



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

**I. ROUTINE BUSINESS**

Roll Call:

Present: Annette Kohoutek, Carll Kretsinger, Steve Sager, Jim Miner.

Absent: Commissioner Stephanie Moser, Dan Kramer, Terry Carda.

Also present were Golf Operations Manager Tom Jeffers, Course Superintendent Rockie Wampol, and Department Secretary Chasity McHenry.

Public Appearances: None.

Minutes: July 20, 2017 minutes approved. Kretsinger motioned, Miner second. Motion carried 4-0.

**II. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom J. and course software. (attachment) July was up \$2000. Shop revenue is up \$2,300. July ended up being a good month. Course software is working fine.
- B. League updates. Last two weeks of league except for senior league, it continues for the next six weeks.
- C. Year-to-Date Financials from City Software. The Course is about \$26,000 ahead of last year. Would like to get corporate activity at the Golf Course. Maybe come up with some corporate memberships.
- D. New revenue ideas discussion. Request to put on agenda for next month also.
- E. 2017 course events update. Chambers event on August 25th. City Classic on August 26th, and 27th. August 31st is the Mount Marty Girls tournament. September 9<sup>th</sup> is the Ice House outing. September 10<sup>th</sup> is the Marchand Cup. September 15<sup>th</sup> is YCC outing. September 16<sup>th</sup> is the ladies tournament. September 19<sup>th</sup> is the Yankton High School vs. Brandon Valley dual. September 23<sup>rd</sup> is the YHS booster club outing.

September 26<sup>th</sup> is the Mount Marty Men's tournament. October 8<sup>th</sup> is the Fox Run shoot out.

- F. Course conditions and projects. Pump went down at the pump house. Went to fix it, found a rabbit down there. Pump was fixed.
- G. Other Business. Board requests capital list for next month meeting. Carll Kretsinger thanks Thomas Jeffers for having great merchandise in the pro-shop. Annette Kohoutek thanks everyone for their great ideas for the golf course.

### **III. OTHER BUSINESS**

- A. Next Meeting Thursday, September 21, 2017.

### **IV. ADJOURN**

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

# Fox Run Golf Course

## Comparative Sales Summary by Department

	Jan 01, '17 - Jul 31, '17		Jan 01, '16 - Jul 31, '16		QtyΔ	SΔ	%Δ
	Qty	Sales	Qty	Sales			
<b>Golf Course Revenue Total:</b>	17,471	\$365,332.16	16,141	\$363,809.95	1,330	1,522.21	0.42%
<b>Golf Shop Revenue Total:</b>	3,289	\$45,489.14	4,479	\$42,598.87	-1,190	2,890.27	6.78%
<b>Food &amp; Beverage Reve Total:</b>	27,895	\$101,325.24	26,407	\$90,258.49	1,488	11,066.75	12.26%
<b>Simulator Revenue Total:</b>	354	\$4,844.26	437	\$5,488.50	-83	-644.24	-11.74%
<b>Advertising Revenue Total:</b>	4	\$1,500.00	4	\$2,700.00	0	-1,200.00	-44.44%
<b>Unrecognized Revenue Total:</b>	4,320	\$84,800.97	1,418	\$45,175.39	2,902	39,625.58	87.71%
<b>Accounts Receivables Total:</b>	37	(\$25,450.47)	73	(\$42,143.46)	-36	16,692.99	-39.61%
<b>Grand Total:</b>	<b>53,380</b>	<b>\$577,845.30</b>	<b>48,959</b>	<b>\$507,887.74</b>	<b>4,421</b>	<b>69,957.56</b>	<b>13.77%</b>

# Fox Run Golf Course

## Comparative Sales Summary by Department

Jan 01, '17 - Aug 16, '17      Jan 01, '16 - Aug 16, '16

	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
<b>Golf Course Revenue Total:</b>	19,748	\$385,160.57	18,108	\$383,756.13	1,640	1,404.44	0.37%
<b>Golf Shop Revenue Total:</b>	4,204	\$53,078.64	5,114	\$49,342.75	-910	3,735.89	7.57%
<b>Food &amp; Beverage Reve Total:</b>	31,494	\$114,375.87	29,807	\$101,770.81	1,687	12,605.06	12.39%
<b>Simulator Revenue Total:</b>	354	\$4,844.26	437	\$5,488.50	-83	-644.24	-11.74%
<b>Advertising Revenue Total:</b>	6	\$1,900.00	5	\$3,694.61	1	-1,794.61	-48.57%
<b>Unrecognized Revenue Total:</b>	5,099	\$84,517.89	1,739	\$90,326.06	3,360	-5,808.17	-6.43%
<b>Accounts Receivables Total:</b>	37	(\$25,450.47)	73	(\$42,143.46)	-36	16,692.99	-39.61%
<b>Grand Total:</b>	<b>60,952</b>	<b>\$618,430.76</b>	<b>55,283</b>	<b>\$592,235.40</b>	<b>5,669</b>	<b>26,195.36</b>	<b>4.42%</b>

# Fox Run Golf Course

## Comparative Sales Summary by Department

	Jul 01, '17 - Jul 31, '17		Jul 01, '16 - Jul 31, '16		QtyΔ	SΔ	%Δ
	Qty	Sales	Qty	Sales			
<b>Golf Course Revenue Total:</b>	4,200	\$36,027.33	3,488	\$33,950.36	712	2,076.97	6.12%
<b>Golf Shop Revenue Total:</b>	665	\$12,215.27	1,493	\$9,907.59	-828	2,307.68	23.29%
<b>Food &amp; Beverage Reve Total:</b>	7,855	\$28,519.22	8,368	\$28,986.30	-513	-467.08	-1.61%
<b>Advertising Revenue Total:</b>	3	\$1,050.00	0	\$0.00	3	1,050.00	100.00%
<b>Unrecognized Revenue Total:</b>	1,367	\$51,865.43	453	\$20,891.71	914	30,973.72	148.26%
<b>Grand Total:</b>	<b>14,093</b>	<b>\$129,677.25</b>	<b>13,802</b>	<b>\$93,735.96</b>	<b>291</b>	<b>35,941.29</b>	<b>38.34%</b>

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
<b>Department: Golf Course Revenue</b>								
2918	11 Fall Pass	1	\$0.00	0	\$0.00	1	0.00	0.00%
<b>Sub Department: Green Fees - Daily</b>								
4535	Specials - 18 For 9	0	\$0.00	0	\$0.00	0	0.00	0.00%
<b>Category: Weekday</b>								
4764	Coupon - Comeback	754	(\$2,262.00)	0	\$0.00	754	-2,262.00	-100.00%
<b>Sub Category: Daily</b>								
<b>Type: 18 Holes</b>								
1352	M-F18summer Gf	38	\$867.91	681	\$15,252.71	-643	-14,384.80	-94.31%
1358	M-F 18 Winter Gf	0	\$0.00	56	\$628.32	-56	-628.32	-100.00%
2938	Weekday 18 Senior	3	\$56.10	158	\$2,954.60	-155	-2,898.50	-98.10%
2947	Junior 18 Holes	0	\$0.00	32	\$358.72	-32	-358.72	-100.00%
4689	Summer 18 Hole Gf	739	\$14,851.69	0	\$0.00	739	14,851.69	100.00%
4691	Off Season 18 Hole Gf	23	\$369.15	0	\$0.00	23	369.15	100.00%
4693	Sr 18 Hole Gf	217	\$4,238.01	0	\$0.00	217	4,238.01	100.00%
4695	Sr Off Season 18 Hole Gf	3	\$43.98	0	\$0.00	3	43.98	100.00%
4697	Junior 18 Hole Gf	28	\$469.00	0	\$0.00	28	469.00	100.00%
4699	Junior Off Season 18 Hole Gf	1	\$12.56	0	\$0.00	1	12.56	100.00%
<b>18 Holes Total:</b>		<b>1,052</b>	<b>\$20,908.40</b>	<b>927</b>	<b>\$19,194.35</b>	<b>125</b>	<b>1,714.05</b>	<b>8.93%</b>
<b>Type: 9 Holes</b>								
1353	M-F 9 Summer Gf	0	\$0.00	1,307	\$22,508.56	-1,307	-22,508.56	-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	48	\$672.96	-48	-672.96	-100.00%
2946	Junior 9 Holes	0	\$0.00	190	\$1,123.13	-190	-1,123.13	-100.00%
3320	M-F 9 Winter Gf	0	\$0.00	53	\$371.53	-53	-371.53	-100.00%
3685	M-F Fall 9	0	\$0.00	1	\$12.15	-1	-12.15	-100.00%
4690	Summer 9 Hole Gf	1,219	\$19,284.58	0	\$0.00	1,219	19,284.58	100.00%
4692	Off Season 9 Hole Gf	20	\$237.40	0	\$0.00	20	237.40	100.00%
4694	Sr 9 Hole Gf	133	\$1,856.68	0	\$0.00	133	1,856.68	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	152	\$1,615.19	0	\$0.00	152	1,615.19	100.00%
<b>9 Holes Total:</b>		<b>1,525</b>	<b>\$23,004.32</b>	<b>1,599</b>	<b>\$24,688.33</b>	<b>-74</b>	<b>-1,684.01</b>	<b>-6.82%</b>
<b>Daily Total:</b>		<b>2,577</b>	<b>\$43,912.72</b>	<b>2,526</b>	<b>\$43,882.68</b>	<b>51</b>	<b>30.04</b>	<b>0.07%</b>
<b>Sub Category: Event</b>								
<b>Type: 18 Holes</b>								
1381	M-F 18 Group-Outing Gf	0	\$0.00	76	\$2,059.60	-76	-2,059.60	-100.00%
4705	Schools 18 Hole Event Gf	51	\$679.64	0	\$0.00	51	679.64	100.00%
<b>18 Holes Total:</b>		<b>51</b>	<b>\$679.64</b>	<b>76</b>	<b>\$2,059.60</b>	<b>-25</b>	<b>-1,379.96</b>	<b>-67.00%</b>
<b>Event Total:</b>		<b>51</b>	<b>\$679.64</b>	<b>76</b>	<b>\$2,059.60</b>	<b>-25</b>	<b>-1,379.96</b>	<b>-67.00%</b>
<b>Sub Category: Specials</b>								
<b>Type: 18 Holes</b>								

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
3171	Specials 18-Hole Reciprocal G F + Cart	24	\$334.56	42	\$588.84	-18	-254.28	-43.18%
4718	Special Great Life 18 Hole Gf	302	\$2,808.60	0	\$0.00	302	2,808.60	100.00%
4720	Special 4 For 3 18 Hole Gf	4	\$64.20	0	\$0.00	4	64.20	100.00%
	<b>18 Holes Total:</b>	<b>330</b>	<b>\$3,207.36</b>	<b>42</b>	<b>\$588.84</b>	<b>288</b>	<b>2,618.52</b>	<b>444.69%</b>
<b>Type: 9 Holes</b>								
4719	Special Great Life 9 Hole Gf	125	\$581.25	0	\$0.00	125	581.25	100.00%
	<b>9 Holes Total:</b>	<b>125</b>	<b>\$581.25</b>	<b>0</b>	<b>\$0.00</b>	<b>125</b>	<b>581.25</b>	<b>100.00%</b>
	<b>Specials Total:</b>	<b>455</b>	<b>\$3,788.61</b>	<b>42</b>	<b>\$588.84</b>	<b>413</b>	<b>3,199.77</b>	<b>543.40%</b>
	<b>Weekday Total:</b>	<b>3,837</b>	<b>\$46,118.97</b>	<b>2,644</b>	<b>\$46,531.12</b>	<b>1,193</b>	<b>-412.15</b>	<b>-0.89%</b>
<b>Category: Weekend</b>								
<b>Sub Category: Daily</b>								
<b>Type: 18 Holes</b>								
1359	Sa-Su 18 Summer Gf	0	\$0.00	952	\$21,800.80	-952	-21,800.80	-100.00%
1361	Sa-Su 18winter Gf	0	\$0.00	121	\$1,357.62	-121	-1,357.62	-100.00%
2944	Sa-Su Non-Family Unlimited After 4:00	0	\$0.00	29	\$349.16	-29	-349.16	-100.00%
4496	Weekend 18 Hole Gf	0	\$0.00	1	\$22.90	-1	-22.90	-100.00%
4708	Weekend Summer 18 Hole Gf	966	\$24,382.05	0	\$0.00	966	24,382.05	100.00%
4709	Weekend Off Season 18 Hole Gf	23	\$449.19	0	\$0.00	23	449.19	100.00%
	<b>18 Holes Total:</b>	<b>989</b>	<b>\$24,831.24</b>	<b>1,103</b>	<b>\$23,530.48</b>	<b>-114</b>	<b>1,300.76</b>	<b>5.53%</b>
<b>Type: 9 Holes</b>								
1360	Sa-Su 9 Summer Gf	0	\$0.00	611	\$10,564.19	-611	-10,564.19	-100.00%
2942	Sa-Su Family 9	0	\$0.00	13	\$109.33	-13	-109.33	-100.00%
2943	Sa-Su Non-Family 9 After 4:00	0	\$0.00	40	\$336.40	-40	-336.40	-100.00%
4443	Sa-Su 9winter Gf	0	\$0.00	74	\$553.52	-74	-553.52	-100.00%
4710	Weekend Summer 9 Hole Gf	747	\$15,291.09	0	\$0.00	747	15,291.09	100.00%
4711	Weekend Off Season 9 Hole Gf	45	\$690.75	0	\$0.00	45	690.75	100.00%
	<b>9 Holes Total:</b>	<b>792</b>	<b>\$15,981.84</b>	<b>738</b>	<b>\$11,563.44</b>	<b>54</b>	<b>4,418.40</b>	<b>38.21%</b>
	<b>Daily Total:</b>	<b>1,781</b>	<b>\$40,813.08</b>	<b>1,841</b>	<b>\$35,093.92</b>	<b>-60</b>	<b>5,719.16</b>	<b>16.30%</b>
<b>Sub Category: Event</b>								
<b>Type: 9 Holes</b>								
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%
	<b>9 Holes Total:</b>	<b>1</b>	<b>\$19.53</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>19.53</b>	<b>100.00%</b>
	<b>Event Total:</b>	<b>1</b>	<b>\$19.53</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>19.53</b>	<b>100.00%</b>
<b>Sub Category: Specials</b>								
<b>Type: 18 Holes</b>								
4714	Weekend Special Great Life 18 Hole Gf	0	\$0.00	0	\$0.00	0	0.00	0.00%
4716	Weekend Special 4 For 3 /18 Hole Gf	4	\$78.12	0	\$0.00	4	78.12	100.00%
	<b>18 Holes Total:</b>	<b>4</b>	<b>\$78.12</b>	<b>0</b>	<b>\$0.00</b>	<b>4</b>	<b>78.12</b>	<b>100.00%</b>
<b>Type: 9 Holes</b>								
4715	Weekend Special Great Life 9 Hole Gf	1	\$4.66	0	\$0.00	1	4.66	100.00%
	<b>9 Holes Total:</b>	<b>1</b>	<b>\$4.66</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>4.66</b>	<b>100.00%</b>

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
<b>Specials Total:</b>		<b>5</b>	<b>\$82.78</b>	<b>0</b>	<b>\$0.00</b>	<b>5</b>	<b>82.78</b>	<b>100.00%</b>
<b>Weekend Total:</b>		<b>1,787</b>	<b>\$40,915.39</b>	<b>1,841</b>	<b>\$35,093.92</b>	<b>-54</b>	<b>5,821.47</b>	<b>16.59%</b>
<b>Category: Pass Rounds</b>								
1379	M-F Industry Pro Gf	1	\$0.00	6	\$0.00	-5	0.00	0.00%
1380	Sa-Su Industry Pro Gf	0	\$0.00	8	\$0.00	-8	0.00	0.00%
3967	M-F First Tee	0	\$0.00	7	\$0.00	-7	0.00	0.00%
4095	Sa-Su Free Pass (no Cart Included)	0	\$0.00	2	\$0.00	-2	0.00	0.00%
4324	M-F Free Pass-No Cart	0	\$0.00	2	\$0.00	-2	0.00	0.00%
<b>Sub Category: Member</b>								
<b>Type: Limited</b>								
1373	M-F 18 Ltd Pass Sum Gf	0	\$0.00	20	\$0.00	-20	0.00	0.00%
1374	M-F 18 Ltd Pass Winter Gf	0	\$0.00	14	\$0.00	-14	0.00	0.00%
1376	M-F 9 Pass Limited Winter Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4406	M-F Ltd. Fall 18	0	\$0.00	2	\$0.00	-2	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	380	\$0.00	0	\$0.00	380	0.00	0.00%
4704	Limited 9 Hole Gf	129	\$0.00	0	\$0.00	129	0.00	0.00%
<b>Limited Total:</b>		<b>509</b>	<b>\$0.00</b>	<b>40</b>	<b>\$0.00</b>	<b>469</b>	<b>0.00</b>	<b>0.00%</b>
<b>Type: Unlimited</b>								
1366	Sa-Su 18pass Unlimited Winter Gf	0	\$0.00	380	\$0.00	-380	0.00	0.00%
1367	Sa-Su 9 Pass Summer Unlimited Gf	0	\$0.00	147	\$0.00	-147	0.00	0.00%
1368	Sa-Su 9pass Unlimited Winter Gf	0	\$0.00	10	\$0.00	-10	0.00	0.00%
1369	M-F Fall 18 Pass Unlimited Gf	0	\$0.00	18	\$0.00	-18	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	3	\$0.00	265	\$0.00	-262	0.00	0.00%
1371	M-F 9 Pass Summer Unlimited Gf	0	\$0.00	1,121	\$0.00	-1,121	0.00	0.00%
1372	M-F 9 Pass Unlimited Winter Gf	0	\$0.00	5	\$0.00	-5	0.00	0.00%
3862	Sa-Su 18 Pass Summer Unlimited Gf	0	\$0.00	457	\$0.00	-457	0.00	0.00%
3863	M-F 18 Unlimited Pass Summer Gf	21	\$0.00	3,729	\$0.00	-3,708	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	4,712	\$0.00	0	\$0.00	4,712	0.00	0.00%
4702	Unlimited 9 Hole Gf	1,291	\$0.00	0	\$0.00	1,291	0.00	0.00%
<b>Unlimited Total:</b>		<b>6,027</b>	<b>\$0.00</b>	<b>6,143</b>	<b>\$0.00</b>	<b>-116</b>	<b>0.00</b>	<b>0.00%</b>
<b>Member Total:</b>		<b>6,536</b>	<b>\$0.00</b>	<b>6,183</b>	<b>\$0.00</b>	<b>353</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Schools</b>								
1394	M-F 9 High School Golf Team Gf	0	\$0.00	39	\$0.00	-39	0.00	0.00%
2590	Mount Marty Golf Team	2	\$0.00	56	\$0.00	-54	0.00	0.00%
4688	School Golf Teams Gf	204	\$0.00	0	\$0.00	204	0.00	0.00%
<b>Schools Total:</b>		<b>206</b>	<b>\$0.00</b>	<b>95</b>	<b>\$0.00</b>	<b>111</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Comp Rounds</b>								
4726	Complimentary Round	111	\$0.00	0	\$0.00	111	0.00	0.00%



# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
<b>Comp Rounds Total:</b>		<b>111</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>111</b>	<b>0.00</b>	<b>0.00%</b>
<b>Pass Rounds Total:</b>		<b>6,854</b>	<b>\$0.00</b>	<b>6,303</b>	<b>\$0.00</b>	<b>551</b>	<b>0.00</b>	<b>0.00%</b>
<b>Category: Not Valid</b>								
<b>Sub Category: Event</b>								
<b>Type: 18 Holes</b>								
3173	M-F High School Tourney Green Fee	0	\$0.00	133	\$1,823.00	-133	-1,823.00	-100.00%
4340	State B Practice Round	0	\$0.00	2	\$30.00	-2	-30.00	-100.00%
<b>18 Holes Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>135</b>	<b>\$1,853.00</b>	<b>-135</b>	<b>-1,853.00</b>	<b>-100.00%</b>
<b>Event Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>135</b>	<b>\$1,853.00</b>	<b>-135</b>	<b>-1,853.00</b>	<b>-100.00%</b>
<b>Not Valid Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>135</b>	<b>\$1,853.00</b>	<b>-135</b>	<b>-1,853.00</b>	<b>-100.00%</b>
<b>Green Fees - Daily Total:</b>		<b>12,478</b>	<b>\$87,034.36</b>	<b>10,923</b>	<b>\$83,478.04</b>	<b>1,555</b>	<b>3,556.32</b>	<b>4.26%</b>
<b>Sub Department: Annual Pass Fees</b>								
<b>Category: Limited</b>								
<b>Sub Category: Adult</b>								
1410	Annual Pass Adult Limited Play	40	\$15,800.00	45	\$18,084.15	-5	-2,284.15	-12.63%
3318	Annual Pass Adult Limited Play + 1	5	\$2,455.83	7	\$3,598.14	-2	-1,142.31	-31.75%
4673	'17-Annual Pass Adult Limited Play	4	\$1,521.66	0	\$0.00	4	1,521.66	100.00%
<b>Adult Total:</b>		<b>49</b>	<b>\$19,777.49</b>	<b>52</b>	<b>\$21,682.29</b>	<b>-3</b>	<b>-1,904.80</b>	<b>-8.79%</b>
<b>Sub Category: Jr Adult</b>								
4436	Annual Pass Individual Jr. Adult Limited Pl	1	\$186.05	4	\$747.68	-3	-561.63	-75.12%
<b>Jr Adult Total:</b>		<b>1</b>	<b>\$186.05</b>	<b>4</b>	<b>\$747.68</b>	<b>-3</b>	<b>-561.63</b>	<b>-75.12%</b>
<b>Limited Total:</b>		<b>50</b>	<b>\$19,963.54</b>	<b>56</b>	<b>\$22,429.97</b>	<b>-6</b>	<b>-2,466.43</b>	<b>-11.00%</b>
<b>Category: Unlimited</b>								
<b>Sub Category: Adult</b>								
1408	Annual Pass Individual Adult +1	74	\$48,689.26	85	\$57,991.25	-11	-9,301.99	-16.04%
1409	Annual Pass Adult Individual	126	\$64,074.48	145	\$75,417.62	-19	-11,343.14	-15.04%
4192	Annual Pass Additional Child	15	\$809.25	10	\$560.80	5	248.45	44.30%
4669	'17-Annual Pass Adult Individual	20	\$10,611.47	0	\$0.00	20	10,611.47	100.00%
4671	'17 -Annual Pass Individual Adult +1	3	\$2,118.15	0	\$0.00	3	2,118.15	100.00%
4685	'17-Annual Pass Additional Child	3	\$182.34	0	\$0.00	3	182.34	100.00%
4836	Kynt '17 -Annual Pass Individual Adult +1	2	\$0.00	0	\$0.00	2	0.00	0.00%
4837	Kynt '17-Annual Pass Adult Individual	1	\$0.00	0	\$0.00	1	0.00	0.00%
<b>Adult Total:</b>		<b>244</b>	<b>\$126,484.95</b>	<b>240</b>	<b>\$133,969.67</b>	<b>4</b>	<b>-7,484.72</b>	<b>-5.59%</b>
<b>Sub Category: Jr Adult</b>								
4435	Annual Pass Jr. Adult Individual	30	\$8,176.73	30	\$8,411.37	0	-234.64	-2.79%
4670	'17-Annual Pass Jr. Adult Individual	25	\$7,197.96	0	\$0.00	25	7,197.96	100.00%
4839	Kynt '17-Annual Pass Jr. Adult Individual	1	\$0.00	0	\$0.00	1	0.00	0.00%
<b>Jr Adult Total:</b>		<b>56</b>	<b>\$15,374.69</b>	<b>30</b>	<b>\$8,411.37</b>	<b>26</b>	<b>6,963.32</b>	<b>82.78%</b>
<b>Sub Category: College/jr</b>								
1411	Annual Pass College	8	\$1,375.68	24	\$4,127.04	-16	-2,751.36	-66.67%
1412	Annual Pass H.s. Or Younger	18	\$2,140.38	24	\$2,938.32	-6	-797.94	-27.16%
4657	'17-Annual Pass College	5	\$888.35	0	\$0.00	5	888.35	100.00%

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
4658	'17-Annual Pass H.s. Or Younger	5	\$632.55	0	\$0.00	5	632.55	100.00%
	<b>College/jr Total:</b>	<b>36</b>	<b>\$5,036.96</b>	<b>48</b>	<b>\$7,065.36</b>	<b>-12</b>	<b>-2,028.40</b>	<b>-28.71%</b>
	<b>Unlimited Total:</b>	<b>336</b>	<b>\$146,896.60</b>	<b>318</b>	<b>\$149,446.40</b>	<b>18</b>	<b>-2,549.80</b>	<b>-1.71%</b>
	<b>Annual Pass Fees Total:</b>	<b>386</b>	<b>\$166,860.14</b>	<b>374</b>	<b>\$171,876.37</b>	<b>12</b>	<b>-5,016.23</b>	<b>-2.92%</b>
<b>Sub Department: Golf Carts</b>								
<b>Category: Pull Cart Rental</b>								
1431	Pull Cart Rental	98	\$366.52	87	\$325.38	11	41.14	12.64%
	<b>Pull Cart Rental Total:</b>	<b>98</b>	<b>\$366.52</b>	<b>87</b>	<b>\$325.38</b>	<b>11</b>	<b>41.14</b>	<b>12.64%</b>
<b>Category: Cart Storage</b>								
1415	Annual Golf Car Storage Fee	82	\$20,399.41	91	\$23,581.52	-9	-3,182.11	-13.49%
4678	'17-Annual Golf Car Storage Fee	1	\$272.30	0	\$0.00	1	272.30	100.00%
	<b>Cart Storage Total:</b>	<b>83</b>	<b>\$20,671.71</b>	<b>91</b>	<b>\$23,581.52</b>	<b>-8</b>	<b>-2,909.81</b>	<b>-12.34%</b>
<b>Category: Annual Trail Fee</b>								
1414	Annual Trail Fee	135	\$21,768.67	155	\$26,045.94	-20	-4,277.27	-16.42%
2948	Annual Trail Fee (co-Owner)	18	\$1,095.22	18	\$1,261.80	0	-166.58	-13.20%
4675	'17-Annual Trail Fee	2	\$344.20	0	\$0.00	2	344.20	100.00%
4677	'17-Annual Trail Fee (co-Owner)	4	\$372.08	0	\$0.00	4	372.08	100.00%
	<b>Annual Trail Fee Total:</b>	<b>159</b>	<b>\$23,580.17</b>	<b>173</b>	<b>\$27,307.74</b>	<b>-14</b>	<b>-3,727.57</b>	<b>-13.65%</b>
<b>Category: Annual Cart Rental</b>								
1426	Annual Golf Car Lease - Individual	18	\$6,474.54	18	\$6,635.48	0	-160.94	-2.43%
1427	Annual Golf Car Lease - Individual +1	8	\$3,724.65	8	\$3,887.92	0	-163.27	-4.20%
4679	'17-Annual Golf Car Lease - Individual	3	\$1,144.20	0	\$0.00	3	1,144.20	100.00%
	<b>Annual Cart Rental Total:</b>	<b>29</b>	<b>\$11,343.39</b>	<b>26</b>	<b>\$10,523.40</b>	<b>3</b>	<b>819.99</b>	<b>7.79%</b>
<b>Category: Daily Cart Usage</b>								
<b>Sub Category: Trail Fees</b>								
1413	Trail Fee Daily	31	\$285.51	48	\$388.09	-17	-102.58	-26.43%
	<b>Trail Fees Total:</b>	<b>31</b>	<b>\$285.51</b>	<b>48</b>	<b>\$388.09</b>	<b>-17</b>	<b>-102.58</b>	<b>-26.43%</b>
<b>Sub Category: 9 Holes</b>								
1388	Golf Car 9	2,196	\$20,422.80	1,878	\$17,515.95	318	2,906.85	16.60%
2940	Golf Car 9 Senior	188	\$1,269.55	154	\$719.18	34	550.37	76.53%
	<b>9 Holes Total:</b>	<b>2,384</b>	<b>\$21,692.35</b>	<b>2,032</b>	<b>\$18,235.13</b>	<b>352</b>	<b>3,457.22</b>	<b>18.96%</b>
<b>Sub Category: 18 Holes</b>								
1375	Golf Car 18 SE	0	\$0.00	1	\$0.00	-1	0.00	0.00%
1385	Golf Car 18	1,867	\$25,785.25	1,891	\$22,812.69	-24	2,972.56	13.03%
1829	Golf Car Tournament Car	20	\$500.00	14	\$350.00	6	150.00	42.86%
2941	Golf Car 18 Senior	257	\$2,870.69	173	\$1,617.55	84	1,253.14	77.47%
2945	Golf Car After 4:00	0	\$0.00	8	\$56.08	-8	-56.08	-100.00%
2949	Rider Fee	37	\$172.05	1	\$4.67	36	167.38	3,584.15%
	<b>18 Holes Total:</b>	<b>2,181</b>	<b>\$29,327.99</b>	<b>2,088</b>	<b>\$24,840.99</b>	<b>93</b>	<b>4,487.00</b>	<b>18.06%</b>
	<b>Daily Cart Usage Total:</b>	<b>4,596</b>	<b>\$51,305.85</b>	<b>4,168</b>	<b>\$43,464.21</b>	<b>428</b>	<b>7,841.64</b>	<b>18.04%</b>
	<b>Golf Carts Total:</b>	<b>4,965</b>	<b>\$107,267.64</b>	<b>4,545</b>	<b>\$105,202.25</b>	<b>420</b>	<b>2,065.39</b>	<b>1.96%</b>

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Jan 01, '17 - Aug 16, '17		Jan 01, '16 - Aug 16, '16		QtyΔ	Δ	%Δ
		Qty	Sales	Qty	Sales			
<b>Sub Department: Range</b>								
<b>Category: Range Balls Daily</b>								
1416	Small Range Bucket	581	\$2,632.69	822	\$3,026.74	-241	-394.05	-13.02%
3642	Range Token - Junior Golf	39	\$70.59	34	\$31.28	5	39.31	125.67%
4503	Large Range Bucket	843	\$6,940.91	878	\$6,479.64	-35	461.27	7.12%
4730	Junior Golf Member Bucket	3	\$11.01	0	\$0.00	3	11.01	100.00%
<b>Range Balls Daily Total:</b>		<b>1,466</b>	<b>\$9,655.20</b>	<b>1,734</b>	<b>\$9,537.66</b>	<b>-268</b>	<b>117.54</b>	<b>1.23%</b>
<b>Category: Range Balls Annual</b>								
1418	Range Pass Individual	34	\$3,082.48	44	\$4,009.40	-10	-926.92	-23.12%
1420	Range Pass High School Student	7	\$321.09	7	\$322.63	0	-1.54	-0.48%
2613	Range Pass College	2	\$137.60	0	\$0.00	2	137.60	100.00%
3636	Range Pass Additional Member	14	\$258.02	12	\$221.16	2	36.86	16.67%
4681	'17-Range Pass High School	1	\$55.04	0	\$0.00	1	55.04	100.00%
4684	'17-Range Pass Individual	5	\$494.51	0	\$0.00	5	494.51	100.00%
<b>Range Balls Annual Total:</b>		<b>63</b>	<b>\$4,348.74</b>	<b>63</b>	<b>\$4,553.19</b>	<b>0</b>	<b>-204.45</b>	<b>-4.49%</b>
<b>Category: Range - Non-Tax</b>								
1764	Range Pass - High School/college Golf Team	0	\$0.00	2	\$300.00	-2	-300.00	-100.00%
4341	Range - High School Tournaments	0	\$0.00	123	\$492.00	-123	-492.00	-100.00%
<b>Range - Non-Tax Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>125</b>	<b>\$792.00</b>	<b>-125</b>	<b>-792.00</b>	<b>-100.00%</b>
<b>Range Total:</b>		<b>1,529</b>	<b>\$14,003.94</b>	<b>1,922</b>	<b>\$14,882.85</b>	<b>-393</b>	<b>-878.91</b>	<b>-5.91%</b>
<b>Sub Department: Handicaps</b>								
<b>Category: Handicap Fee</b>								
1444	Handicap Fee - Adult	353	\$8,276.04	339	\$7,997.01	14	279.03	3.49%
4761	Handicap Fee - Junior	1	\$9.39	0	\$0.00	1	9.39	100.00%
<b>Handicap Fee Total:</b>		<b>354</b>	<b>\$8,285.43</b>	<b>339</b>	<b>\$7,997.01</b>	<b>15</b>	<b>288.42</b>	<b>3.61%</b>
<b>Handicaps Total:</b>		<b>354</b>	<b>\$8,285.43</b>	<b>339</b>	<b>\$7,997.01</b>	<b>15</b>	<b>288.42</b>	<b>3.61%</b>
<b>Sub Department: Lessons</b>								
<b>Category: Private</b>								
1429	Lessons (1)	23	\$845.15	5	\$319.61	18	525.54	164.43%
2873	Lessons- Series Of 5	1	\$187.80	0	\$0.00	1	187.80	100.00%
<b>Private Total:</b>		<b>24</b>	<b>\$1,032.95</b>	<b>5</b>	<b>\$319.61</b>	<b>19</b>	<b>713.34</b>	<b>223.19%</b>
<b>Category: Group</b>								
4727	Lessons - Group 2 To 5 People(3 Lessons)	0	\$0.00	0	\$0.00	0	0.00	0.00%
<b>Group Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>0</b>	<b>0.00</b>	<b>0.00%</b>
<b>Category: Junior Lessons</b>								
4728	Lessons - Jr (1)	2	\$42.24	0	\$0.00	2	42.24	100.00%
4858	Lessons - Advanced Junior Golf	9	\$633.87	0	\$0.00	9	633.87	100.00%
<b>Junior Lessons Total:</b>		<b>11</b>	<b>\$676.11</b>	<b>0</b>	<b>\$0.00</b>	<b>11</b>	<b>676.11</b>	<b>100.00%</b>
<b>Lessons Total:</b>		<b>35</b>	<b>\$1,709.06</b>	<b>5</b>	<b>\$319.61</b>	<b>30</b>	<b>1,389.45</b>	<b>434.73%</b>
<b>Golf Course Revenue Total:</b>		<b>19,748</b>	<b>\$385,160.57</b>	<b>18,108</b>	<b>\$383,756.13</b>	<b>1,640</b>	<b>1,404.44</b>	<b>0.37%</b>
<b>Grand Total:</b>		<b>19,748</b>	<b>\$385,160.57</b>	<b>18,108</b>	<b>\$383,756.13</b>	<b>1,640</b>	<b>1,404.44</b>	<b>0.37%</b>

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
<b>Concessions</b>					
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
<b>Pro Shop</b>					
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
<b>Course</b>					
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
<b>Concessions</b>					
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
	-----	-----	-----	-----	-----
<b>Total Concessions</b>	9,779.34	11,314.67	33,055.25	27,720.74	68,600.00
<b>Pro Shop</b>					
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
	-----	-----	-----	-----	-----
<b>Total Pro Shop</b>	15,277.34	3,739.49	53,038.86	63,716.98	38,000.00
<b>Course</b>					
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					
	-----	-----	-----	-----	-----
<b>Total Course</b>	2,421.10	6,745.00	30,985.91	34,476.81	37,300.00
<b>Total Direct Expenditures</b>	27,477.78	21,799.16	117,080.02	125,914.53	143,900.00
	=====	=====	=====	=====	=====