



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.

AGENDA
FOX RUN GOLF ADVISORY BOARD
Thursday, June 15, 2017
Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

- A. Roll Call. Dan Kramer and Jim Miner will be absent.
- B. Consideration of April 20, 2017 Minutes. No May meeting because no quorum. (attachments)
- C. Public Appearances. Public appearances is a time for persons to address the Board on items not listed on the agenda.

II. NEW BUSINESS

- A. Election of board president. Welcome to new board members Dan Kramer and Jim Miner.
- B. Monthly round report and season pass report from Tom J. and course software. Tom will provide documents at meeting.
- C. League updates. Tom.
- D. Year-to-Date Financials from City Software. (attachments)
- E. 2017 course events update. Pro-am updates. Tom.
- F. Course conditions and projects. Rockie W.

III. OTHER BUSINESS

- A. Next Meeting Thursday, July 20, 2017.

IV. ADJOURN

The City of Yankton Fox Run Clubhouse is accessible to everyone. If you have any additional accommodation requirements, please call 668-5221.

Should you have any reason to believe an open meetings law has been violated please contact the Open Meetings Commission at the South Dakota Office of the Attorney General at: 1302 E. Hwy 14, Suite 1, Pierre, SD 57501-8501 or by phone at 605-773-3215.



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MINUTES
FOX RUN GOLF ADVISORY BOARD
Thursday, June 15, 2017

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

I. ROUTINE BUSINESS

Roll Call:

Present: Terry Carda, Annette Kohoutek, Carll Kretsinger, Steve Sager.

Absent: Dan Kramer, Jim Miner, Stephanie Moser.

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

Public Appearances: None.

Minutes: March 16, 2017 minutes approved. Kretsinger motioned, Carda second. Motion carried 4-0.

II. NEW BUSINESS

- A. Election of board president. Carda nominated Kohoutek. Kretsinger moved to cease nominations. Kohoutek was elected President 4-0.
- B. Monthly round report and season pass report from Tom J. and course software. 148 nine-hole rounds played by Great Life in May. The “comeback coupon” for walk-up golfers has been received well and is generating repeat walk-up golf. Revenue has been up slightly compared to last year. Tom has started to do some lessons in June. In July, the staffing will need to be analyzed to see how the two full-time clubhouse employees are handling the hours. In 2016, there were three full-time employees in the clubhouse. The concern is hours worked by Tom and that he will have burnout before the end of the summer. Tom has been focusing on improvements to tournament and golf outings in 2017. There were complaints about organization of the tournament and golf outings in previous years. Tom has also been focusing on improving youth golf programs. Currently, the Y-T-D pass sales are up 16 over 2016. The revenue is down slightly due to the discounted rate for “under 30” passes and an increase in college passes. Summit Activities Center annual pass holders were eligible for a 10% discount on golf passes in 2017. The loyalty program discount is to purchase golf passes at last year’s rates. The board members discussed having a set pre-sale date for the loyalty program to help move pass sales into a slow time of the winter (January or February). This will help eliminate the issue of pass sales during the first night of leagues and other busy golf times once the weather turns nice. Also asked if the City could look at on-line golf pass sales versus in-person. The board likes the idea of having a monthly payment plan to help make the golf fees affordable to those with a tight monthly budget. Also discussed was some type of incentive (food & beverage credit, driving range credit, pro-shop credit) to reward pass purchases before the set date each spring. The board also discussed analyzing

winter operations in the fall to find ways to generate more revenue during the winter months. Should clubhouse be rearranged to allow for big Christmas/Holiday parties during the winter months? Create and promote a birthday party package for the simulator.

- C. League updates. Tom. 1st half of leagues are done. The league software is still very cumbersome. Same software as last summer, but this year the software is at no cost since the SDGA is using it for their tournaments. Tom is caught up on results and winnings for leagues.
- D. Year-to-Date Financials from City Software. Net revenues are ahead of 2016 when the course was subsidized approximately \$200,000. Course still on pace to be subsidized approximately \$150,000.
- E. 2017 course events update. July 12 will be a junior fun day. Pro-am update- pros full at 60 players. Amateurs are at 32 teams, down 6 from last year, and can have a max of 52. Working to generate some additional revenue on the pro-am compared to past years. Tom will have a SNAG Golf booth at Riverboat Days to market Fox Run and the golf programs available. Tom is working to add events in July and August.
- F. Course conditions and projects. Biggest issue for the course is the hot weather, high winds and no rain. Really need rain in the next couple of weeks. Vehicles have been driving up to the clubhouse from Cart Shed 3 still. The bollards work to keep cars from driving on to the course up by the clubhouse but during normal operating hours the cars come from cart shed 3. Hole #14 has been generating phone calls to the clubhouse about people driving their carts on to private property to retrieve golf balls. Tom has thought about signage to help keep carts on golf course property but the board is wondering if the private property owners should do some signage if they have concerns. Discussed the course ash trees and the future threat of the ash bore. When the ash bore is closer to Yankton than current trapping has shown, then all course ash trees will be evaluated to determine if any are in great condition and should be treated or if they are not as desirable removed and replaced with other types of trees.

III. OTHER BUSINESS

- A. Next Meeting Thursday, July 20, 2017.

IV. ADJOURN

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

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

May 01, '17 - May 31, '17 May 01, '16 - May 31, '16

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
Department: Golf Course Revenue								
2918	11 Fall Pass	1	\$0.00	0	\$0.00	1	0.00	0.00%
Sub Department: Green Fees - Daily								
Category: Weekday								
4764	Coupon - Comeback	170	(\$510.00)	0	\$0.00	170	-510.00	-100.00%
Sub Category: Daily								
Type: 18 Holes								
1352	M-F18summer Gf	6	\$137.40	121	\$2,770.90	-115	-2,633.50	-95.04%
2938	Weekday 18 Senior	0	\$0.00	27	\$504.90	-27	-504.90	-100.00%
2947	Junior 18 Holes	0	\$0.00	5	\$56.05	-5	-56.05	-100.00%
4689	Summer 18 Hole Gf	96	\$1,699.45	0	\$0.00	96	1,699.45	100.00%
4693	Sr 18 Hole Gf	40	\$781.20	0	\$0.00	40	781.20	100.00%
4697	Junior 18 Hole Gf	1	\$16.75	0	\$0.00	1	16.75	100.00%
18 Holes Total:		143	\$2,634.80	153	\$3,331.85	-10	-697.05	-20.92%
Type: 9 Holes								
1353	M-F 9 Summer Gf	0	\$0.00	319	\$5,515.51	-319	-5,515.51	-100.00%
2939	Weekday 9 Senior	0	\$0.00	7	\$98.14	-7	-98.14	-100.00%
2946	Junior 9 Holes	0	\$0.00	9	\$75.69	-9	-75.69	-100.00%
4690	Summer 9 Hole Gf	224	\$3,543.68	0	\$0.00	224	3,543.68	100.00%
4694	Sr 9 Hole Gf	11	\$153.56	0	\$0.00	11	153.56	100.00%
4698	Junior 9 Hole Gf	12	\$134.04	0	\$0.00	12	134.04	100.00%
9 Holes Total:		247	\$3,831.28	335	\$5,689.34	-88	-1,858.06	-32.66%
Daily Total:		390	\$6,466.08	488	\$9,021.19	-98	-2,555.11	-28.32%
Sub Category: Event								
Type: 18 Holes								
4705	Schools 18 Hole Event Gf	47	\$623.64	0	\$0.00	47	623.64	100.00%
18 Holes Total:		47	\$623.64	0	\$0.00	47	623.64	100.00%
Event Total:		47	\$623.64	0	\$0.00	47	623.64	100.00%
Sub Category: Specials								
Type: 18 Holes								
3171	Specials 18-Hole Reciprocal G F + Cart	0	\$0.00	1	\$14.02	-1	-14.02	-100.00%
4718	Special Great Life 18 Hole Gf	59	\$548.70	0	\$0.00	59	548.70	100.00%
18 Holes Total:		59	\$548.70	1	\$14.02	58	534.68	3,813.69%
Type: 9 Holes								
4719	Special Great Life 9 Hole Gf	30	\$139.50	0	\$0.00	30	139.50	100.00%
9 Holes Total:		30	\$139.50	0	\$0.00	30	139.50	100.00%
Specials Total:		89	\$688.20	1	\$14.02	88	674.18	4,808.70%
Weekday Total:		696	\$7,267.92	489	\$9,035.21	207	-1,767.29	-19.56%
Category: Weekend								
Sub Category: Daily								
Type: 18 Holes								
1359	Sa-Su 18 Summer Gf	0	\$0.00	161	\$3,686.90	-161	-3,686.90	-100.00%
4708	Weekend Summer 18 Hole Gf	265	\$6,121.00	0	\$0.00	265	6,121.00	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

May 01, '17 - May 31, '17 May 01, '16 - May 31, '16

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
18 Holes Total:		265	\$6,121.00	161	\$3,686.90	104	2,434.10	66.02%
Type: 9 Holes								
1360	Sa-Su 9 Summer Gf	0	\$0.00	134	\$2,316.86	-134	-2,316.86	-100.00%
2942	Sa-Su Family 9	0	\$0.00	3	\$25.23	-3	-25.23	-100.00%
4710	Weekend Summer 9 Hole Gf	130	\$2,661.10	0	\$0.00	130	2,661.10	100.00%
9 Holes Total:		130	\$2,661.10	137	\$2,342.09	-7	319.01	13.62%
Daily Total:		395	\$8,782.10	298	\$6,028.99	97	2,753.11	45.66%
Sub Category: Specials								
Type: 18 Holes								
4714	Weekend Special Great Life 18 Hole Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
18 Holes Total:		0	\$0.00	0	\$0.00	0	0.00	0.00%
Type: 9 Holes								
4715	Weekend Special Great Life 9 Hole Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
9 Holes Total:		0	\$0.00	0	\$0.00	0	0.00	0.00%
Specials Total:		0	\$0.00	0	\$0.00	0	0.00	0.00%
Weekend Total:		395	\$8,782.10	298	\$6,028.99	97	2,753.11	45.66%
Category: Pass Rounds								
1380	Sa-Su Industry Pro Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4324	M-F Free Pass-No Cart	0	\$0.00	2	\$0.00	-2	0.00	0.00%
Sub Category: Member								
Type: Limited								
1373	M-F 18 Ltd Pass Sum Gf	0	\$0.00	5	\$0.00	-5	0.00	0.00%
4407	M-F Limited 9 Pass	0	\$0.00	3	\$0.00	-3	0.00	0.00%
4703	Limited 18 Hole Gf	76	\$0.00	0	\$0.00	76	0.00	0.00%
4704	Limited 9 Hole Gf	25	\$0.00	0	\$0.00	25	0.00	0.00%
Limited Total:		101	\$0.00	8	\$0.00	93	0.00	0.00%
Type: Unlimited								
1366	Sa-Su 18pass Unlimited Winter Gf	0	\$0.00	3	\$0.00	-3	0.00	0.00%
1367	Sa-Su 9 Pass Summer Unlimited Gf	0	\$0.00	66	\$0.00	-66	0.00	0.00%
1369	M-F Fall 18 Pass Unlimited Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	0	\$0.00	3	\$0.00	-3	0.00	0.00%
1371	M-F 9 Pass Summer Unlimited Gf	0	\$0.00	863	\$0.00	-863	0.00	0.00%
3862	Sa-Su 18 Pass Summer Unlimited Gf	0	\$0.00	114	\$0.00	-114	0.00	0.00%
3863	M-F 18 Unlimited Pass Summer Gf	9	\$0.00	1,018	\$0.00	-1,009	0.00	0.00%
4701	Unlimited 18 Hole Gf	1,009	\$0.00	0	\$0.00	1,009	0.00	0.00%
4702	Unlimited 9 Hole Gf	401	\$0.00	0	\$0.00	401	0.00	0.00%
Unlimited Total:		1,419	\$0.00	2,068	\$0.00	-649	0.00	0.00%
Member Total:		1,520	\$0.00	2,076	\$0.00	-556	0.00	0.00%
Sub Category: Schools								
1394	M-F 9 High School Golf Team Gf	0	\$0.00	20	\$0.00	-20	0.00	0.00%
2590	Mount Marty Golf Team	2	\$0.00	16	\$0.00	-14	0.00	0.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	May 01, '17 - May 31, '17		May 01, '16 - May 31, '16		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
4688	School Golf Teams Gf	30	\$0.00	0	\$0.00	30	0.00	0.00%
Schools Total:		32	\$0.00	36	\$0.00	-4	0.00	0.00%
Sub Category: Comp Rounds								
4726	Complimentary Round	1	\$0.00	0	\$0.00	1	0.00	0.00%
Comp Rounds Total:		1	\$0.00	0	\$0.00	1	0.00	0.00%
Pass Rounds Total:		1,553	\$0.00	2,115	\$0.00	-562	0.00	0.00%
Category: Not Valid								
Sub Category: Event								
Type: 18 Holes								
3173	M-F High School Tourney Green Fee	0	\$0.00	39	\$507.00	-39	-507.00	-100.00%
4340	State B Practice Round	0	\$0.00	1	\$15.00	-1	-15.00	-100.00%
18 Holes Total:		0	\$0.00	40	\$522.00	-40	-522.00	-100.00%
Event Total:		0	\$0.00	40	\$522.00	-40	-522.00	-100.00%
Not Valid Total:		0	\$0.00	40	\$522.00	-40	-522.00	-100.00%
Green Fees - Daily Total:		2,644	\$16,050.02	2,942	\$15,586.20	-298	463.82	2.98%
Sub Department: Annual Pass Fees								
Category: Limited								
Sub Category: Adult								
1410	Annual Pass Adult Limited Play	5	\$2,000.00	4	\$1,607.48	1	392.52	24.42%
4673	'17-Annual Pass Adult Limited Play	1	\$415.81	0	\$0.00	1	415.81	100.00%
Adult Total:		6	\$2,415.81	4	\$1,607.48	2	808.33	50.29%
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:		6	\$2,415.81	5	\$1,794.40	1	621.41	34.63%
Category: Unlimited								
Sub Category: Adult								
1408	Annual Pass Individual Adult +1	3	\$2,037.21	5	\$3,411.25	-2	-1,374.04	-40.28%
1409	Annual Pass Adult Individual	3	\$1,562.79	12	\$6,280.44	-9	-4,717.65	-75.12%
4192	Annual Pass Additional Child	3	\$167.43	1	\$56.08	2	111.35	198.56%
4669	'17-Annual Pass Adult Individual	1	\$541.40	0	\$0.00	1	541.40	100.00%
4836	Kynt '17 -Annual Pass Individual Adult +1	0	\$0.00	0	\$0.00	0	0.00	0.00%
Adult Total:		10	\$4,308.83	18	\$9,747.77	-8	-5,438.94	-55.80%
Sub Category: Jr Adult								
4435	Annual Pass Jr. Adult Individual	2	\$558.14	6	\$1,682.28	-4	-1,124.14	-66.82%
4670	'17-Annual Pass Jr. Adult Individual	3	\$870.72	0	\$0.00	3	870.72	100.00%
Jr Adult Total:		5	\$1,428.86	6	\$1,682.28	-1	-253.42	-15.06%
Sub Category: College/jr								
1411	Annual Pass College	1	\$171.96	1	\$171.96	0	0.00	0.00%
1412	Annual Pass H.s. Or Younger	1	\$122.43	3	\$367.29	-2	-244.86	-66.67%
4657	'17-Annual Pass College	3	\$533.01	0	\$0.00	3	533.01	100.00%
4658	'17-Annual Pass H.s. Or Younger	1	\$126.51	0	\$0.00	1	126.51	100.00%
College/jr Total:		6	\$953.91	4	\$539.25	2	414.66	76.90%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	May 01, '17 - May 31, '17		May 01, '16 - May 31, '16		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
	Unlimited Total:	21	\$6,691.60	28	\$11,969.30	-7	-5,277.70	-44.09%
	Annual Pass Fees Total:	27	\$9,107.41	33	\$13,763.70	-6	-4,656.29	-33.83%
Sub Department: Golf Carts								
Category: Pull Cart Rental								
1431	Pull Cart Rental	18	\$67.32	17	\$63.58	1	3.74	5.88%
	Pull Cart Rental Total:	18	\$67.32	17	\$63.58	1	3.74	5.88%
Category: Cart Storage								
1415	Annual Golf Car Storage Fee	5	\$1,291.10	1	\$259.43	4	1,031.67	397.67%
	Cart Storage Total:	5	\$1,291.10	1	\$259.43	4	1,031.67	397.67%
Category: Annual Trail Fee								
1414	Annual Trail Fee	5	\$837.25	7	\$1,233.69	-2	-396.44	-32.13%
2948	Annual Trail Fee (co-Owner)	0	\$0.00	1	\$70.10	-1	-70.10	-100.00%
	Annual Trail Fee Total:	5	\$837.25	8	\$1,303.79	-3	-466.54	-35.78%
Category: Annual Cart Rental								
1426	Annual Golf Car Lease - Individual	0	\$0.00	3	\$1,028.03	-3	-1,028.03	-100.00%
1427	Annual Golf Car Lease - Individual +1	0	(\$48.37)	0	\$0.00	0	-48.37	-100.00%
4679	'17-Annual Golf Car Lease - Individual	2	\$762.80	0	\$0.00	2	762.80	100.00%
	Annual Cart Rental Total:	2	\$714.43	3	\$1,028.03	-1	-313.60	-30.50%
Category: Daily Cart Usage								
Sub Category: Trail Fees								
1413	Trail Fee Daily	4	\$35.34	12	\$102.86	-8	-67.52	-65.64%
	Trail Fees Total:	4	\$35.34	12	\$102.86	-8	-67.52	-65.64%
Sub Category: 9 Holes								
1388	Golf Car 9	414	\$3,850.20	374	\$3,496.90	40	353.30	10.10%
2940	Golf Car 9 Senior	1	\$7.45	12	\$56.04	-11	-48.59	-86.71%
	9 Holes Total:	415	\$3,857.65	386	\$3,552.94	29	304.71	8.58%
Sub Category: 18 Holes								
1385	Golf Car 18	401	\$5,459.99	322	\$3,912.30	79	1,547.69	39.56%
2941	Golf Car 18 Senior	46	\$513.82	29	\$271.15	17	242.67	89.50%
2949	Rider Fee	10	\$46.50	0	\$0.00	10	46.50	100.00%
	18 Holes Total:	457	\$6,020.31	351	\$4,183.45	106	1,836.86	43.91%
	Daily Cart Usage Total:	876	\$9,913.30	749	\$7,839.25	127	2,074.05	26.46%
	Golf Carts Total:	906	\$12,823.40	778	\$10,494.08	128	2,329.32	22.20%
Sub Department: Range								
Category: Range Balls Daily								
1416	Small Range Bucket	129	\$582.54	171	\$630.99	-42	-48.45	-7.68%
3642	Range Token - Junior Golf	20	\$36.20	3	\$2.76	17	33.44	1,211.59%
4503	Large Range Bucket	176	\$1,450.45	234	\$1,726.92	-58	-276.47	-16.01%
	Range Balls Daily Total:	325	\$2,069.19	408	\$2,360.67	-83	-291.48	-12.35%
Category: Range Balls Annual								
1418	Range Pass Individual	5	\$449.53	10	\$921.70	-5	-472.17	-51.23%
1420	Range Pass High School Student	2	\$91.74	0	\$0.00	2	91.74	100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

May 01, '17 - May 31, '17 May 01, '16 - May 31, '16

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SA	%Δ
2613	Range Pass College	1	\$68.80	0	\$0.00	1	68.80	100.00%
3636	Range Pass Additional Member	0	\$0.00	2	\$36.86	-2	-36.86	-100.00%
4681	'17-Range Pass High School	1	\$55.04	0	\$0.00	1	55.04	100.00%
4684	'17-Range Pass Individual	1	\$100.92	0	\$0.00	1	100.92	100.00%
Range Balls Annual Total:		10	\$766.03	12	\$958.56	-2	-192.53	-20.09%
Category: Range - Non-Tax								
4341	Range - High School Tournaments	0	\$0.00	74	\$296.00	-74	-296.00	-100.00%
Range - Non-Tax Total:		0	\$0.00	74	\$296.00	-74	-296.00	-100.00%
Range Total:		335	\$2,835.22	494	\$3,615.23	-159	-780.01	-21.58%
Sub Department: Handicaps								
Category: Handicap Fee								
1444	Handicap Fee - Adult	29	\$680.63	51	\$1,203.09	-22	-522.46	-43.43%
Handicap Fee Total:		29	\$680.63	51	\$1,203.09	-22	-522.46	-43.43%
Handicaps Total:		29	\$680.63	51	\$1,203.09	-22	-522.46	-43.43%
Sub Department: Lessons								
Category: Private								
1429	Lessons (1)	1	\$23.48	1	\$75.47	0	-51.99	-68.89%
Private Total:		1	\$23.48	1	\$75.47	0	-51.99	-68.89%
Category: Junior Lessons								
4858	Lessons - Advanced Junior Golf	7	\$493.01	0	\$0.00	7	493.01	100.00%
Junior Lessons Total:		7	\$493.01	0	\$0.00	7	493.01	100.00%
Lessons Total:		8	\$516.49	1	\$75.47	7	441.02	584.36%
Golf Course Revenue Total:		3,950	\$42,013.17	4,299	\$44,737.77	-349	-2,724.60	-6.09%
Grand Total:		3,950	\$42,013.17	4,299	\$44,737.77	-349	-2,724.60	-6.09%

06/07/17

Fox Run Golf Course
Statement of Revenues & Expenses

	01May2017 31May2017	01May2016 31May2016	01Jan2017 31May2017	01Jan2016 31May2016	Legal Budget
Direct Revenues:					
Concessions	18,671.65	17,024.79	36,947.68	30,817.58	155,880.00
Pro Shop	8,428.05	10,191.11	17,745.31	20,465.01	57,800.00
Course	35,305.16	40,036.26	270,339.21	287,984.74	469,500.00
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Total Direct Revenues	62,404.86	67,252.16	325,032.20	339,267.33	683,180.00
Direct Expenses:					
Concessions	7,365.05	3,421.43	11,358.70	8,048.47	68,600.00
Pro Shop	5,569.04	7,505.35	18,213.20	54,436.59	38,000.00
Course			28,564.81	27,731.81	37,300.00
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Total Direct Expenses	12,934.09	10,926.78	58,136.71	90,216.87	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	(.04)	.13	(2.62)	.44	600.00
Indirect Expenses:					
Personal Services	29,932.53	30,624.04	127,692.30	127,247.23	458,507.00
Insurance			5,392.55	6,071.57	6,405.00
Professional Services	4,253.41	1,900.50	10,997.22	7,528.70	22,400.00
Advertising	1,223.18	1,600.65	3,680.02	6,408.45	8,500.00
Repair & Maintenance	6,558.08	2,767.65	21,296.82	13,632.64	52,500.00
Supplies & Materials	12,110.68	3,328.75	13,367.56	15,760.69	60,250.00
Travel, Conference & Dues	36.00		716.75	1,450.74	3,650.00
Utilities	2,824.29	784.87	8,562.14	5,894.54	35,900.00
Billing and Administration				33,670.00	
Depreciation	4,218.78	5,128.69	21,093.90	25,643.45	55,745.00
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Total Indirect Expenses	61,156.95	46,135.15	212,799.26	243,308.01	703,857.00
Net Operating Income	(11,686.22)	10,190.36	54,093.61	5,742.89	(163,977.00)
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Capital Outlay	764.98	1,364.00	90,747.98	20,549.00	77,000.00
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Fox Run Golf Course
Statement of Revenues

	01May2017 31May2017	01May2016 31May2016	01Jan2017 31May2017	01Jan2016 31May2016	Legal Budget
Concessions					
CASH Long	121.16	115.67	334.30	393.13	1,000.00
PREPARED FOOD	5,428.72	3,636.90	10,877.00	5,699.71	34,180.00
PRE-PACKAGED FOOD	668.89	1,103.38	1,483.93	2,329.27	10,700.00
BEER	10,695.81	9,761.32	20,161.22	17,353.01	85,000.00
BOTTLED POP	1,757.07	2,407.52	4,091.23	5,042.46	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	18,671.65	17,024.79	36,947.68	30,817.58	155,880.00
Pro Shop					
GOLF BALLS	3,277.07	2,573.50	4,071.49	3,884.43	14,000.00
GLOVES	483.20	582.82	1,049.06	1,252.15	2,000.00
GOLF CAPS/VISORS	313.07	658.14	739.82	1,569.26	1,800.00
MERCHANDISE	1,207.19	1,414.54	2,558.11	2,944.84	12,500.00
MERCHANDISE NON-TAX					500.00
GOLF EQUIPMENT	1,832.21	3,894.35	5,693.84	8,294.09	12,500.00
MISCELLANEOUS MERCHANDISE		94.34		94.34	
CLUB REPAIRS	963.16	897.95	3,139.98	2,350.43	11,000.00
LESSONS	352.15	75.47	493.01	75.47	3,500.00
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Total Pro Shop	8,428.05	10,191.11	17,745.31	20,465.01	57,800.00
Course					
SIMULATOR			4,698.29	5,048.50	6,000.00
SIMULATOR NON-TAXABLE				500.00	1,200.00
SEASON PASS	9,336.24	13,239.40	160,249.24	164,187.60	164,000.00
SEASON PASS NON-TAX				3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	6,783.65	5,960.29	12,329.75	10,444.51	45,000.00
GRREN FEES NON-TAX	736.28	507.00	1,870.28	1,838.00	6,500.00
GREEN FEES - WEEKDAYS	4,843.87	6,770.06	8,422.48	10,731.57	80,000.00
GOLF CAR RENTAL	8,251.85	7,474.45	24,089.51	23,017.74	65,000.00
GOLF CAR STORAGE (NON-TAX)	1,291.10	259.43	19,922.87	23,322.09	21,600.00
TRAIL FEES	1,004.70	1,387.95	22,768.96	26,863.88	29,000.00
PULL CART RENTAL	56.10	59.84	149.60	119.68	300.00
GOLF CLUB RENTAL		108.78		135.98	800.00
DRIVING RANGE	2,295.02	2,848.86	7,569.95	7,610.80	18,000.00
DRIVING RANGE NON-TAX	21.72	193.52	21.72	539.66	800.00
HANDICAPING	680.63	1,226.68	7,792.56	7,478.04	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS			450.00	2,700.00	15,300.00
LEAGUE SOFTWARE ADS	4.00		4.00		
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Total Course	35,305.16	40,036.26	270,339.21	287,984.74	469,500.00
Total Direct Revenues	62,404.86	67,252.16	325,032.20	339,267.33	683,180.00
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Fox Run Golf Course
Statement of Expenditures

	01May2017 31May2017	01May2016 31May2016	01Jan2017 31May2017	01Jan2016 31May2016	Legal Budget
Concessions					
CASH SHORT	92.62	508.49	261.57	864.23	2,500.00
PREPARED FOODS	3,480.13	1,179.24	5,520.23	1,952.28	26,000.00
CANDY	598.50	275.35	660.75	498.20	4,000.00
BEER	1,844.35	716.32	3,245.30	2,794.27	27,000.00
POP	1,349.45	742.03	1,670.85	1,846.80	9,000.00
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Total Concessions	7,365.05	3,421.43	11,358.70	8,048.47	68,600.00
Pro Shop					
GOLF BALLS		591.00	1,076.49	22,420.25	10,000.00
GLOVES		1,330.36	2,778.45	3,056.45	1,000.00
GOLF CAPS/VISORS		150.81		2,199.05	1,000.00
MERCHANDISE	517.61	135.03	70.04	9,342.56	10,000.00
GOLF EQUIPMENT	4,618.44	4,687.35	13,277.84	15,710.17	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	432.99	610.80	1,010.38	1,708.11	6,000.00
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Total Pro Shop	5,569.04	7,505.35	18,213.20	54,436.59	38,000.00
Course					
GOLF CAR RENTAL			24,455.81	24,455.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			4,109.00	3,276.00	2,500.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course			28,564.81	27,731.81	37,300.00
Total Direct Expenditures	12,934.09	10,926.78	58,136.71	90,216.87	143,900.00
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