RENTAL	56.10	18.70	422.62	261.80	300.00
GOLF CLUB RENTAL	15.54	15.54	881.36	637.14	1,000.00
DRIVING RANGE	291.51	593.16	16,447.09	18,787.38	15,000.00
DRIVING RANGE NON-TAX			1,239.66	568.16	800.00
HANDICAPING			7,973.43	7,053.40	9,000.00
LEAGUES					
JUNIOR GOLF PROGRAM		592.00	3,794.00	5,077.00	4,000.00
GOLF CART WRAPS		4,700.00	3,694.61	7,400.00	15,300.00
LEAGUE SOFTWARE ADS					
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Total Course	9,244.74	28,107.18	451,791.65	468,845.55	483,800.00
Total Direct Revenues	25,045.29	53,600.21	661,403.67	729,332.86	802,600.00
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11/08/16

Fox Run Golf Course
Statement of Expenditures

1

	01Oct2016 31Oct2016	01Oct2015 31Oct2015	01Jan2016 31Oct2016	01Jan2015 31Oct2015	Legal Budget
Concessions					
CASH SHORT	81.15	162.70	1,983.36	1,914.83	1,000.00
PREPARED FOODS	2,185.75	2,286.67	16,550.85	19,444.07	26,000.00
CANDY	335.70		2,929.90	3,831.37	4,000.00
BEER	2,150.92	2,492.00	25,715.17	24,973.20	30,000.00
POP	742.30	300.56	7,715.29	8,293.46	10,000.00
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Total Concessions	5,495.82	5,241.93	56,312.74	58,456.93	71,075.00
Pro Shop					
GOLF BALLS			33,149.88	34,153.81	24,000.00
GLOVES			3,056.45	847.67	3,200.00
GOLF CAPS/VISORS			2,800.01	5,082.20	3,600.00
MERCHANDISE	755.39	193.00	13,304.86	23,574.89	23,000.00
GOLF EQUIPMENT	757.74		19,533.29	34,807.41	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	805.24	381.05	6,358.50	5,327.73	6,000.00
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Total Pro Shop	2,318.37	574.05	78,252.48	103,793.71	114,800.00
Course					
GOLF CAR RENTAL			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			35,631.81	26,680.81	37,300.00
Total Direct Expenditures	7,814.19	5,815.98	170,197.03	188,931.45	223,175.00
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12/12/16

Fox Run Golf Course
Statement of Revenues & Expenses

	01Nov2016 30Nov2016	01Nov2015 30Nov2015	01Jan2016 30Nov2016	01Jan2015 30Nov2015	Legal Budget
Direct Revenues:					
Concessions	3,764.50	1,665.40	139,226.79	142,662.20	154,300.00
Pro Shop	7,484.16	4,628.99	81,633.89	124,119.50	164,500.00
Course	4,658.61	3,413.51	456,450.26	472,259.06	483,800.00
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Total Direct Revenues	15,907.27	9,707.90	677,310.94	739,040.76	802,600.00
Direct Expenses:					
Concessions	1,549.89	3,500.77	57,862.63	61,957.70	71,075.00
Pro Shop	6,433.07	15,270.41	84,685.55	119,064.12	114,800.00
Course	960.00	150.00	36,591.81	26,830.81	37,300.00
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Total Direct Expenses	8,942.96	18,921.18	179,139.99	207,852.63	223,175.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	.02	9.84	1,163.32	1,784.26	600.00
Indirect Expenses:					
Personal Services	29,053.25	22,399.02	372,611.79	317,985.77	370,992.00
Insurance			6,160.36	6,015.68	6,405.00
Professional Services	2,883.69	730.39	19,096.86	13,703.49	23,400.00
Advertising		413.00	11,566.20	7,469.30	7,000.00
Repair & Maintenance	1,299.81	3,373.76	44,291.46	37,368.69	57,500.00
Supplies & Materials	4,520.67	224.55	57,757.73	45,161.61	60,100.00
Travel, Conference & Dues	40.00		2,597.70	1,147.61	3,500.00
Utilities	2,383.81	2,802.77	27,847.47	27,383.72	36,500.00
Billing and Administration			67,340.00	67,340.00	67,340.00
Depreciation	4,218.78	5,128.69	51,866.04	55,158.24	55,745.00
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Total Indirect Expenses	44,400.01	35,072.18	661,135.61	578,734.11	688,482.00
Net Operating Income	(37,435.68)	(44,275.62)	(161,801.34)	(45,761.72)	(41,117.00)
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Capital Outlay			46,894.57	56,545.91	139,500.00
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12/12/16

Fox Run Golf Course
Statement of Revenues

1

	01Nov2016 30Nov2016	01Nov2015 30Nov2015	01Jan2016 30Nov2016	01Jan2015 30Nov2015	Legal Budget
Concessions					
CASH Long	54.06	30.56	1,046.35	1,744.20	1,000.00
PREPARED FOOD	1,147.40		32,193.61	28,206.89	33,600.00
PRE-PACKAGED FOOD	208.22	187.38	8,132.66	10,705.11	7,700.00
BEER	1,787.46	1,104.70	75,876.62	77,475.06	89,000.00
BOTTLED POP	567.36	342.76	21,977.55	24,530.94	23,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	3,764.50	1,665.40	139,226.79	142,662.20	154,300.00
Pro Shop					
GOLF BALLS	1,663.18	822.66	16,564.95	20,205.42	24,000.00
GLOVES	362.22	193.00	5,670.04	6,996.09	7,000.00
GOLF CAPS/VISORS	531.68	328.55	6,422.14	9,727.31	7,000.00
MERCHANDISE	1,565.96	911.90	14,498.87	30,716.48	38,000.00
MERCHANDISE NON-TAX			156.62	897.05	1,000.00
GOLF EQUIPMENT	2,656.27	2,142.89	29,365.90	42,049.68	70,000.00
MISCELLANEOUS MERCHANDISE			94.34		
CLUB REPAIRS	704.85	229.99	8,541.42	8,059.92	11,000.00
LESSONS			319.61	5,467.55	6,500.00
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Total Pro Shop	7,484.16	4,628.99	81,633.89	124,119.50	164,500.00
Course					
SIMULATOR	201.92	75.70	5,250.42	2,950.36	4,000.00
SIMULATOR NON-TAXABLE			500.00	585.00	1,200.00
SEASON PASS			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	1,012.19	934.07	51,507.31	51,359.32	59,000.00
GRREN FEES NON-TAX			6,140.20	11,854.85	6,500.00
GREEN FEES - WEEKDAYS	1,706.22	1,062.15	63,117.21	78,721.00	70,000.00
GOLF CAR RENTAL	1,576.94	1,254.49	71,720.70	61,780.63	65,000.00
GOLF CAR STORAGE (NON-TAX)			23,840.95	25,815.09	25,200.00
TRAIL FEES	28.05	28.06	27,775.91	28,632.25	29,000.00
PULL CART RENTAL	33.66		456.28	261.80	300.00
GOLF CLUB RENTAL			881.36	637.14	1,000.00
DRIVING RANGE	99.63	59.04	16,546.72	18,846.42	15,000.00
DRIVING RANGE NON-TAX			1,239.66	568.16	800.00
HANDICAPING			7,973.43	7,053.40	9,000.00
LEAGUES					
JUNIOR GOLF PROGRAM			3,794.00	5,077.00	4,000.00
GOLF CART WRAPS			3,694.61	7,400.00	15,300.00
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	4,658.61	3,413.51	456,450.26	472,259.06	483,800.00
Total Direct Revenues	15,907.27	9,707.90	677,310.94	739,040.76	802,600.00
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12/12/16

Fox Run Golf Course
Statement of Expenditures

1

	01Nov2016 30Nov2016	01Nov2015 30Nov2015	01Jan2016 30Nov2016	01Jan2015 30Nov2015	Legal Budget
Concessions					
CASH SHORT	68.50	34.45	2,051.86	1,949.28	1,000.00
PREPARED FOODS	705.37	1,682.21	17,256.22	21,126.28	26,000.00
CANDY	15.85	320.35	2,945.75	4,151.72	4,000.00
BEER	504.12	847.65	26,219.29	25,820.85	30,000.00
POP	256.05	616.11	7,971.34	8,909.57	10,000.00
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Total Concessions	1,549.89	3,500.77	57,862.63	61,957.70	71,075.00
Pro Shop					
GOLF BALLS		261.26	33,149.88	34,415.07	24,000.00
GLOVES		1,682.12	3,056.45	2,529.79	3,200.00
GOLF CAPS/VISORS		2,869.88	2,800.01	7,952.08	3,600.00
MERCHANDISE	748.76	7,464.00	14,053.62	31,038.89	23,000.00
GOLF EQUIPMENT	5,684.31	2,950.49	25,217.60	37,757.90	55,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS		42.66	6,358.50	5,370.39	6,000.00
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Total Pro Shop	6,433.07	15,270.41	84,685.55	119,064.12	114,800.00
Course					
GOLF CAR RENTAL		150.00	25,305.81	24,930.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL			430.00		
PULL CART RENTAL					
DRIVING RANGE			3,276.00	1,750.00	2,500.00
HANDICAPING	460.00		7,080.00		7,800.00
JUNIOR GOLF PROGRAM	500.00		500.00		1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course	960.00	150.00	36,591.81	26,830.81	37,300.00
Total Direct Expenditures	8,942.96	18,921.18	179,139.99	207,852.63	223,175.00
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