



The MISSION of the Yankton Department of Parks and Recreation is to enhance the quality-of-life (social, cultural, educational, and physical well-being) for the citizens of Yankton and the surrounding area through responsible, innovative, and cost-effective creation, maintenance, and management of high quality parks, facilities, programs, and community special events.

**MINUTES
FOX RUN GOLF ADVISORY BOARD
Thursday, April 20, 2017**

Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

Roll Call:

Present: Kim Auch, Annette Kohoutek, Carll Kretsinger.

Absent: Terry Carda, Warren Erickson, Steve Sager.

Also present were Jake Hoffner, City Commissioner Representative, Golf Operations Manager Tom Jeffers, Course Superintendent Rockie Wampol, Director of Parks and Recreation Todd Larson, City Manager Amy Nelson, and Department Secretary Chasity McHenry.

Public Appearances: D. Sundleaf, K. Kittleson, J. Gevins.

Minutes: March 16, 2017 minutes approved. Kohoutek motioned, Kretsinger second. Motion carried 3-0.

II. NEW BUSINESS

- A. 2017 Budget Contingency for the Parks Department. The City has prepared a contingency budget for 2017. The contingency lists the 5% reduction amount and the 10% reduction amount for each division. The actual reductions shown total the 10% level. The total amount reduced is \$389,774 for the entire department. Later in the year, if the sales tax numbers improve, the Department could adjust the contingency down from the 10% level to the 5% level or less. The divisions of the department are Parks, Memorial Pool, Summit Activities Center/Recreation, Marne Creek Trails, Cemetery, and Golf Course. Please note the Golf budget reductions include funds from the Memorial Pool, Cemetery, and Parks Capital budgets totaling \$74,349. (attachments)
- B. Update on security cameras for cart sheds. Estimate for cost of installation of eight cameras with 4 in clubhouse and 4 for the cart sheds = approximately \$3,675. Costs of secure doors with access FOBS for the three private cart sheds is \$3,955. Cart Shed C is down to under 10 carts in storage. To have a golf cart key system changed is approximately \$80 to \$110 per cart. The board discussed a bicycle lock system for carts in storage to chain the cart to the cart shed. Some on the board felt it would be a hassle to try and find a place to chain to on the cart (axle, steering wheel, roof bracing) that would be sturdy enough to deter the people from breaking the cart apart to remove the chain. The board heard from present and past staff that historically not much theft or vandalism has been reported to the Fox Run staff. The City Attorney has reviewed the rental agreement and has agreed that the cart owners are still responsible for their personal property even though it is stored in a City building. Discussion will continue in 2017 on what to do with the Cart Shed C security issue.
- C. Year-to-Date Financials from City Software. (attachments) Tom distributed financials from the course software comparing year-to-date through April 19. Through the end March, the course is behind in net revenues compared to 2016. The month of April is shaping up to be one of the best in the past decade. Season pass sales have been a positive in 2017.

Currently up fifteen passes to date versus 2016. There have been 48 season passes sold to new patrons in 2017. 18 new adult passes, 17 new under 30 adult passes, three new +1 passes, some additional youth passes, and some radio advertising trade passes. Range revenue is up in 2017. Pro-shop revenue is down but new merchandise is just starting to arrive. Food and Beverage is up over \$4,000 compared to 2016. Prepared food is up \$2,777 and alcohol revenue is up \$1,600 even though rounds played year-to-date is down. The new food menu has been well received. Tom is working to find a good mix for the pro-shop offerings. He has examined past financials for the pro-shop and believes the course has the possibility for growth over the past years poor performance. Tom will also look at having staff where Fox Run shirts in 2017. 40 Great Life golfers to date. Most of those are walkers so not a lot of cart revenue. \$285 in green fees from the Great Life golfers. \$167 in food & beverage and pro-shop sales to the Great Life golfers. Using the year-to-date Great Life numbers projects out to an additional \$24,000 in course revenue for 2017. The board is hopeful that will be an even bigger projection once the weather changes to summer. The State bowling tournament has generated walk-up golf at the course.

- D. Simulator operations wrap-up for 2016-2017. Tom J. Revenues are down about \$700 and the league was two weeks shorter than past winters.
- E. 2017 course events update. Pro-am updates. Tom J. Currently, there are 43 men's league teams, 17 ladies league teams, and 29 senior league teams. Monday league is down one team from last year, Tuesday is the same, Thursday is down one team, women's is the same, and senior league is up one team from last year. Ladies league mentioned a concern about having someone in the clubhouse after league who knows the rules and can answer questions. Also suggested to have a five minute rules education presentation on Wednesday nights before women's league goes out to play. With all leagues, if there is a rules question on the course and teams have concerns, the proper way to handle it is to have the person in question play a provisional ball on the hole also and document both scores. A description of what the rule question is should be written out and handed in with the scorecard. If the pro is not present at the end of the round, the scorecard and rule question description can be read by the pro at a later time, phone calls can be made, questions can be answered, and then a ruling can be made of which score to use. A Pro-Am Committee has been formed and consists of Tom Jeffers, Todd Rodig, Nicki Anderson, Dan Kramer, Tyler Vogt, and Bret Sime. They have secured a title sponsor for the tournament- American Food Group. They have changed the sponsorship packages and working to secure more sponsorships for 2017. They have also changed the format for the tournament. Day one and day two will be scored with 1 net and 2 gross. Day three will be 2 nets. There will be a pro-cut for Sunday. On Sunday, amateurs will not play with a pro.
- F. Course conditions and projects. Rockie W. The irrigation system has been turned on. Pre-emergences have been applied to the course. The greens have been fertilized. Jason Metz has been hired as the assistant grounds maintenance full-time employee.

III. OTHER BUSINESS

- A. Next Meeting Thursday, May 18, 2017.

IV. ADJOURN

Kretsinger motioned, Kohoutek second. Motion carried 3-0.

Department:	<u>201 Parks</u>
Total Budget for 2017:	<u>\$1,476,341</u>
5% reduction:	<u>\$73,817</u>
10% reduction:	<u>\$147,634</u>

To reach this level, need to examine 503 Parks
Capital budget for additional reductions

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
201.201.350 Lawn Care Equip.	\$ 3,000	won't spend	push to 2018
201.201.350 Park furniture	\$ 6,000	won't spend	push to 2018
201.201.350 Trailer	\$ 2,221	Purchased 2 post-lift instead. \$5,000 was budgeted.	
201.201.350 Skid Loader auger drive	\$ 370	Purchased for \$1,830. \$2,200 budgeted	
201.201.202 Professional Services	\$ 30,000	do no studies/planning	
201.201.224 Central Garage	\$ 16,000	\$61,000 budgeted. Drop to \$45,000. Used \$38,000 last 2 years	
201.201.242 Recreation Supplies	\$ 10,000	\$20,000 budgeted. Drop to \$10,000.	Ball fields and Riverside Park would be irrigated in 2017. All other irrigation systems would be kept off for 2017.
201.201.274 Water	\$ 20,000	limit properties we water	
201.201.102 Temporary Wages	\$ 22,800	let part-time help go after reaching \$50,000 budget limit	burden would fall on full-time staff to keep all parks and green spaces maintained in late summer of 2017
Total	\$ 110,391		
	\$ 37,243	Still needed to reach 10% reduction	

Department:	<u>503 Parks Capital</u>
Total Budget for 2017:	<u>\$192,200</u>
5% reduction:	<u>\$9,610</u>
10% reduction:	<u>\$19,220</u>

\$ 37,243 Amount to reach 10% in Parks 201 budget

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
503.541.321 Memorial Park Trail	\$ 45,000	push to 2018	
		\$12,000 budgeted, project	
503.541.321 Memorial Shelter Shingles	\$ 2,800	cost was \$9,200	
503.542.320 Sertoma Park sidewalk	\$ 7,900	push to 2018	Spent \$2,100 on new metal signs for Sertoma
		\$15,000 budgeted, project	
503.544.320 R'side Bathroom stone veneer	\$ 4,700	estimate is \$10,300	
503.549.361 Summer welcome banners	\$ 20,000	push to 2018	
		\$12,500 budgeted, project	
503.549.363 Bleachers	\$ 2,400	cost was \$10,100	
503.541.325 Tennis Court Resurfacing	\$ 25,000		
503.549.364 Commissioner Ideas from NLC	\$ 15,000		
Total	\$ 122,800		
	\$ 66,337	To be used in other divisions	
Would utilize \$34,464 for the 203 budget	\$ 34,464		
Would utilize \$31,873 for the 641 budget	\$ 31,873		
Remaining	\$ -		

Department:	<u>202 Memorial Pool</u>
Total Budget for 2017:	<u>\$230,312</u>
5% reduction:	<u>\$11,516</u>
10% reduction:	<u>\$23,031</u>

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
202.202.223 Building Repairs	\$ 25,000	\$35,000 budgeted.	
202.202.350 Light Tower	\$ 10,000	The palm tree light towers do not handle our strong winds well - will not purchase	Depending on the pool task force efforts, if the current pool stays, we will need to find a different type of light pole in the future
202.202.350 Umbrella- Concessions A	\$ 6,000	would not purchase	Jim is concerned with what people would do to the umbrella when it is put down and tied shut each night at the close of operations and before it is rolled back up at the start of the next day
202.202.350 ADA Lift	\$ 4,000	push to 2018	We have one lift, so this would only be needed if we get any complaints about accessibility of current facility
Total	\$ 45,000		

\$ 21,969 To be used in other divisions

Utilize \$21,969 in the 641 budget \$ 21,969

Remaining \$ (0)

Department: 203 Summit Act. Center

Total Budget for 2017: \$791,342

5% reduction: \$39,567

10% reduction: \$79,134

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
Misc. Repairs (100%C)	\$ 15,000		
Replace stainless steel doors (89%)	\$ 22,250	push to future year	
ADA Seating Football (40%)	\$ 2,000	push to future year	
Drinking fountains- Aux. Gym (15%)	\$ 1,500	school does not have in budget	
Drinking fountains- Main Gym (15%)	\$ 2,250	completed in 2016	
Roof Replacement (15%)	\$ 5,550	\$130,000 budgeted. Estimate for project \$93,000	
Replace wall in YCAH (1%)	\$ 120	completed in 2016	
Bleacher inspection-	\$ (4,000)	Wasn't originally in our budget for 2017- need to add in	
Total	\$ 44,670		
	\$ 34,464	Still needed to reach 10%	

Would utilize \$34,464 from 503. \$ 34,464

Department:	<u>204 Marne Creek</u>
Total Budget for 2017:	<u>\$209,861</u>
5% reduction:	<u>\$10,493</u>
10% reduction:	<u>\$20,986</u>

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
204.204.224 Central Garage	\$ 3,500	\$7,000 budgeted.	Reduce to \$3,500 based on past three years actuals.
204.204.321 Trail Signage	\$ 14,000	won't spend	
204.204.350 Truck & snow blade	\$ 4,460	\$40,000 budgeted and actual expenditures less	
Total	\$ 21,960		

Department:	<u>621 Cemetery</u>
Total Budget for 2017:	<u>\$149,931</u>
5% reduction:	<u>\$7,497</u>
10% reduction:	<u>\$14,993</u>

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
621.621.350 Aerator	\$ 10,000	would push to 2018	currently we do not have a small aerator at cemetery
621.621.350 Skid Steer w/ back hoe	\$ 27,000	would push to 2018	current skid steer is in good working condition
621.621.202 Professional Services	\$ (1,500)	District III mapping service moved into operational budget	
	Total \$ 35,500		

\$20,507 To be used in other divisions

Would utilize for 641 budget	\$20,507
Remaining funds	\$0

Department:	<u>641 Golf</u>
Total Budget for 2017:	<u>\$847,757</u>
5% reduction:	<u>\$42,388</u>
10% reduction:	<u>\$84,776</u>

Line Item	Amount	Description of Reduction	Comments/Impacts to Services
641.641.100 series	\$ 34,000	Budgeted for three full-time positions.	Only have two.
Fairway Mowers (2)	\$(38,000)	Spent \$38,000 more than budgeted	
Cart Shed video monitoring or Key Fob entry to cart sheds	\$ (4,000)	Not in original budget	Both of these projects would be \$4,000
Cart Paths	\$ 10,000	push to future year	Will upset the pass holders.
Cart Sheds Concrete	\$ 10,000	push to future year	
Would utilize \$21,969 in 202 budget	\$ 21,969		
Would utilize \$20,507 in 621 budget	\$ 20,507		
Would utilize \$31,873 in 503 budget	\$ 31,873		
Total	\$ 86,349		

04/18/17

Fox Run Golf Course
Statement of Revenues & Expenses

	01Mar2017 31Mar2017	01Mar2016 31Mar2016	01Jan2017 31Mar2017	01Jan2016 31Mar2016	Legal Budget
Direct Revenues:					
Concessions	2,519.88	4,933.27	7,115.61	6,172.28	155,880.00
Pro Shop	1,104.99	2,268.46	5,157.48	4,318.41	57,800.00
Course	61,725.19	104,629.10	126,721.66	188,108.29	469,500.00
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Total Direct Revenues	65,350.06	111,830.83	138,994.75	198,598.98	683,180.00
Direct Expenses:					
Concessions	1,124.39	996.15	1,626.03	1,095.14	68,600.00
Pro Shop	376.49	1,628.19	2,955.98	7,504.26	38,000.00
Course	3,744.00		3,744.00		37,300.00
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Total Direct Expenses	5,244.88	2,624.34	8,326.01	8,599.40	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	(2.51)	.10	(2.66)	.20	600.00
Indirect Expenses:					
Personal Services	26,495.65	22,455.47	74,730.37	71,452.82	458,507.00
Insurance	5,392.55		5,392.55	867.36	6,405.00
Professional Services	1,474.18	1,487.19	2,164.34	2,250.40	22,400.00
Advertising	137.50	2,293.55	507.34	2,318.75	8,500.00
Repair & Maintenance	1,615.21	3,000.33	4,757.44	6,336.75	52,500.00
Supplies & Materials	1,609.19	558.21	1,896.28	717.77	60,250.00
Travel, Conference & Dues	283.37		568.37	255.00	3,650.00
Utilities	1,782.96	1,632.43	3,729.17	3,366.73	35,900.00
Billing and Administration		33,670.00		33,670.00	
Depreciation	4,218.78	5,128.69	12,656.34	15,386.07	55,745.00
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Total Indirect Expenses	43,009.39	70,225.87	106,402.20	136,621.65	703,857.00
Net Operating Income	17,093.28	38,980.72	24,263.88	53,378.13	(163,977.00)
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Capital Outlay	98,870.00	8,985.00	98,870.00	19,185.00	77,000.00
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Fox Run Golf Course
Statement of Revenues

	01Mar2017 31Mar2017	01Mar2016 31Mar2016	01Jan2017 31Mar2017	01Jan2016 31Mar2016	Legal Budget
Concessions					
CASH Long	76.26	176.60	102.88	205.86	1,000.00
PREPARED FOOD	801.97	303.74	2,440.61	323.59	34,180.00
PRE-PACKAGED FOOD	121.67	439.54	259.33	506.99	10,700.00
BEER	1,165.75	3,106.11	3,452.73	4,036.61	85,000.00
BOTTLED POP	354.23	907.28	860.06	1,099.23	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	2,519.88	4,933.27	7,115.61	6,172.28	155,880.00
Pro Shop					
GOLF BALLS	104.21	319.81	279.71	490.63	14,000.00
GLOVES	95.05	231.95	209.22	340.93	2,000.00
GOLF CAPS/VISORS	79.51	255.76	108.20	287.89	1,800.00
MERCHANDISE	240.20	401.05	658.33	458.03	12,500.00
MERCHANDISE NON-TAX					500.00
GOLF EQUIPMENT	205.03	829.92	2,737.84	2,046.17	12,500.00
MISCELLANEOUS MERCHANDISE					
CLUB REPAIRS	380.99	229.97	1,164.18	694.76	11,000.00
LESSONS					3,500.00
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Total Pro Shop	1,104.99	2,268.46	5,157.48	4,318.41	57,800.00
Course					
SIMULATOR	564.13	885.53	4,698.29	5,048.50	6,000.00
SIMULATOR NON-TAXABLE		500.00		500.00	1,200.00
SEASON PASS	39,738.03	62,825.92	81,808.38	113,997.42	164,000.00
SEASON PASS NON-TAX		3,446.69		3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	958.55	1,949.46	1,059.01	1,949.46	45,000.00
GRREN FEES NON-TAX					6,500.00
GREEN FEES - WEEKDAYS	368.50	997.04	695.89	1,719.09	80,000.00
GOLF CAR RENTAL	4,222.19	7,734.28	8,525.10	10,575.41	65,000.00
GOLF CAR STORAGE (NON-TAX)	6,145.64	8,301.76	11,258.41	20,468.36	21,600.00
TRAIL FEES	7,075.20	11,406.98	12,779.19	21,485.11	29,000.00
PULL CART RENTAL	14.96	14.96	14.96	14.96	300.00
GOLF CLUB RENTAL					800.00
DRIVING RANGE	1,196.93	2,343.37	2,689.99	2,435.55	18,000.00
DRIVING RANGE NON-TAX		300.00		300.00	800.00
HANDICAPING	1,441.06	2,123.11	3,192.44	3,467.74	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS		1,800.00		2,700.00	15,300.00
LEAGUE SOFTWARE ADS					
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Total Course	61,725.19	104,629.10	126,721.66	188,108.29	469,500.00
Total Direct Revenues	65,350.06	111,830.83	138,994.75	198,598.98	683,180.00
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04/18/17

Fox Run Golf Course
Statement of Expenditures

1

	01Mar2017 31Mar2017	01Mar2016 31Mar2016	01Jan2017 31Mar2017	01Jan2016 31Mar2016	Legal Budget
Concessions					
CASH SHORT	73.76	202.45	75.61	238.81	2,500.00
PREPARED FOODS	594.13	198.60	1,030.32	207.08	26,000.00
CANDY	53.65	98.75	53.65	98.75	4,000.00
BEER	322.35	285.95	385.95	310.80	27,000.00
POP	80.50	117.71	80.50	147.01	9,000.00
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Total Concessions	1,124.39	996.15	1,626.03	1,095.14	68,600.00
Pro Shop					
GOLF BALLS	1,076.49		1,076.49	4,380.09	10,000.00
GLOVES					1,000.00
GOLF CAPS/VISORS				50.41	1,000.00
MERCHANDISE			402.50	32.44	10,000.00
GOLF EQUIPMENT	(700.00)	716.83	899.60	1,944.01	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS		911.36	577.39	1,097.31	6,000.00
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Total Pro Shop	376.49	1,628.19	2,955.98	7,504.26	38,000.00
Course					
GOLF CAR RENTAL					26,000.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE	3,744.00		3,744.00		2,500.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	3,744.00		3,744.00		37,300.00
Total Direct Expenditures	5,244.88	2,624.34	8,326.01	8,599.40	143,900.00
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Fox Run Golf Course

Comparative Sales Summary by Department

Jan 01, '17 - Apr 19, '17 Jan 01, '16 - Apr 19, '16

	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
Golf Course Revenue Total:	3,326	\$218,369.41	3,410	\$222,398.59	-84	-4,029.18	-1.81%
Golf Shop Revenue Total:	535	\$8,086.69	490	\$7,596.59	45	490.10	6.45%
Food & Beverage Reve Total:	4,361	\$14,368.23	3,640	\$10,392.34	721	3,975.89	38.26%
Simulator Revenue Total:	353	\$4,819.02	437	\$5,488.50	-84	-669.48	-12.20%
Advertising Revenue Total:	1	\$450.00	4	\$2,700.00	-3	-2,250.00	-83.33%
Unrecognized Revenue Total:	706	\$12,581.94	498	\$10,592.68	208	1,989.26	18.78%
Accounts Receivables Total:	37	(\$25,450.47)	72	(\$42,453.46)	-35	17,002.99	-40.05%
Grand Total:	9,319	\$233,224.82	8,551	\$216,715.24	768	16,509.58	7.62%

Fox Run Golf Course

Sales Detail By Customer: Great, Life

From: Wednesday, March 1, 2017

To: Thursday, April 20, 2017

Item #	Description	Qty	Sales	Cost	Margin %
Great, Life					
1028	Beer Can	2	\$5.30	\$1.20	77.36
1038	Bottle Water	1	\$1.77	\$1.00	43.50
1122	Gatorade Powerade	1	\$2.21	\$1.02	53.85
1270	Beer Specialty	4	\$13.28	\$4.48	66.27
1356	Beer Specialty 6 Pack	1	\$16.79	\$6.72	59.98
1385	Golf Car 18	2	\$27.90	\$0.00	100.00
1388	Golf Car 9	5	\$46.50	\$0.00	100.00
1416	Small Range Bucket	1	\$4.35	\$0.00	100.00
2941	Golf Car 18 Senior	1	\$11.17	\$0.00	100.00
3507	Arizona Rickey/Arnold Palmer	3	\$5.31	\$1.89	64.41
3946	Candy/Granola Bar	5	\$6.65	\$3.05	54.14
4503	Large Range Bucket	1	\$7.85	\$0.00	100.00
4602	Bottle Pop Small	4	\$7.08	\$0.00	100.00
4718	Special Great Life 18 Hole Gf	21	\$195.30	\$0.00	100.00
4719	Special Great Life 9 Hole Gf	19	\$88.35	\$0.00	100.00
4809	Big Dog: Hot Dog	3	\$10.59	\$4.20	60.34
Great, Life Total:		74	\$450.40	\$23.56	94.77

Fox Run Golf Course

Comparative Sales Summary by Department

Mar 01, '17 - Mar 31, '17 Mar 01, '16 - Mar 31, '16

	<u>Qty</u>	<u>Sales</u>	<u>Qty</u>	<u>Sales</u>	<u>QtyΔ</u>	<u>\$Δ</u>	<u>%Δ</u>
Golf Course Revenue Total:	870	\$73,350.30	1,358	\$74,245.40	-488	-895.10	-1.21%
Golf Shop Revenue Total:	116	\$1,300.53	169	\$2,445.52	-53	-1,144.99	-46.82%
Food & Beverage Reve Total:	987	\$3,213.28	1,247	\$3,742.90	-260	-529.62	-14.15%
Simulator Revenue Total:	36	\$672.24	64	\$1,159.37	-28	-487.13	-42.02%
Advertising Revenue Total:	0	\$0.00	2	\$1,350.00	-2	-1,350.00	-100.00%
Unrecognized Revenue Total:	113	\$3,171.51	99	\$5,837.93	14	-2,666.42	-45.67%
Accounts Receivables Total:	7	(\$4,990.87)	6	(\$3,976.06)	-1	-1,014.81	25.52%
Grand Total:	<u>2,129</u>	<u>\$76,716.99</u>	<u>2,945</u>	<u>\$84,805.06</u>	<u>-816</u>	<u>-8,088.07</u>	<u>-9.54%</u>

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Mar 01, '17 - Mar 31, '17 Mar 01, '16 - Mar 31, '16

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
Department: Golf Course Revenue								
Sub Department: Green Fees - Daily								
Category: Weekday								
Sub Category: Daily								
Type: 18 Holes								
1358	M-F 18 Winter Gf	0	\$0.00	49	\$549.78	-49	-549.78	-100.00%
4691	Off Season 18 Hole Gf	14	\$224.70	0	\$0.00	14	224.70	100.00%
4695	Sr Off Season 18 Hole Gf	3	\$43.98	0	\$0.00	3	43.98	100.00%
4699	Junior Off Season 18 Hole Gf	1	\$12.56	0	\$0.00	1	12.56	100.00%
18 Holes Total:		18	\$281.24	49	\$549.78	-31	-268.54	-48.84%
Type: 9 Holes								
2946	Junior 9 Holes	0	\$0.00	1	\$8.41	-1	-8.41	-100.00%
3320	M-F 9 Winter Gf	0	\$0.00	39	\$273.39	-39	-273.39	-100.00%
4692	Off Season 9 Hole Gf	10	\$118.70	0	\$0.00	10	118.70	100.00%
4696	Sr Off Season 9 Hole Gf	1	\$10.47	0	\$0.00	1	10.47	100.00%
4698	Junior 9 Hole Gf	4	\$44.68	0	\$0.00	4	44.68	100.00%
9 Holes Total:		15	\$173.85	40	\$281.80	-25	-107.95	-38.31%
Daily Total:		33	\$455.09	89	\$831.58	-56	-376.49	-45.27%
Sub Category: Specials								
Type: 18 Holes								
4718	Special Great Life 18 Hole Gf	4	\$37.20	0	\$0.00	4	37.20	100.00%
4720	Special 4 For 3 18 Hole Gf	4	\$64.20	0	\$0.00	4	64.20	100.00%
18 Holes Total:		8	\$101.40	0	\$0.00	8	101.40	100.00%
Type: 9 Holes								
4719	Special Great Life 9 Hole Gf	1	\$4.65	0	\$0.00	1	4.65	100.00%
9 Holes Total:		1	\$4.65	0	\$0.00	1	4.65	100.00%
Specials Total:		9	\$106.05	0	\$0.00	9	106.05	100.00%
Weekday Total:		42	\$561.14	89	\$831.58	-47	-270.44	-32.52%
Category: Weekend								
Sub Category: Daily								
Type: 18 Holes								
1361	Sa-Su 18winter Gf	0	\$0.00	78	\$875.16	-78	-875.16	-100.00%
4709	Weekend Off Season 18 Hole Gf	20	\$390.60	0	\$0.00	20	390.60	100.00%
18 Holes Total:		20	\$390.60	78	\$875.16	-58	-484.56	-55.37%
Type: 9 Holes								
1360	Sa-Su 9 Summer Gf	0	\$0.00	2	\$34.58	-2	-34.58	-100.00%
4443	Sa-Su 9winter Gf	0	\$0.00	55	\$411.40	-55	-411.40	-100.00%
4711	Weekend Off Season 9 Hole Gf	39	\$598.65	0	\$0.00	39	598.65	100.00%
9 Holes Total:		39	\$598.65	57	\$445.98	-18	152.67	34.23%
Daily Total:		59	\$989.25	135	\$1,321.14	-76	-331.89	-25.12%
Weekend Total:		59	\$989.25	135	\$1,321.14	-76	-331.89	-25.12%
Category: Pass Rounds								
1380	Sa-Su Industry Pro Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Mar 01, '17 - Mar 31, '17 Mar 01, '16 - Mar 31, '16

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
Sub Category: Member								
Type: Limited								
1374	M-F 18 Ltd Pass Winter Gf	0	\$0.00	13	\$0.00	-13	0.00	0.00%
4406	M-F Ltd. Fall 18	0	\$0.00	2	\$0.00	-2	0.00	0.00%
4703	Limited 18 Hole Gf	18	\$0.00	0	\$0.00	18	0.00	0.00%
4704	Limited 9 Hole Gf	5	\$0.00	0	\$0.00	5	0.00	0.00%
Limited Total:		23	\$0.00	15	\$0.00	8	0.00	0.00%
Type: Unlimited								
1366	Sa-Su 18pass Unlimited Winter Gf	0	\$0.00	216	\$0.00	-216	0.00	0.00%
1368	Sa-Su 9pass Unlimited Winter Gf	0	\$0.00	7	\$0.00	-7	0.00	0.00%
1369	M-F Fall 18 Pass Unlimited Gf	0	\$0.00	15	\$0.00	-15	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	0	\$0.00	236	\$0.00	-236	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	0	\$0.00	4	\$0.00	-4	0.00	0.00%
3863	M-F 18 Unlimited Pass Summer Gf	3	\$0.00	0	\$0.00	3	0.00	0.00%
4082	M-F Fall 9 Pass Unlimited Gf	0	\$0.00	11	\$0.00	-11	0.00	0.00%
4701	Unlimited 18 Hole Gf	193	\$0.00	0	\$0.00	193	0.00	0.00%
4702	Unlimited 9 Hole Gf	60	\$0.00	0	\$0.00	60	0.00	0.00%
Unlimited Total:		256	\$0.00	489	\$0.00	-233	0.00	0.00%
Member Total:		279	\$0.00	504	\$0.00	-225	0.00	0.00%
Sub Category: Schools								
2590	Mount Marty Golf Team	0	\$0.00	3	\$0.00	-3	0.00	0.00%
4688	School Golf Teams Gf	18	\$0.00	0	\$0.00	18	0.00	0.00%
Schools Total:		18	\$0.00	3	\$0.00	15	0.00	0.00%
Pass Rounds Total:		297	\$0.00	508	\$0.00	-211	0.00	0.00%
Green Fees - Daily Total:		398	\$1,550.39	732	\$2,152.72	-334	-602.33	-27.98%
Sub Department: Annual Pass Fees								
Category: Limited								
Sub Category: Adult								
1410	Annual Pass Adult Limited Play	12	\$4,720.00	10	\$4,018.70	2	701.30	17.45%
3318	Annual Pass Adult Limited Play + 1	1	\$511.63	2	\$1,028.04	-1	-516.41	-50.23%
Adult Total:		13	\$5,231.63	12	\$5,046.74	1	184.89	3.66%
Sub Category: Jr Adult								
4436	Annual Pass Individual Jr. Adult Limited Pl	0	\$0.00	1	\$186.92	-1	-186.92	-100.00%
Jr Adult Total:		0	\$0.00	1	\$186.92	-1	-186.92	-100.00%
Limited Total:		13	\$5,231.63	13	\$5,233.66	0	-2.03	-0.04%
Category: Unlimited								
Sub Category: Adult								
1408	Annual Pass Individual Adult +1	26	\$16,840.90	25	\$17,056.25	1	-215.35	-1.26%
1409	Annual Pass Adult Individual	39	\$19,951.64	41	\$21,458.17	-2	-1,506.53	-7.02%
4192	Annual Pass Additional Child	3	\$167.43	5	\$280.40	-2	-112.97	-40.29%
4669	'17-Annual Pass Adult Individual	3	\$1,570.06	0	\$0.00	3	1,570.06	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Mar 01, '17 - Mar 31, '17		Mar 01, '16 - Mar 31, '16		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
4671	'17 -Annual Pass Individual Adult +1	1	\$706.05	0	\$0.00	1	706.05	100.00%
4685	'17-Annual Pass Additional Child	2	\$117.22	0	\$0.00	2	117.22	100.00%
4836	Kynt '17 -Annual Pass Individual Adult +1	1	\$0.00	0	\$0.00	1	0.00	0.00%
Adult Total:		75	\$39,353.30	71	\$38,794.82	4	558.48	1.44%
Sub Category: Jr Adult								
4435	Annual Pass Jr. Adult Individual	5	\$1,395.35	7	\$1,962.66	-2	-567.31	-28.91%
4670	'17-Annual Pass Jr. Adult Individual	4	\$1,102.92	0	\$0.00	4	1,102.92	100.00%
Jr Adult Total:		9	\$2,498.27	7	\$1,962.66	2	535.61	27.29%
Sub Category: College/jr								
1411	Annual Pass College	0	\$0.00	17	\$2,923.32	-17	-2,923.32	-100.00%
1412	Annual Pass H.s. Or Younger	9	\$1,075.80	11	\$1,346.73	-2	-270.93	-20.12%
4658	'17-Annual Pass H.s. Or Younger	3	\$379.53	0	\$0.00	3	379.53	100.00%
College/jr Total:		12	\$1,455.33	28	\$4,270.05	-16	-2,814.72	-65.92%
Unlimited Total:		96	\$43,306.90	106	\$45,027.53	-10	-1,720.63	-3.82%
Annual Pass Fees Total:		109	\$48,538.53	119	\$50,261.19	-10	-1,722.66	-3.43%
Sub Department: Golf Carts								
Category: Pull Cart Rental								
1431	Pull Cart Rental	6	\$22.44	4	\$14.96	2	7.48	50.00%
Pull Cart Rental Total:		6	\$22.44	4	\$14.96	2	7.48	-50.00%
Category: Cart Storage								
1415	Annual Golf Car Storage Fee	29	\$7,410.92	17	\$4,410.31	12	3,000.61	68.04%
Cart Storage Total:		29	\$7,410.92	17	\$4,410.31	12	3,000.61	68.04%
Category: Annual Trail Fee								
1414	Annual Trail Fee	47	\$7,702.75	40	\$6,729.20	7	973.55	14.47%
2948	Annual Trail Fee (co-Owner)	5	\$341.82	6	\$420.60	-1	-78.78	-18.73%
4677	'17-Annual Trail Fee (co-Owner)	2	\$186.04	0	\$0.00	2	186.04	100.00%
Annual Trail Fee Total:		54	\$8,230.61	46	\$7,149.80	8	1,080.81	15.12%
Category: Annual Cart Rental								
1426	Annual Golf Car Lease - Individual	8	\$2,827.96	6	\$2,242.98	2	584.98	26.08%
1427	Annual Golf Car Lease - Individual +1	1	\$435.35	4	\$1,943.96	-3	-1,508.61	-77.60%
Annual Cart Rental Total:		9	\$3,263.31	10	\$4,186.94	-1	-923.63	-22.06%
Category: Daily Cart Usage								
Sub Category: Trail Fees								
1413	Trail Fee Daily	0	\$0.00	1	\$9.35	-1	-9.35	-100.00%
Trail Fees Total:		0	\$0.00	1	\$9.35	-1	-9.35	-100.00%
Sub Category: 9 Holes								
1388	Golf Car 9	58	\$539.40	95	\$888.25	-37	-348.85	-39.27%
2940	Golf Car 9 Senior	5	\$37.25	0	\$0.00	5	37.25	100.00%
9 Holes Total:		63	\$576.65	95	\$888.25	-32	-311.60	-35.08%
Sub Category: 18 Holes								
1385	Golf Car 18	37	\$516.15	108	\$1,312.20	-71	-796.05	-60.67%
2941	Golf Car 18 Senior	4	\$44.68	0	\$0.00	4	44.68	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Mar 01, '17 - Mar 31, '17		Mar 01, '16 - Mar 31, '16		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
	18 Holes Total:	41	\$560.83	108	\$1,312.20	-67	-751.37	-57.26%
	Daily Cart Usage Total:	104	\$1,137.48	204	\$2,209.80	-100	-1,072.32	-48.53%
	Golf Carts Total:	202	\$20,064.76	281	\$17,971.81	-79	2,092.95	11.65%
Sub Department: Range								
Category: Range Balls Daily								
1416	Small Range Bucket	27	\$121.82	137	\$505.53	-110	-383.71	-75.90%
4503	Large Range Bucket	44	\$363.03	0	\$0.00	44	363.03	100.00%
	Range Balls Daily Total:	71	\$484.85	137	\$505.53	-66	-20.68	-4.09%
Category: Range Balls Annual								
1418	Range Pass Individual	6	\$532.10	14	\$1,290.38	-8	-758.28	-58.76%
1420	Range Pass High School Student	0	\$0.00	3	\$138.27	-3	-138.27	-100.00%
3636	Range Pass Additional Member	2	\$36.86	5	\$92.15	-3	-55.29	-60.00%
4684	'17-Range Pass Individual	3	\$302.76	0	\$0.00	3	302.76	100.00%
	Range Balls Annual Total:	11	\$871.72	22	\$1,520.80	-11	-649.08	-42.68%
Category: Range - Non-Tax								
1764	Range Pass - High School/college Golf Team	0	\$0.00	2	\$300.00	-2	-300.00	-100.00%
	Range - Non-Tax Total:	0	\$0.00	2	\$300.00	-2	-300.00	-100.00%
	Range Total:	82	\$1,356.57	161	\$2,326.33	-79	-969.76	-41.69%
Sub Department: Handicaps								
Category: Handicap Fee								
1444	Handicap Fee - Adult	78	\$1,830.66	65	\$1,533.35	13	297.31	19.39%
4761	Handicap Fee - Junior	1	\$9.39	0	\$0.00	1	9.39	100.00%
	Handicap Fee Total:	79	\$1,840.05	65	\$1,533.35	14	306.70	20.00%
	Handicaps Total:	79	\$1,840.05	65	\$1,533.35	14	306.70	20.00%
	Golf Course Revenue Total:	870	\$73,350.30	1,358	\$74,245.40	-488	-895.10	-1.21%
	Grand Total:	870	\$73,350.30	1,358	\$74,245.40	-488	-895.10	-1.21%