



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, 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, Dan Kramer, Jim Miner, Commissioner Stephanie Moser.

Absent: None.

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

Public Appearances: Jim Gevens.

Minutes: June 15, 2017 minutes approved. Kretsinger motioned, Carda second. Motion carried 6-0.

II. NEW BUSINESS

- A. Monthly round report and season pass report from Tom J. and course software. Green fees were up as June was a good month for revenue. July may not be as good due to hot temperatures. July heat is causing less golf rounds.
- B. League updates. Have been using Golf Genius. Has been a struggle with new software, updating and inputting data. It is free through the SDGA. Time consuming with lots of set-up on the front side. Bret Sime and Kellen Moser are working with it. Making any changes and adding data is cumbersome and has to be done in multiple locations. Each week it is used for the \$2 game, weekly flag prizes and this causes issues. Kellen is putting in the results the night of play.
- C. Year-to-Date Financials from City Software. What are people asking for in the pro-shop? Range finders and clubs. Clubs can be special order and delivered in 7 to 10 days. Will keep working to have demo days and fitting days with club reps on-site. With the loyalty program and its 10% discount, it makes Fox Run prices very competitive with Golf Warehouse, Austad's, and Golf Smith on-line. E-Bay prices are hard to match because if it is the current models and priced outrageously low it is either a stolen product or counterfeit product most likely. Tom does let customers know when the product they have ordered has shipped and is expected to arrive at the course. Apparel this year has been name brand, quality product as it appears better and maintains better. Sales have been good for apparel. Staff has worked on

cleaning up signs around the clubhouse. New signs have the new logo on them. Board felt things were looking better in the clubhouse.

- D. New revenue ideas discussion. Request to put on agenda for next month also. Facility rentals for parties in winter. Some ideas include, super bowl parties, weddings, breakfast with British opening, Masters viewing party. Tom has thought about adding a special events liquor license for parties at the clubhouse. Cart wrap ads have been a revenue source in the past. Could add benches and ball washer ads to the mix. Have discussed landscaping on tee boxes with ad signs in landscaping for revenue generation. Weddings on the tee box (issue would be six of the wedding and reception, chairs on the turf, would need to add more folding chairs into inventory). More advertising and promotion of the simulator. Bigger signage on Broadway with course information and simulator information. Comfort station added between 12 & 13 that can sell food and beverage. Update comfort station on #7 also. Advertising to promote lunch menu and draw more crowd to eat. Weekly special to advertise versus daily special. Off-season food and beverage advertising to bring in people during slow times. Great Life update- 321 rounds billed. So far, \$1 in green fees has equated to \$1 in other sales to Great Life users. A lot of the GL players have been walkers. Should we ask for more reimbursement for the nine holes? What can Great Life offer our members? Is Great Life promoting our facility and creating awareness of our course? Is the word getting out about how great our course is? Checking GL users in has been a hassle as Sioux Falls members have a different process than the members who purchase GL through Mitchell or Worthington.
- E. 2017 course events update. Pro-am re-cap. Pro-am went well. Only issue during event was behavior of one pro on the first day. Tom and the committee are looking in to future improvements to the tournament from a revenue aspect. Committee will start meeting soon to plan for next year's event and want to secure more sponsorships.
- F. Course conditions and projects. Weather is the biggest issue because of heat and no moisture. Working to keep grass alive. Puts a lot of pressure on the irrigation system and making sure nothing breaks down with the system. Andre Metzger, one of the professional participants in the Pro-Am stated, "***that outside of Bethpage Black (Host of the US Open) these are the best public greens in the country!!***" That is a strong reflection on Rockie and the maintenance staff at Fox Run. Congratulations Rockie!! Dan Kramer stated that the course is in great shape and Tom is doing a good job with clubhouse operations and treating course patrons well.

III. OTHER BUSINESS

- A. Next Meeting Thursday, August 17, 2017.

IV. ADJOURN

Kretsinger motioned, Carda second. Motion carried 6-0.

Fox Run Golf Course

Comparative Sales Summary by Department

Jun 01, '17 - Jun 30, '17 Jun 01, '16 - Jun 30, '16

	<u>Qty</u>	<u>Sales</u>	<u>Qty</u>	<u>Sales</u>	<u>QtyΔ</u>	<u>SA</u>	<u>%Δ</u>
Golf Course Revenue Total:	5,100	\$52,732.05	4,208	\$44,581.50	892	8,150.55	18.28%
Golf Shop Revenue Total:	1,519	\$13,607.21	1,325	\$11,031.50	194	2,575.71	23.35%
Food & Beverage Reve Total:	8,435	\$31,188.03	7,930	\$28,310.95	505	2,877.08	10.16%
Simulator Revenue Total:	1	\$25.24	0	\$0.00	1	25.24	100.00%
Unrecognized Revenue Total:	1,105	\$13,188.72	270	\$7,415.23	835	5,773.49	77.86%
Accounts Receivables Total:	0	\$0.00	1	\$310.00	-1	-310.00	-100.00%
Grand Total:	16,166	\$110,741.25	13,734	\$91,649.18	2,432	19,092.07	20.83%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jun 01, '17 - Jun 30, '17		Jun 01, '16 - Jun 30, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
Department: Golf Course Revenue								
Sub Department: Green Fees - Daily								
Category: Weekday								
4764	Coupon - Comeback	218	(\$654.00)	0	\$0.00	218	-654.00	-100.00%
Sub Category: Daily								
Type: 18 Holes								
1352	M-F18summer Gf	12	\$274.80	252	\$5,486.84	-240	-5,212.04	-94.99%
2938	Weekday 18 Senior	0	\$0.00	39	\$729.30	-39	-729.30	-100.00%
2947	Junior 18 Holes	0	\$0.00	4	\$44.84	-4	-44.84	-100.00%
4689	Summer 18 Hole Gf	397	\$8,491.52	0	\$0.00	397	8,491.52	100.00%
4693	Sr 18 Hole Gf	61	\$1,191.33	0	\$0.00	61	1,191.33	100.00%
4697	Junior 18 Hole Gf	4	\$67.00	0	\$0.00	4	67.00	100.00%
18 Holes Total:		474	\$10,024.65	295	\$6,260.98	179	3,763.67	60.11%
Type: 9 Holes								
1353	M-F 9 Summer Gf	0	\$0.00	355	\$6,137.95	-355	-6,137.95	-100.00%
1382	M-F 9 Group-Outing Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
2939	Weekday 9 Senior	0	\$0.00	5	\$70.10	-5	-70.10	-100.00%
2946	Junior 9 Holes	0	\$0.00	137	\$677.40	-137	-677.40	-100.00%
4690	Summer 9 Hole Gf	367	\$5,805.94	0	\$0.00	367	5,805.94	100.00%
4694	Sr 9 Hole Gf	32	\$446.72	0	\$0.00	32	446.72	100.00%
4698	Junior 9 Hole Gf	86	\$881.38	0	\$0.00	86	881.38	100.00%
9 Holes Total:		485	\$7,134.04	497	\$6,885.45	-12	248.59	3.61%
Daily Total:		959	\$17,158.69	792	\$13,146.43	167	4,012.26	30.52%
Sub Category: Event								
Type: 18 Holes								
1381	M-F 18 Group-Outing Gf	0	\$0.00	76	\$2,059.60	-76	-2,059.60	-100.00%
18 Holes Total:		0	\$0.00	76	\$2,059.60	-76	-2,059.60	-100.00%
Event Total:		0	\$0.00	76	\$2,059.60	-76	-2,059.60	-100.00%
Sub Category: Specials								
Type: 18 Holes								
3171	Specials 18-Hole Reciprocal G F + Cart	14	\$196.28	13	\$182.26	1	14.02	7.69%
4718	Special Great Life 18 Hole Gf	84	\$781.20	0	\$0.00	84	781.20	100.00%
18 Holes Total:		98	\$977.48	13	\$182.26	85	795.22	436.31%
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:		128	\$1,116.98	13	\$182.26	115	934.72	512.85%
Weekday Total:		1,305	\$17,621.67	881	\$15,388.29	424	2,233.38	14.51%
Category: Weekend								
Sub Category: Daily								
Type: 18 Holes								
1359	Sa-Su 18 Summer Gf	0	\$0.00	347	\$7,946.30	-347	-7,946.30	-100.00%
2944	Sa-Su Non-Family Unlimited After 4:00	0	\$0.00	5	\$60.20	-5	-60.20	-100.00%

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jun 01, '17 - Jun 30, '17		Jun 01, '16 - Jun 30, '16		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
4708	Weekend Summer 18 Hole Gf	197	\$5,131.85	0	\$0.00	197	5,131.85	100.00%
4709	Weekend Off Season 18 Hole Gf	1	\$19.53	0	\$0.00	1	19.53	100.00%
18 Holes Total:		198	\$5,151.38	352	\$8,006.50	-154	-2,855.12	-35.66%
Type: 9 Holes								
1360	Sa-Su 9 Summer Gf	0	\$0.00	188	\$3,250.52	-188	-3,250.52	-100.00%
2942	Sa-Su Family 9	0	\$0.00	8	\$67.28	-8	-67.28	-100.00%
2943	Sa-Su Non-Family 9 After 4:00	0	\$0.00	14	\$117.74	-14	-117.74	-100.00%
4710	Weekend Summer 9 Hole Gf	256	\$5,240.32	0	\$0.00	256	5,240.32	100.00%
9 Holes Total:		256	\$5,240.32	210	\$3,435.54	46	1,804.78	52.53%
Daily Total:		454	\$10,391.70	562	\$11,442.04	-108	-1,050.34	-9.18%
Sub Category: Event								
Type: 9 Holes								
1384	Sa-Su 9 Group-Outing Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
4713	Weekend Outside Group 9 Hole Gf	1	\$19.53	0	\$0.00	1	19.53	100.00%
9 Holes Total:		1	\$19.53	0	\$0.00	1	19.53	100.00%
Event Total:		1	\$19.53	0	\$0.00	1	19.53	100.00%
Weekend Total:		455	\$10,411.23	562	\$11,442.04	-107	-1,030.81	-9.01%
Category: Pass Rounds								
1379	M-F Industry Pro Gf	1	\$0.00	3	\$0.00	-2	0.00	0.00%
1380	Sa-Su Industry Pro Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
3967	M-F First Tee	0	\$0.00	1	\$0.00	-1	0.00	0.00%
Sub Category: Member								
Type: Limited								
4703	Limited 18 Hole Gf	76	\$0.00	0	\$0.00	76	0.00	0.00%
4704	Limited 9 Hole Gf	18	\$0.00	0	\$0.00	18	0.00	0.00%
Limited Total:		94	\$0.00	0	\$0.00	94	0.00	0.00%
Type: Unlimited								
1367	Sa-Su 9 Pass Summer Unlimited Gf	0	\$0.00	19	\$0.00	-19	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	2	\$0.00	3	\$0.00	-1	0.00	0.00%
1371	M-F 9 Pass Summer Unlimited Gf	0	\$0.00	69	\$0.00	-69	0.00	0.00%
3862	Sa-Su 18 Pass Summer Unlimited Gf	0	\$0.00	33	\$0.00	-33	0.00	0.00%
3863	M-F 18 Unlimited Pass Summer Gf	0	\$0.00	973	\$0.00	-973	0.00	0.00%
4701	Unlimited 18 Hole Gf	1,083	\$0.00	0	\$0.00	1,083	0.00	0.00%
4702	Unlimited 9 Hole Gf	283	\$0.00	0	\$0.00	283	0.00	0.00%
Unlimited Total:		1,368	\$0.00	1,097	\$0.00	271	0.00	0.00%
Member Total:		1,462	\$0.00	1,097	\$0.00	365	0.00	0.00%
Sub Category: Schools								
2590	Mount Marty Golf Team	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4688	School Golf Teams Gf	11	\$0.00	0	\$0.00	11	0.00	0.00%
Schools Total:		11	\$0.00	1	\$0.00	10	0.00	0.00%
Sub Category: Comp Rounds								

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jun 01, '17 - Jun 30, '17		Jun 01, '16 - Jun 30, '16		QtyΔ	Δ	%Δ
		Qty	Sales	Qty	Sales			
4726	Complimentary Round	99	\$0.00	0	\$0.00	99	0.00	0.00%
	Comp Rounds Total:	99	\$0.00	0	\$0.00	99	0.00	0.00%
	Pass Rounds Total:	1,573	\$0.00	1,103	\$0.00	470	0.00	0.00%
	Green Fees - Daily Total:	3,333	\$28,032.90	2,546	\$26,830.33	787	1,202.57	4.48%
Sub Department: Annual Pass Fees								
Category: Limited								
Sub Category: Adult								
1410	Annual Pass Adult Limited Play	0	\$0.00	0	\$0.00	0	0.00	0.00%
3318	Annual Pass Adult Limited Play + 1	1	\$460.47	1	\$514.02	0	-53.55	-10.42%
	Adult Total:	1	\$460.47	1	\$514.02	0	-53.55	-10.42%
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:	1	\$460.47	2	\$700.94	-1	-240.47	-34.31%
Category: Unlimited								
Sub Category: Adult								
1408	Annual Pass Individual Adult +1	2	\$1,358.14	0	\$0.00	2	1,358.14	100.00%
1409	Annual Pass Adult Individual	-1	(\$520.93)	2	\$837.39	-3	-1,358.32	-162.21%
4192	Annual Pass Additional Child	1	\$55.81	0	\$0.00	1	55.81	100.00%
4836	Kynt '17 -Annual Pass Individual Adult +1	1	\$0.00	0	\$0.00	1	0.00	0.00%
	Adult Total:	3	\$893.02	2	\$837.39	1	55.63	6.64%
Sub Category: Jr Adult								
4435	Annual Pass Jr. Adult Individual	3	\$837.21	1	\$280.38	2	556.83	198.60%
4670	'17-Annual Pass Jr. Adult Individual	4	\$1,160.96	0	\$0.00	4	1,160.96	100.00%
	Jr Adult Total:	7	\$1,998.17	1	\$280.38	6	1,717.79	612.66%
Sub Category: College/jr								
1411	Annual Pass College	6	\$1,031.76	0	\$0.00	6	1,031.76	100.00%
1412	Annual Pass H.s. Or Younger	1	\$122.43	1	\$122.43	0	0.00	0.00%
4658	'17-Annual Pass H.s. Or Younger	1	\$126.51	0	\$0.00	1	126.51	100.00%
	College/jr Total:	8	\$1,280.70	1	\$122.43	7	1,158.27	946.07%
	Unlimited Total:	18	\$4,171.89	4	\$1,240.20	14	2,931.69	236.39%
	Annual Pass Fees Total:	19	\$4,632.36	6	\$1,941.14	13	2,691.22	138.64%
Sub Department: Golf Carts								
Category: Pull Cart Rental								
1431	Pull Cart Rental	28	\$104.72	24	\$89.76	4	14.96	16.67%
	Pull Cart Rental Total:	28	\$104.72	24	\$89.76	4	14.96	16.67%
Category: Cart Storage								
1415	Annual Golf Car Storage Fee	2	\$490.62	1	\$259.43	1	231.19	89.11%
	Cart Storage Total:	2	\$490.62	1	\$259.43	1	231.19	89.11%
Category: Annual Trail Fee								
1414	Annual Trail Fee	4	\$653.06	1	\$168.23	3	484.83	288.19%
	Annual Trail Fee Total:	4	\$653.06	1	\$168.23	3	484.83	288.19%
Category: Annual Cart Rental								

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jun 01, '17 - Jun 30, '17		Jun 01, '16 - Jun 30, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
1426	Annual Golf Car Lease - Individual	1	\$334.89	0	\$0.00	1	334.89	100.00%
1427	Annual Golf Car Lease - Individual +1	1	\$483.72	0	\$0.00	1	483.72	100.00%
Annual Cart Rental Total:		2	\$818.61	0	\$0.00	2	818.61	100.00%
Category: Daily Cart Usage								
Sub Category: Trail Fees								
1413	Trail Fee Daily	7	\$65.10	13	\$98.20	-6	-33.10	-33.71%
Trail Fees Total:		7	\$65.10	13	\$98.20	-6	-33.10	-33.71%
Sub Category: 9 Holes								
1388	Golf Car 9	694	\$6,454.20	518	\$4,838.45	176	1,615.75	33.39%
2940	Golf Car 9 Senior	25	\$180.00	4	\$18.68	21	161.32	863.60%
9 Holes Total:		719	\$6,634.20	522	\$4,857.13	197	1,777.07	36.59%
Sub Category: 18 Holes								
1385	Golf Car 18	508	\$7,051.14	573	\$6,803.85	-65	247.29	3.63%
1829	Golf Car Tournament Car	0	\$0.00	5	\$125.00	-5	-125.00	-100.00%
2941	Golf Car 18 Senior	74	\$826.58	41	\$383.35	33	443.23	115.62%
2949	Rider Fee	8	\$37.20	0	\$0.00	8	37.20	100.00%
18 Holes Total:		590	\$7,914.92	619	\$7,312.20	-29	602.72	8.24%
Daily Cart Usage Total:		1,316	\$14,614.22	1,154	\$12,267.53	162	2,346.69	19.13%
Golf Carts Total:		1,352	\$16,681.23	1,180	\$12,784.95	172	3,896.28	30.48%
Sub Department: Range								
Category: Range Balls Daily								
1416	Small Range Bucket	159	\$722.70	196	\$723.24	-37	-0.54	-0.07%
3642	Range Token - Junior Golf	5	\$9.05	19	\$17.48	-14	-8.43	-48.23%
4503	Large Range Bucket	201	\$1,653.21	227	\$1,675.26	-26	-22.05	-1.32%
4730	Junior Golf Member Bucket	1	\$3.67	0	\$0.00	1	3.67	100.00%
Range Balls Daily Total:		366	\$2,388.63	442	\$2,415.98	-76	-27.35	-1.13%
Category: Range Balls Annual								
1418	Range Pass Individual	0	\$0.00	2	\$184.34	-2	-184.34	-100.00%
1420	Range Pass High School Student	1	\$45.87	1	\$46.09	0	-0.22	-0.48%
2613	Range Pass College	1	\$68.80	0	\$0.00	1	68.80	100.00%
3636	Range Pass Additional Member	1	\$18.43	0	\$0.00	1	18.43	100.00%
Range Balls Annual Total:		3	\$133.10	3	\$230.43	0	-97.33	-42.24%
Category: Range - Non-Tax								
4341	Range - High School Tournaments	0	\$0.00	18	\$72.00	-18	-72.00	-100.00%
Range - Non-Tax Total:		0	\$0.00	18	\$72.00	-18	-72.00	-100.00%
Range Total:		369	\$2,521.73	463	\$2,718.41	-94	-196.68	-7.24%
Sub Department: Handicaps								
Category: Handicap Fee								
1444	Handicap Fee - Adult	11	\$258.17	13	\$306.67	-2	-48.50	-15.82%
Handicap Fee Total:		11	\$258.17	13	\$306.67	-2	-48.50	-15.82%
Handicaps Total:		11	\$258.17	13	\$306.67	-2	-48.50	-15.82%
Sub Department: Lessons								

Fox Run Golf Course

Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jun 01, '17 - Jun 30, '17		Jun 01, '16 - Jun 30, '16		QtyΔ	\$Δ	%Δ
		Qty	Sales	Qty	Sales			
Category: Private								
1429	Lessons (1)	14	\$563.42	0	\$0.00	14	563.42	100.00%
	Private Total:	14	\$563.42	0	\$0.00	14	563.42	100.00%
Category: Junior Lessons								
4728	Lessons - Jr (1)	2	\$42.24	0	\$0.00	2	42.24	100.00%
	Junior Lessons Total:	2	\$42.24	0	\$0.00	2	42.24	100.00%
	Lessons Total:	16	\$605.66	0	\$0.00	16	605.66	100.00%
	Golf Course Revenue Total:	5,100	\$52,732.05	4,208	\$44,581.50	892	8,150.55	18.28%
	Grand Total:	5,100	\$52,732.05	4,208	\$44,581.50	892	8,150.55	18.28%

07/11/17

Fox Run Golf Course
Statement of Revenues & Expenses

	01Jun2017 30Jun2017	01Jun2016 30Jun2016	01Jan2017 30Jun2017	01Jan2016 30Jun2016	Legal Budget
Direct Revenues:					
Concessions	29,074.87	29,731.49	66,022.55	60,549.07	155,880.00
Pro Shop	14,907.33	12,041.10	32,652.64	32,506.11	57,800.00
Course	51,581.42	48,504.09	321,920.63	336,488.83	469,500.00
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Total Direct Revenues	95,563.62	90,276.68	420,595.82	429,544.01	683,180.00
Direct Expenses:					
Concessions	11,917.21	8,357.60	23,275.91	16,406.07	68,600.00
Pro Shop	19,548.32	5,540.90	37,761.52	59,977.49	38,000.00
Course			28,564.81	27,731.81	37,300.00
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Total Direct Expenses	31,465.53	13,898.50	89,602.24	104,115.37	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	(.29)	15.99	(2.91)	16.43	600.00
Indirect Expenses:					
Personal Services	55,465.81	40,412.39	183,158.11	167,659.62	458,507.00
Insurance			5,392.55	6,071.57	6,405.00
Professional Services	2,026.26	1,797.40	13,023.48	9,326.10	22,400.00
Advertising	2.66	820.00	3,682.68	7,228.45	8,500.00
Repair & Maintenance	3,278.45	3,061.31	24,575.27	16,693.95	52,500.00
Supplies & Materials	8,523.25	8,676.71	21,890.81	24,437.40	60,250.00
Travel, Conference & Dues	653.81	48.96	1,370.56	1,499.70	3,650.00
Utilities	2,806.95	2,545.14	11,369.09	8,439.68	35,900.00
Billing and Administration		33,670.00		67,340.00	
Depreciation	4,218.78	5,128.69	25,312.68	30,772.14	55,745.00
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Total Indirect Expenses	76,975.97	96,160.60	289,775.23	339,468.61	703,857.00
Net Operating Income	(12,878.17)	(19,766.43)	41,215.44	(14,023.54)	(163,977.00)
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Capital Outlay		24,962.14	90,747.98	45,511.14	77,000.00
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Fox Run Golf Course
Statement of Revenues

	01Jun2017 30Jun2017	01Jun2016 30Jun2016	01Jan2017 30Jun2017	01Jan2016 30Jun2016	Legal Budget
Concessions					
CASH Long	438.59	84.39	772.89	477.52	1,000.00
PREPARED FOOD	5,867.71	6,861.53	16,744.71	12,561.24	34,180.00
PRE-PACKAGED FOOD	1,368.10	1,628.70	2,852.03	3,957.97	10,700.00
BEER	17,867.98	16,711.91	38,029.20	34,064.92	85,000.00
BOTTLED POP	3,532.49	4,444.96	7,623.72	9,487.42	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	29,074.87	29,731.49	66,022.55	60,549.07	155,880.00
Pro Shop					
GOLF BALLS	2,486.03	4,067.62	6,557.52	7,952.05	14,000.00
GLOVES	820.10	1,031.10	1,869.16	2,283.25	2,000.00
GOLF CAPS/VISORS	971.60	1,113.86	1,711.42	2,683.12	1,800.00
MERCHANDISE	3,869.34	1,715.07	6,427.45	4,659.91	12,500.00
MERCHANDISE NON-TAX		156.62		156.62	500.00
GOLF EQUIPMENT	5,360.12	2,859.69	11,053.96	11,153.78	12,500.00
MISCELLANEOUS MERCHANDISE				94.34	
CLUB REPAIRS	653.62	1,097.14	3,793.60	3,447.57	11,000.00
LESSONS	746.52		1,239.53	75.47	3,500.00
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Total Pro Shop	14,907.33	12,041.10	32,652.64	32,506.11	57,800.00
Course					
SIMULATOR			4,698.29	5,048.50	6,000.00
SIMULATOR NON-TAXABLE				500.00	1,200.00
SEASON PASS	6,040.74	2,465.44	166,289.98	166,653.04	164,000.00
SEASON PASS NON-TAX				3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	13,066.54	11,684.12	25,396.29	22,128.63	45,000.00
GRREN FEES NON-TAX	112.20	1,572.20	1,982.48	3,410.20	6,500.00
GREEN FEES - WEEKDAYS	11,856.98	15,088.21	20,279.46	25,819.78	80,000.00
GOLF CAR RENTAL	16,029.67	12,650.58	40,119.18	35,668.32	65,000.00
GOLF CAR STORAGE (NON-TAX)	490.62	259.43	20,413.49	23,581.52	21,600.00
TRAIL FEES	653.06	285.13	23,422.02	27,149.01	29,000.00
PULL CART RENTAL	86.02	93.50	235.62	213.18	300.00
GOLF CLUB RENTAL		202.02		338.00	800.00
DRIVING RANGE	2,868.26	3,349.60	10,438.21	10,960.40	18,000.00
DRIVING RANGE NON-TAX	1.81		23.53	539.66	800.00
HANDICAPING	375.52	330.26	8,168.08	7,808.30	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		
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Total Course	51,581.42	48,504.09	321,920.63	336,488.83	469,500.00
Total Direct Revenues	95,563.62	90,276.68	420,595.82	429,544.01	683,180.00
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Fox Run Golf Course
Statement of Expenditures

	01Jun2017 30Jun2017	01Jun2016 30Jun2016	01Jan2017 30Jun2017	01Jan2016 30Jun2016	Legal Budget
Concessions					
CASH SHORT	147.95	329.49	409.52	1,193.72	2,500.00
PREPARED FOODS	4,348.46	2,695.06	9,868.69	4,647.34	26,000.00
CANDY	273.65	284.85	934.40	783.05	4,000.00
BEER	6,288.25	4,376.25	9,533.55	7,170.52	27,000.00
POP	858.90	530.60	2,529.75	2,377.40	9,000.00
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Total Concessions	11,917.21	8,357.60	23,275.91	16,406.07	68,600.00
Pro Shop					
GOLF BALLS	1,887.00	408.75	2,963.49	22,829.00	10,000.00
GLOVES			2,778.45	3,056.45	1,000.00
GOLF CAPS/VISORS				2,199.05	1,000.00
MERCHANDISE	10,626.62	1,467.95	10,696.66	10,810.51	10,000.00
GOLF EQUIPMENT	7,021.46	2,491.21	20,299.30	18,201.38	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	13.24	1,123.50	1,023.62	2,831.61	6,000.00
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Total Pro Shop	19,548.32	5,540.90	37,761.52	59,977.49	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	31,465.53	13,898.50	89,602.24	104,115.37	143,900.00
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