



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, August 17, 2017
Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

- A. Roll Call.
- B. Consideration of July 20, 2017 Minutes. (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. Monthly round report and season pass report from Tom J. and course software. Tom will provide documents at meeting.
- B. Leagues update. Tom.
- C. Year-to-Date Financials from City Software. (attachments)
- D. New revenue ideas discussion continued from last month.
- E. 2017 course events update. Tom.
- F. Course conditions and projects. Rockie W.

III. OTHER BUSINESS

- A. Next Meeting Thursday, September 21, 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.



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.

08/08/17

Fox Run Golf Course
Statement of Revenues & Expenses

	01Jul2017 31Jul2017	01Jul2016 31Jul2016	01Jan2017 31Jul2017	01Jan2016 31Jul2016	Legal Budget
Direct Revenues:					
Concessions	31,211.97	24,306.05	97,234.52	84,855.12	155,880.00
Pro Shop	10,920.14	8,801.77	43,572.78	41,307.88	57,800.00
Course	41,827.77	39,129.85	363,748.40	375,618.68	469,500.00
	-----	-----	-----	-----	-----
Total Direct Revenues	83,959.88	72,237.67	504,555.70	501,781.68	683,180.00
Direct Expenses:					
Concessions	9,779.34	11,314.67	33,055.25	27,720.74	68,600.00
Pro Shop	15,277.34	3,739.49	53,038.86	63,716.98	38,000.00
Course	2,421.10	6,745.00	30,985.91	34,476.81	37,300.00
	-----	-----	-----	-----	-----
Total Direct Expenses	27,477.78	21,799.16	117,080.02	125,914.53	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	.12	(42.63)	(2.79)	(26.20)	600.00
Indirect Expenses:					
Personal Services	50,211.51	68,861.74	233,369.62	236,521.36	458,507.00
Insurance			5,392.55	6,071.57	6,405.00
Professional Services	2,497.57	1,502.12	15,521.05	10,828.22	22,400.00
Advertising	1,935.33	2,702.50	5,618.01	9,930.95	8,500.00
Repair & Maintenance	5,892.30	8,432.07	30,467.57	25,126.02	52,500.00
Supplies & Materials	9,623.39	11,397.12	31,514.20	35,834.52	60,250.00
Travel, Conference & Dues		1,058.00	1,370.56	2,557.70	3,650.00
Utilities	4,004.72	3,583.24	15,373.81	12,022.92	35,900.00
Billing and Administration				67,340.00	
Depreciation	4,218.78	4,218.78	29,531.46	34,990.92	55,745.00
	-----	-----	-----	-----	-----
Total Indirect Expenses	78,383.60	101,755.57	368,158.83	441,224.18	703,857.00
Net Operating Income	(21,901.38)	(51,359.69)	19,314.06	(65,383.23)	(163,977.00)
	=====	=====	=====	=====	=====
Capital Outlay		1,383.43	90,747.98	46,894.57	77,000.00
	=====	=====	=====	=====	=====

Fox Run Golf Course
Statement of Revenues

	01Jul2017 31Jul2017	01Jul2016 31Jul2016	01Jan2017 31Jul2017	01Jan2016 31Jul2016	Legal Budget
Concessions					
CASH Long	143.11	79.71	916.00	557.23	1,000.00
PREPARED FOOD	8,292.92	5,403.92	25,037.63	17,965.16	34,180.00
PRE-PACKAGED FOOD	1,415.26	1,199.18	4,267.29	5,157.15	10,700.00
BEER	17,587.05	13,752.02	55,616.25	47,816.94	85,000.00
BOTTLED POP	3,773.63	3,871.22	11,397.35	13,358.64	25,000.00
MISCELLANEOUS CONCESSIONS					
	-----	-----	-----	-----	-----
Total Concessions	31,211.97	24,306.05	97,234.52	84,855.12	155,880.00
Pro Shop					
GOLF BALLS	2,943.44	2,411.15	9,500.96	10,363.20	14,000.00
GLOVES	918.61	829.28	2,787.77	3,112.53	2,000.00
GOLF CAPS/VISORS	526.18	636.80	2,237.60	3,319.92	1,800.00
MERCHANDISE	3,083.52	1,591.99	9,510.97	6,251.90	12,500.00
MERCHANDISE NON-TAX				156.62	500.00
GOLF EQUIPMENT	2,437.49	1,645.60	13,491.45	12,799.38	12,500.00
MISCELLANEOUS MERCHANDISE				94.34	
CLUB REPAIRS	682.24	1,593.05	4,475.84	5,040.62	11,000.00
LESSONS	328.66	93.90	1,568.19	169.37	3,500.00
	-----	-----	-----	-----	-----
Total Pro Shop	10,920.14	8,801.77	43,572.78	41,307.88	57,800.00
Course					
SIMULATOR	25.24		4,723.53	5,048.50	6,000.00
SIMULATOR NON-TAXABLE				500.00	1,200.00
SEASON PASS	122.43	1,130.86	166,412.41	167,783.90	164,000.00
SEASON PASS NON-TAX				3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	7,174.19	9,602.75	32,570.48	31,731.38	45,000.00
GRREN FEES NON-TAX			1,982.48	3,410.20	6,500.00
GREEN FEES - WEEKDAYS	14,773.15	10,549.06	35,052.61	36,368.84	80,000.00
GOLF CAR RENTAL	12,081.94	10,982.59	52,201.12	46,650.91	65,000.00
GOLF CAR STORAGE (NON-TAX)			20,413.49	23,581.52	21,600.00
TRAIL FEES	167.45	322.50	23,589.47	27,471.51	29,000.00
PULL CART RENTAL	74.80	67.32	310.42	280.50	300.00
GOLF CLUB RENTAL		372.42		710.42	800.00
DRIVING RANGE	1,788.64	2,213.99	12,226.85	13,174.39	18,000.00
DRIVING RANGE NON-TAX			23.53	539.66	800.00
HANDICAPING	117.35	94.36	8,285.43	7,902.66	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM	4,452.58	3,794.00	4,452.58	3,794.00	4,000.00
GOLF CART WRAPS	1,050.00		1,500.00	2,700.00	15,300.00
LEAGUE SOFTWARE ADS			4.00		
	-----	-----	-----	-----	-----
Total Course	41,827.77	39,129.85	363,748.40	375,618.68	469,500.00
Total Direct Revenues	83,959.88	72,237.67	504,555.70	501,781.68	683,180.00
	=====	=====	=====	=====	=====

Fox Run Golf Course
Statement of Expenditures

	01Jul2017 31Jul2017	01Jul2016 31Jul2016	01Jan2017 31Jul2017	01Jan2016 31Jul2016	Legal Budget
Concessions					
CASH SHORT	303.49	285.76	713.01	1,479.48	2,500.00
PREPARED FOODS	3,839.83	2,185.01	13,708.52	6,832.35	26,000.00
CANDY	225.00	390.70	1,159.40	1,173.75	4,000.00
BEER	4,510.40	6,466.33	14,043.95	13,636.85	27,000.00
POP	900.62	1,196.68	3,430.37	3,574.08	9,000.00
	-----	-----	-----	-----	-----
Total Concessions	9,779.34	11,314.67	33,055.25	27,720.74	68,600.00
Pro Shop					
GOLF BALLS	3,236.94	1,816.88	6,200.43	24,645.88	10,000.00
GLOVES	230.05		3,008.50	3,056.45	1,000.00
GOLF CAPS/VISORS	788.10	355.57	788.10	2,554.62	1,000.00
MERCHANDISE	10,770.09	1,042.40	21,466.75	11,852.91	10,000.00
GOLF EQUIPMENT	236.16	524.64	20,535.46	18,726.02	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	16.00		1,039.62	2,831.61	6,000.00
	-----	-----	-----	-----	-----
Total Pro Shop	15,277.34	3,739.49	53,038.86	63,716.98	38,000.00
Course					
GOLF CAR RENTAL	1,380.00	125.00	25,835.81	24,580.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			4,109.00	3,276.00	2,500.00
HANDICAPING		6,620.00		6,620.00	7,800.00
JUNIOR GOLF PROGRAM	1,041.10		1,041.10		1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	2,421.10	6,745.00	30,985.91	34,476.81	37,300.00
Total Direct Expenditures	27,477.78	21,799.16	117,080.02	125,914.53	143,900.00
	=====	=====	=====	=====	=====