



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, October 19, 2017**

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

**I. ROUTINE BUSINESS**

Roll Call:

Present: Annette Kohoutek, Carll Kretsinger, Steve Sager, Jim Miner, Terry Carda, Commissioner Stephanie Moser.

Absent: Dan Kramer.

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

Public Appearances: None.

Minutes: September 28, 2017 minutes approved. Kretsinger motioned, Sager second. Motion carried 5-0.

**II. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom J. and course software. (Attachment). Aeration of greens caused no issues with play. There was good fall weather. Still seeing some Great Life golfers utilizing affiliate agreement.
- B. League updates. All leagues are done. Winnings have been posted. Simulator league starts in December. Simulator will be up by mid-November. Tuesdays will continue to have senior fun events through the first week of December. Simulator this winter- try to do some senior golf in mornings to drive traffic in clubhouse.
- C. Year-to-Date Financials through September from City Software. The Course has had a good turn around on revenue year-to-date. Down in expenses year-to-date also. Margins on small golf items is easier to keep at a higher level. Club margins are not great once the clubs have to be marked down to move the product. Technology of clubs changes so rapidly it is hard to keep up with changes and keep products stocked that are the latest and greatest. Selling old items at below cost to finally get them out of inventory really hurts the pro shop margins. Still considering having a smaller inventory in pro shop and working with customers to order items from the companies. Question to have answered is will the club companies allow fitting days at the course without stocking their inventory? Club repair takes a lot of time and has small margins. Need to evaluate club repair and eliminate operations if not financially beneficial. Continue to do re-grips for clubs as it is not time consuming and financially makes more sense. Apparel sales and margins for apparel has been decent in 2017. Discusses concrete cart paths and funding. 2015 cart path install was a two-year budget project so half of project was paid in 2015 and half of project

was paid at the start of 2016. 2017 cart path installation was budgeted but has not been completed due to the City's 5% reduction in spending due to lower than projected sales tax revenues. 2018 budget has \$10,000 budgeted for cart path installation. In 2018, a determination will be made on the cart path project and whether it will be completed based on sales tax revenues realized by the City of Yankton. Probably need to try to do the cart project in-house to get the most linear feet of trail completed versus using a contractor to do the install.

- D. Long-term Vision for Fox Run Golf Course. Discussion as we prepare for City Commission Work Session on November 27, at 6:00pm. The public meeting will take place at the RTEC building on November 27. Research on other public course subsidies from around South Dakota (attachment). Advertising and sponsorship sales- how much should City staff do in this regard? Will public be accepting of City sales calls? Dozen or so Yankton area residents have Great Life Memberships. Will the course lose members to Great Life in future years? Will there every be a chance for Fox Run to try and have package deals that include in-town movies, other food options, bowling, state park visits, Mt. Marty events, etc.? What more can Great Life provide Fox Run in the future?
- E. 2018 rates discussion. Discussed having a 2% increase for 2018. Those that are loyalty rewards members would pay 2017 rates for the 2018 season. Also, the loyalty rewards members would have some credit to put toward season passes in 2018. Discussed creating an active military member rate- to match the Senior Rate special. Tom is also thinking about another men's league to play on Wednesday nights as that is the slowest night of the week for walk-up golf.
- F. Course conditions and projects. Greens have been tined. Green aeration was a challenge due to the rainy weather. Fertilizer and foliage sprays have been applied. Plan on draining and blowing out irrigation system in the beginning of November.

### **III. OTHER BUSINESS**

- A. Next Meeting Thursday, November 16, 2017.

### **IV. ADJOURN**

Miner motioned, Carda second. Motion carried 5-0.

# Fox Run Golf Course

## Comparative Sales Summary by Department

	Sep 01, '17 - Sep 30, '17		Sep 01, '16 - Sep 30, '16				
	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
<b>Golf Course Revenue Total:</b>	3,109	\$29,516.23	2,909	\$24,929.59	200	4,586.64	18.40%
<b>Golf Shop Revenue Total:</b>	2,117	\$10,090.71	698	\$9,335.05	1,419	755.66	8.09%
<b>Food &amp; Beverage Reve Total:</b>	4,418	\$16,147.92	4,180	\$14,479.74	238	1,668.18	11.52%
<b>Simulator Revenue Total:</b>	0	(\$187.23)	0	\$0.00	0	-187.23	-100.00%
<b>Unrecognized Revenue Total:</b>	482	(\$4,256.34)	275	(\$3,138.60)	207	-1,117.74	35.61%
<b>Grand Total:</b>	<b>10,126</b>	<b>\$51,311.29</b>	<b>8,062</b>	<b>\$45,605.78</b>	<b>2,064</b>	<b>5,705.51</b>	<b>12.51%</b>

# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Friday, September 1, 2017

To: Saturday, September 30, 2017

Item #	Description	Qty	Sales	Cost	Margin %	
<b>Department: Golf Course Revenue</b>						
<b>Sub-Department: Green Fees - Daily</b>						
<b>Item Category: Weekday</b>						
4764	Coupon - Comeback	215	(\$645.00)	\$0.00	0.00	
<b>Item Sub-Category: Daily</b>						
<b>Item Type: 18 Holes</b>						
4689	Summer 18 Hole Gf	95	\$2,028.72	\$0.00	100.00	
4693	Sr 18 Hole Gf	70	\$1,367.10	\$0.00	100.00	
4697	Junior 18 Hole Gf	3	\$50.25	\$0.00	100.00	
		<b>18 Holes Total:</b>	<b>168</b>	<b>\$3,446.07</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>						
4690	Summer 9 Hole Gf	135	\$2,135.70	\$0.00	100.00	
4694	Sr 9 Hole Gf	26	\$362.96	\$0.00	100.00	
4698	Junior 9 Hole Gf	13	\$142.97	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>174</b>	<b>\$2,641.63</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Daily Total:</b>	<b>342</b>	<b>\$6,087.70</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: Event</b>						
<b>Item Type: 9 Holes</b>						
4707	Outside Group Wkdy 9 Hole Gf	1	\$15.82	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>1</b>	<b>\$15.82</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Event Total:</b>	<b>1</b>	<b>\$15.82</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: Specials</b>						
<b>Item Type: 18 Holes</b>						
3171	Specials 18-Hole Reciprocal G F + Cart	9	\$108.90	\$0.00	100.00	
4718	Special Great Life 18 Hole Gf	29	\$269.70	\$0.00	100.00	
		<b>18 Holes Total:</b>	<b>38</b>	<b>\$378.60</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>						
4719	Special Great Life 9 Hole Gf	9	\$41.85	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>9</b>	<b>\$41.85</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Specials Total:</b>	<b>47</b>	<b>\$420.45</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Weekday Total:</b>	<b>605</b>	<b>\$5,878.97</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Weekend</b>						
<b>Item Sub-Category: Daily</b>						
<b>Item Type: 18 Holes</b>						
4708	Weekend Summer 18 Hole Gf	170	\$4,428.50	\$0.00	100.00	
		<b>18 Holes Total:</b>	<b>170</b>	<b>\$4,428.50</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>						
4710	Weekend Summer 9 Hole Gf	246	\$5,035.62	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>246</b>	<b>\$5,035.62</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Daily Total:</b>	<b>416</b>	<b>\$9,464.12</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: Event</b>						
<b>Item Type: 18 Holes</b>						
4078	Sa-Su Y H S Boosters	13	\$241.80	\$0.00	100.00	
		<b>18 Holes Total:</b>	<b>13</b>	<b>\$241.80</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>						
4713	Weekend Outside Group 9 Hole Gf	1	\$19.53	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>1</b>	<b>\$19.53</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Event Total:</b>	<b>14</b>	<b>\$261.33</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Weekend Total:</b>	<b>430</b>	<b>\$9,725.45</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Pass Rounds</b>						
<b>Item Sub-Category: Member</b>						
<b>Item Type: Limited</b>						
4703	Limited 18 Hole Gf	74	\$0.00	\$0.00	0.00	
4704	Limited 9 Hole Gf	72	\$0.00	\$0.00	0.00	
		<b>Limited Total:</b>	<b>146</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Type: Unlimited</b>						
3863	M-F 18 Unlimited Pass Summer Gf	2	\$0.00	\$0.00	0.00	
4701	Unlimited 18 Hole Gf	619	\$0.00	\$0.00	0.00	
4702	Unlimited 9 Hole Gf	229	\$0.00	\$0.00	0.00	
		<b>Unlimited Total:</b>	<b>850</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
		<b>Member Total:</b>	<b>996</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Sub-Category: Schools</b>						
4688	School Golf Teams Gf	45	\$0.00	\$0.00	0.00	
		<b>Schools Total:</b>	<b>45</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>



# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Friday, September 1, 2017

To: Saturday, September 30, 2017

Item #	Description	Qty	Sales	Cost	Margin %
<b>Item Sub-Category: Comp Rounds</b>					
4726	Complimentary Round	11	\$0.00	\$0.00	0.00
<b>Comp Rounds Total:</b>		<b>11</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Pass Rounds Total:</b>		<b>1,052</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Green Fees - Daily Total:</b>		<b>2,087</b>	<b>\$15,604.42</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Annual Pass Fees</b>					
<b>Item Category: Limited</b>					
<b>Item Sub-Category: Adult</b>					
1410	Annual Pass Adult Limited Play	-1	(\$400.00)	\$0.00	0.00
4673	'17-Annual Pass Adult Limited Play	1	\$415.81	\$0.00	100.00
<b>Adult Total:</b>		<b>0</b>	<b>\$15.81</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Limited Total:</b>		<b>0</b>	<b>\$15.81</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Unlimited</b>					
<b>Item Sub-Category: Adult</b>					
4669	'17-Annual Pass Adult Individual	3	\$1,624.20	\$0.00	100.00
4671	'17 -Annual Pass Individual Adult +1	1	\$706.05	\$0.00	100.00
<b>Adult Total:</b>		<b>4</b>	<b>\$2,330.25</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: Jr Adult</b>					
4670	'17-Annual Pass Jr. Adult Individual	1	\$290.24	\$0.00	100.00
<b>Jr Adult Total:</b>		<b>1</b>	<b>\$290.24</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Unlimited Total:</b>		<b>5</b>	<b>\$2,620.49</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Annual Pass Fees Total:</b>		<b>5</b>	<b>\$2,636.30</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Golf Carts</b>					
<b>Item Category: Pull Cart Rental</b>					
1431	Pull Cart Rental	15	\$56.10	\$0.00	100.00
<b>Pull Cart Rental Total:</b>		<b>15</b>	<b>\$56.10</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Cart Storage</b>					
4678	'17-Annual Golf Car Storage Fee	1	\$272.30	\$0.00	100.00
<b>Cart Storage Total:</b>		<b>1</b>	<b>\$272.30</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Annual Trail Fee</b>					
4675	'17-Annual Trail Fee	1	\$172.10	\$0.00	100.00
<b>Annual Trail Fee Total:</b>		<b>1</b>	<b>\$172.10</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Annual Cart Rental</b>					
4679	'17-Annual Golf Car Lease - Individual	1	\$381.40	\$0.00	100.00
4680	'17-Annual Golf Car Lease - Individual +1	1	\$493.02	\$0.00	100.00
<b>Annual Cart Rental Total:</b>		<b>2</b>	<b>\$874.42</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Daily Cart Usage</b>					
<b>Item Sub-Category: Trail Fees</b>					
1413	Trail Fee Daily	14	\$129.27	\$0.00	100.00
<b>Trail Fees Total:</b>		<b>14</b>	<b>\$129.27</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: 9 Holes</b>					
1388	Golf Car 9	327	\$3,041.10	\$0.00	100.00
2940	Golf Car 9 Senior	117	\$869.43	\$0.00	100.00
<b>9 Holes Total:</b>		<b>444</b>	<b>\$3,910.53</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: 18 Holes</b>					
1385	Golf Car 18	281	\$3,919.95	\$0.00	100.00
2941	Golf Car 18 Senior	46	\$513.82	\$0.00	100.00
2949	Rider Fee	5	\$23.25	\$0.00	100.00
4415	Golf Car Y H S Boosters	7	\$52.26	\$0.00	100.00
<b>18 Holes Total:</b>		<b>339</b>	<b>\$4,509.28</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Daily Cart Usage Total:</b>		<b>797</b>	<b>\$8,549.08</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Golf Carts Total:</b>		<b>816</b>	<b>\$9,924.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Range</b>					
<b>Item Category: Range Balls Daily</b>					
1416	Small Range Bucket	65	\$296.78	\$0.00	100.00
3642	Range Token - Junior Golf	1	\$1.81	\$0.00	100.00
4503	Large Range Bucket	83	\$685.58	\$0.00	100.00
<b>Range Balls Daily Total:</b>		<b>149</b>	<b>\$984.17</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Range Balls Annual</b>					
4684	'17-Range Pass Individual	1	\$100.92	\$0.00	100.00
<b>Range Balls Annual Total:</b>		<b>1</b>	<b>\$100.92</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Range - Non-Tax</b>					
4341	Range - High School Tournaments	49	\$196.00	\$0.00	100.00
<b>Range - Non-Tax Total:</b>		<b>49</b>	<b>\$196.00</b>	<b>\$0.00</b>	<b>100.00</b>

# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Friday, September 1, 2017

To: Saturday, September 30, 2017

Item #	Description	Qty	Sales	Cost	Margin %	
		<b>Range Total:</b>	<b>199</b>	<b>\$1,281.09</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Handicaps</b>						
<b>Item Category: Handicap Fee</b>						
1444	Handicap Fee - Adult	1	\$23.47	\$22.00	6.26	
		<b>Handicap Fee Total:</b>	<b>1</b>	<b>\$23.47</b>	<b>\$22.00</b>	<b>6.26</b>
		<b>Handicaps Total:</b>	<b>1</b>	<b>\$23.47</b>	<b>\$22.00</b>	<b>6.26</b>
<b>Sub-Department: Lessons</b>						
<b>Item Category: Private</b>						
1429	Lessons (1)	1	\$46.95	\$0.00	100.00	
		<b>Private Total:</b>	<b>1</b>	<b>\$46.95</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Lessons Total:</b>	<b>1</b>	<b>\$46.95</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Golf Course Revenue Total:</b>	<b>3,109</b>	<b>\$29,516.23</b>	<b>\$22.00</b>	<b>99.93</b>

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Fox Run Golf Course  
Statement of Revenues & Expenses

	01Sep2017 30Sep2017	01Sep2016 30Sep2016	01Jan2017 30Sep2017	01Jan2016 30Sep2016	Legal Budget
Direct Revenues:					
Concessions	15,572.92	15,702.98	142,513.18	129,411.27	155,880.00
Pro Shop	8,423.47	9,599.71	66,315.92	64,400.20	57,800.00
Course	33,848.08	26,163.31	442,746.71	442,546.91	469,500.00
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Total Direct Revenues	57,844.47	51,466.00	651,575.81	636,358.38	683,180.00
Direct Expenses:					
Concessions	11,402.68	12,491.98	57,847.12	50,816.92	68,600.00
Pro Shop	3,098.43	6,577.90	62,314.54	75,934.11	38,000.00
Course			38,483.91	35,631.81	37,300.00
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Total Direct Expenses	14,501.11	19,069.88	158,645.57	162,382.84	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -		1.01	(2.63)	(25.19)	600.00
Indirect Expenses:					
Personal Services	28,617.75	30,346.93	295,646.23	314,553.92	458,507.00
Insurance			5,492.02	6,071.57	6,405.00
Professional Services	1,797.50	1,561.45	19,507.93	14,756.46	22,400.00
Advertising	450.00	815.25	6,549.95	11,566.20	8,500.00
Repair & Maintenance	2,571.77	5,927.41	35,089.36	38,095.46	52,500.00
Supplies & Materials	2,620.75	7,205.90	49,247.09	52,394.35	60,250.00
Travel, Conference & Dues		(41.90)	1,370.56	2,515.80	3,650.00
Utilities	4,833.97	4,805.13	25,148.29	21,582.30	35,900.00
Billing and Administration				67,340.00	
Depreciation	4,218.78	4,218.78	37,969.02	43,428.48	55,745.00
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Total Indirect Expenses	45,110.52	54,838.95	476,020.45	572,304.54	703,857.00
Net Operating Income	(1,767.16)	(22,441.82)	16,907.16	(98,354.19)	(163,977.00)
	=====	=====	=====	=====	=====
Capital Outlay	560.80		91,308.78	46,894.57	77,000.00
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Fox Run Golf Course  
Statement of Revenues

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	01Sep2017 30Sep2017	01Sep2016 30Sep2016	01Jan2017 30Sep2017	01Jan2016 30Sep2016	Legal Budget
<b>Concessions</b>					
CASH Long	83.45	86.62	1,096.40	936.83	1,000.00
PREPARED FOOD	4,737.65	4,051.98	37,565.09	29,675.18	34,180.00
PRE-PACKAGED FOOD	634.23	945.55	6,165.35	7,534.19	10,700.00
BEER	8,363.89	7,812.98	81,262.50	71,109.54	85,000.00
BOTTLED POP	1,753.70	2,805.85	16,423.84	20,155.53	25,000.00
MISCELLANEOUS CONCESSIONS					
<b>Total Concessions</b>	<b>15,572.92</b>	<b>15,702.98</b>	<b>142,513.18</b>	<b>129,411.27</b>	<b>155,880.00</b>
<b>Pro Shop</b>					
GOLF BALLS	1,019.69	1,654.30	12,820.77	13,654.62	14,000.00
GLOVES	570.17	635.91	4,289.71	4,744.12	2,000.00
GOLF CAPS/VISORS	560.89	474.12	3,827.41	5,296.68	1,800.00
MERCHANDISE	2,704.60	1,975.68	17,401.85	11,199.88	12,500.00
MERCHANDISE NON-TAX				156.62	500.00
GOLF EQUIPMENT	3,015.79	3,923.28	20,145.23	21,509.22	12,500.00
MISCELLANEOUS MERCHANDISE				94.34	
CLUB REPAIRS	505.38	936.42	6,074.94	7,425.11	11,000.00
LESSONS	46.95		1,756.01	319.61	3,500.00
<b>Total Pro Shop</b>	<b>8,423.47</b>	<b>9,599.71</b>	<b>66,315.92</b>	<b>64,400.20</b>	<b>57,800.00</b>
<b>Course</b>					
SIMULATOR	34.58		4,758.11	5,048.50	6,000.00
SIMULATOR NON-TAXABLE	500.00		500.00	500.00	1,200.00
SEASON PASS	2,636.30	134.88	169,226.38	168,041.21	164,000.00
SEASON PASS NON-TAX	3,616.21		3,616.21	3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	8,783.86	6,103.21	53,883.66	48,372.52	45,000.00
GRREN FEES NON-TAX	1,712.00	2,730.00	3,694.48	6,140.20	6,500.00
GREEN FEES - WEEKDAYS	4,613.40	7,120.00	53,817.58	58,080.47	80,000.00
GOLF CAR RENTAL	9,769.25	7,787.90	76,980.20	66,748.02	65,000.00
GOLF CAR STORAGE (NON-TAX)	272.30	259.43	20,685.79	23,840.95	21,600.00
TRAIL FEES	172.10	150.12	23,761.57	27,715.13	29,000.00
PULL CART RENTAL	44.88	33.66	452.54	366.52	300.00
GOLF CLUB RENTAL		77.70		865.82	800.00
DRIVING RANGE	1,049.73	1,066.41	15,761.18	16,155.58	18,000.00
DRIVING RANGE NON-TAX	620.00	700.00	943.53	1,239.66	800.00
HANDICAPING	23.47		8,308.90	7,973.43	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM			4,452.58	3,794.00	4,000.00
GOLF CART WRAPS			1,900.00	3,694.61	15,300.00
LEAGUE SOFTWARE ADS			4.00		
<b>Total Course</b>	<b>33,848.08</b>	<b>26,163.31</b>	<b>442,746.71</b>	<b>442,546.91</b>	<b>469,500.00</b>
<b>Total Direct Revenues</b>	<b>57,844.47</b>	<b>51,466.00</b>	<b>651,575.81</b>	<b>636,358.38</b>	<b>683,180.00</b>



10/13/17

Fox Run Golf Course  
Statement of Expenditures

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	01Sep2017 30Sep2017	01Sep2016 30Sep2016	01Jan2017 30Sep2017	01Jan2016 30Sep2016	Legal Budget
<b>Concessions</b>					
CASH SHORT	26.46	102.95	764.44	1,902.21	2,500.00
PREPARED FOODS	4,344.72	4,653.25	23,256.59	14,365.10	26,000.00
CANDY	241.20	745.90	1,785.40	2,594.20	4,000.00
BEER	5,916.30	4,863.55	26,300.35	23,564.25	27,000.00
POP	874.00	1,812.96	5,740.34	6,972.99	9,000.00
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Total Concessions	11,402.68	12,491.98	57,847.12	50,816.92	68,600.00
<b>Pro Shop</b>					
GOLF BALLS		4,247.47	6,466.38	33,149.88	10,000.00
GLOVES			3,237.68	3,056.45	1,000.00
GOLF CAPS/VISORS	747.04		1,639.88	2,800.01	1,000.00
MERCHANDISE	1,701.47	662.58	25,781.62	12,549.47	10,000.00
GOLF EQUIPMENT	649.92	976.75	22,327.04	18,775.55	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS		691.10	2,861.94	5,553.26	6,000.00
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Total Pro Shop	3,098.43	6,577.90	62,314.54	75,934.11	38,000.00
<b>Course</b>					
GOLF CAR RENTAL			25,985.81	25,305.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL				430.00	
PULL CART RENTAL					
DRIVING RANGE			4,109.00	3,276.00	2,500.00
HANDICAPING			7,348.00	6,620.00	7,800.00
JUNIOR GOLF PROGRAM			1,041.10		1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course			38,483.91	35,631.81	37,300.00
Total Direct Expenditures	14,501.11	19,069.88	158,645.57	162,382.84	143,900.00
	=====	=====	=====	=====	=====

## Long-Term Vision for Fox Run Discussion

- Community golf and recreation.
  - Similar operation to current practices.
  - Lessons, leagues, outings.
  - Limited food and beverage.
    - New cooking system?
    - Walk-in cooler?
  - Limited Pro-shop.
    - Have more items available by order and not stocked.
  
- Golf and an event/parties facility.
  - Pro-shop becomes very limited.
  - Cater in food and beverage or change food and beverage operations to allow for in-house preparation?
    - New cooking system?
    - Walk-in cooler?
  - Remodel clubhouse to allow for bigger events.
    - Simulator stays or is eliminated?
  - Revenue from facility rental fees.
  - Outside events in green spaces when weather allows.
  - There will be no liquor license available until City's population reaches 22,001.
    - To get a liquor license before population threshold is reached, would have to buy one on the open market when one comes up for sale.
    - Clubhouse would have to be remodeled to allow for a bar area as those under 21 cannot loiter in a facility that has liquor.
    - May change family friendly image.
    - Changes who can work behind bar and serve.
  - What type of staff changes would be needed?
  
- Golf and bar.
  - There will be no liquor license available until City's population reaches 22,001.
    - To get a liquor license before population threshold is reached, would have to buy one on the open market when one comes up for sale.
    - Clubhouse would have to be remodeled to allow for a bar area as those under 21 cannot loiter in a facility that has liquor.
    - May change family friendly image.
    - Changes who can work behind bar and serve.
  
- Golf and restaurant oriented.
  - New cooking system.
  - Walk-in cooler.
  - Simulator stays or is eliminated?
  
- Combine facility with another entity for golf and their offerings.
  - Golf Management Company?
  - Great-Life Golf and Fitness?
  - Local business or management firm?
  
- Other vision?

City of Yankton

	2015	2016
Revenues	\$ 767,878	\$ 702,056
Non-Operating Income		
Operating Expenses	\$ 781,149	\$ 881,766
w/o Depreciation	\$ (56,085)	\$ (51,866)
Net Expenses	\$ 725,064	\$ 829,900
Capital Expenses	\$ 56,546	\$ 46,895
Net Course Revenue	\$ (13,732)	\$ (174,739)

Billing and Admin. Fee left out of these figures

City of Vermillion

	2015	2016
Revenues	\$ 610,114	\$ 624,018
Non-Operating Income	\$ 78,254	\$ 74,192
Operating Expenses	\$ 758,735	\$ 775,620
Capital Expenses	\$ 18,936	\$ 4,213
Net Course Revenue	\$ (89,303)	\$ (81,623)

City of Webster

	2015	2016
Revenues	\$ 94,897	\$ 89,325
Operating Expenses	\$ 162,144	\$ 155,483
Capital Expenses	\$ (67,247)	\$ (66,158)
Net Course Revenue	\$ (67,247)	\$ (66,158)

City of Clark

	2015	2016
Revenues	\$ 156,060	\$ 154,112
Non-Operating Income		
Operating Expenses	\$ 231,991	\$ 204,254
w/o Depreciation		
Net Expenses		
Capital Expenses		
Net Course Revenue	\$ (75,931)	\$ (50,142)

City of Hot Springs

	2015	2016
Revenues	\$ 427,078	\$ 420,805
Non-Operating Income		
Operating Expenses	\$ 615,552	\$ 582,369
w/o Depreciation	\$ (74,046)	\$ (72,153)
Net Expenses	\$ 541,506	\$ 510,216
Capital Expenses	\$ 10,899	\$ 1,778
Net Course Revenue	\$ (125,327)	\$ (91,189)

City of Aberdeen

	2015	2016
Revenues	\$ 409,614	\$ 432,291
Non-Operating Income		
Operating Expenses	\$ 544,896	\$ 603,748
w/o Depreciation		
Net Expenses		
Capital Expenses		
Net Course Revenue	\$ (135,282)	\$ (171,457)

5% Admin. Fee on revenues

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City of Brandon

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	<b>2015</b>	<b>2016</b>
Revenues	\$ 1,163,523	\$ 1,089,552
Non-Operating Income		
Operating Expenses	\$ 1,230,571	\$ 1,207,020
w/o Depreciation		
Net Expenses	<u>\$ 1,230,571</u>	<u>\$ 1,207,020</u>
Capital Expenses	\$ 46,253	\$ 42,006
Net Course Revenue	<u>\$ (113,301)</u>	<u>\$ (159,474)</u>
Principal Payment	\$108,153	\$149,074

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City of Huron

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	<b>2016</b>
	\$ 372,618
	\$ 606,242
	<u>\$ (121,922)</u>
	<u>\$ 484,320</u>
	<u>\$ 111,591</u>
	<u>\$ (223,293)</u>

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City of Pierre

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Season Passes sold	420
Net Course Revenue	<u>\$ (160,000)</u>