



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, April 19, 2018
Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

- A. Roll Call. Carll Kretsinger, Stephanie Moser, and Todd Larson will be absent. Mayor Jake Hoffner will attend in Commissioner Moser’s absence.
- B. Consideration of January 18, 2018 Minutes. There was no February or March meeting as we did not have quorums. (attachment)
- 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. Trail along Highway 50 and West City Limits Road. The City is still waiting to hear back from the State as Stockwell Engineers have submitted plans for final review. The project will be a State project, but the City will see the approved plans once the State sends them back to Stockwell. The plans will be brought to the Golf Advisory Board when the City has them.
- B. Golf cart lease approved for 40 carts for five years. The “Shark Experience,” a GPS and entertainment system for the carts, has been approved by the City Commission (attachment). The walk-up cart use rates have been adjusted for 2018 and approved by the City Commission. The golf cart yearly pass fee for 2018 will not increase with this added amenity
- C. Discussion on the gate for the “C” cart shed access drive.
- D. Simulator re-cap from winter season. Tom J.
- E. 2017 financial report from City finance department. (attachment)
- F. 2018 financial report through March from City finance department. (attachment)

G. 2018 planning and updates. Tom J.

H. Course conditions and projects. Rockie W.

III. OTHER BUSINESS

A. Next Meeting Thursday, May 17, 2018.

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, January 18, 2018

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

I. ROUTINE BUSINESS

Roll Call:

Present: Dan Kramer, Carll Kretsinger, Steve Sager, Commissioner Stephanie Moser.

Absent: Annette Kohoutek, Jim Miner, Terry Carda.

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

Public Appearances: Jerry Busby, Daryl Sundleaf, Duane Chladek.

Minutes: November 16, 2017 minutes approved. Kretsinger motioned, Kramer second. Motion carried 3-0.

II. NEW BUSINESS

A. 2018 planning and updates.

- The clubhouse has had some renovations made with the removal of the half-wall in the pro-shop area. The ceiling air vents have been cleaned and painted. The goal is to have more space to work at keeping golf event participants in the facility after tournaments and outings. The staff is looking at the possibility of moving the check-in counter from its current location to the area where the club repair has been the past couple of years. By moving the check-in counter, the staff would be able to quickly check the 1st tee, 10th tee, 9th green, and 18th green.
- Tom and the committee that works on the pro-am are working to have the pro-am events in the clubhouse versus other outside facilities. In the future, if the check-in counter is relocated, the current area of the check-in counter could be used to set-up buffet lines for eating events inside the clubhouse. This would allow the food to be moved off of the bar serving area. Window seating is a focus of having events and food service inside the clubhouse.
- Can the chairs in the clubhouse be re-upholstered with black and get rid of the pinkish color? Federal prison may be able to help with upholstery.
- The men's room will be getting new stall partitions. It will be re-painted also.
- The simulator has a new screen. The launch monitor had a module replaced and is working well since the replacement. There is a ½ price senior promotion for playing on the simulator prior to 5:00pm during the week. This has generated some play.

- The pro-am committee has been meeting. There were 34 teams in 2017, the goal is to have the max of 44 teams for 2018. The committee will continue to evaluate the date to see if the switch is working for the course and recruiting teams. The committee wants to focus on recruiting local teams to fill the pro-am.
- Summer league meetings will be held in March. Tom is looking to add a scramble league during the week and the idea is for Wednesday evenings to pair with the women's league so the entire course would be closed. Vermillion has a scramble league and Tom is modeling the new league off of Vermillion's. Tom is pondering revising the summer senior league (open to those 55 years old and older). Losing more players due to age then gaining members who are turning 55. The suggestion was made to recruit players from Hillcrest for this league.
- The White Whale tournament is looking for people to step in as organizers. Fox Run would like to continue with the tournament in the future but would like some pass holders to organize and administer the tournament.
- 2018- 25th year of play at Fox Run. Looking at some events for the summer. Could the Fox Run logos and "25th Year of Play" be on the flags and the flags sold as a fund-raiser?
- In 2017, the course sold 2018 golf passes in the fall to generate some extra play for 2017. There were 6 to 8 passes sold. There are a few new people inquiring about season passes for 2018. There has been an uptick in people doing the payment plan for season passes in 2018.
- The course needs to advertise the SAC member discount for Fox Run pass-holders and combine with the February Get-Up-and-Play marketing at the SAC.
- City Commission work session at the end of 2017 provided direction for the course. Continue to operate as the course has in the past. At this time there will be no upgrade in the cooking system or food storage to help recruit events. Focus on small group events that can utilize the cooking system we have and also make improvements to the clubhouse to attract these smaller events.
- New five year cart lease will be approved in January. New fleet of carts will be 40 electric carts with dual USB ports.
- Market the course locally with all the new housing in-town and around the lake.
- Develop a stay and play package for the local hotels
- Facebook marketing to keep Fox Run in front of golfers in the region.

B. Course conditions and projects. Concern for greens with low temperatures, wind, and no snow cover. Lack of wind this winter has helped. So far, the greens have been satisfactory on inspection. Green on #14 has started to show some fissures in the turf. Snow fall would be good for the course. The course does have a portable 300 gallon tank which can be used to haul water to the greens if needed. Watching out for the greens' health as we get to the end of February and into March if moisture is lacking.

III. OTHER BUSINESS

A. Next Meeting Thursday, February 15, 2018.

IV. ADJOURN

Sager motioned, Kramer second. Motion carried 3-0.

04/13/18

Fox Run Golf Course
Statement of Revenues & Expenses

	01Dec2017 31Dec2017	01Dec2016 31Dec2016	01Jan2017 31Dec2017	01Jan2016 31Dec2016	Legal Budget
Direct Revenues:					
Concessions	2,655.05	2,809.82	156,240.62	142,036.61	155,880.00
Pro Shop	4,450.13	9,159.46	86,042.75	90,793.35	57,800.00
Course	12,943.08	11,621.43	470,889.43	468,071.69	469,500.00
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Total Direct Revenues	20,048.26	23,590.71	713,172.80	700,901.65	683,180.00
Direct Expenses:					
Concessions	2,437.16	3,150.64	70,899.76	61,013.27	68,600.00
Pro Shop	1,885.69	3,391.40	74,103.94	88,076.95	38,000.00
Course	22.00		100,804.23	36,591.81	37,300.00
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Total Direct Expenses	4,344.85	6,542.04	245,807.93	185,682.03	143,900.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	256.08	(8.81)	58,462.71	1,154.51	600.00
Indirect Expenses:					
Personal Services	22,223.66	41,046.95	372,342.78	413,658.74	458,507.00
Insurance	(898.76)	(867.38)	5,460.64	5,292.98	6,405.00
Professional Services	1,956.54	6,338.43	28,529.63	25,435.29	22,400.00
Advertising	66.95	40.00	7,195.55	11,606.20	8,500.00
Repair & Maintenance	9,755.98	5,893.26	52,778.59	50,184.72	52,500.00
Supplies & Materials	3,697.67	3,171.95	66,058.46	60,929.68	60,250.00
Travel, Conference & Dues	141.39	252.44	1,561.16	2,850.14	3,650.00
Utilities	4,532.87	4,934.92	35,763.67	32,782.39	35,900.00
Billing and Administration				67,340.00	
Depreciation		7,441.52	46,406.58	59,307.56	55,745.00
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Total Indirect Expenses	41,476.30	75,214.10	616,097.06	736,349.71	703,857.00
Net Operating Income	(25,516.81)	(58,174.24)	(90,269.48)	(219,975.58)	(163,977.00)
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Capital Outlay		(46,894.57)	91,308.78		77,000.00
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Fox Run Golf Course
Statement of Revenues

	01Dec2017 31Dec2017	01Dec2016 31Dec2016	01Jan2017 31Dec2017	01Jan2016 31Dec2016	Legal Budget
Concessions					
CASH Long	7.79	680.42	1,212.27	1,726.77	1,000.00
PREPARED FOOD	1,007.84	694.71	41,873.30	32,888.32	34,180.00
PRE-PACKAGED FOOD	111.66	136.02	6,731.17	8,268.68	10,700.00
BEER	1,170.05	985.03	88,305.29	76,861.65	85,000.00
BOTTLED POP	357.71	313.64	18,118.59	22,291.19	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	2,655.05	2,809.82	156,240.62	142,036.61	155,880.00
Pro Shop					
GOLF BALLS	559.75	1,600.77	15,028.45	18,165.72	14,000.00
GLOVES	122.68	292.32	5,254.26	5,962.36	2,000.00
GOLF CAPS/VISORS	121.12	169.88	4,591.69	6,592.02	1,800.00
MERCHANDISE	1,159.23	1,016.30	24,742.23	15,515.17	12,500.00
MERCHANDISE NON-TAX				156.62	500.00
GOLF EQUIPMENT	2,163.35	5,602.51	27,598.06	34,968.41	12,500.00
MISCELLANEOUS MERCHANDISE				94.34	
CLUB REPAIRS	324.00	477.68	7,072.05	9,019.10	11,000.00
LESSONS			1,756.01	319.61	3,500.00
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Total Pro Shop	4,450.13	9,159.46	86,042.75	90,793.35	57,800.00
Course					
SIMULATOR	1,069.20	2,904.17	6,077.81	8,154.59	6,000.00
SIMULATOR NON-TAXABLE			278.19	500.00	1,200.00
SEASON PASS	4,829.61	825.11	174,877.57	168,866.32	164,000.00
SEASON PASS NON-TAX			3,616.21	3,446.69	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS		136.29	57,869.02	51,643.60	45,000.00
GRREN FEES NON-TAX			4,782.13	6,140.20	6,500.00
GREEN FEES - WEEKDAYS	512.83	37.68	57,217.57	63,154.89	80,000.00
GOLF CAR RENTAL	1,476.14	70.36	83,717.98	71,791.06	65,000.00
GOLF CAR STORAGE (NON-TAX)	272.30	260.83	21,230.39	24,101.78	21,600.00
TRAIL FEES	339.55	164.85	24,273.22	27,940.76	29,000.00
PULL CART RENTAL	18.70	3.74	527.34	460.02	300.00
GOLF CLUB RENTAL				881.36	800.00
DRIVING RANGE	339.44	184.34	16,531.68	16,731.06	18,000.00
DRIVING RANGE NON-TAX			1,139.53	1,239.66	800.00
HANDICAPING	140.82		8,449.72	7,973.43	8,500.00
LEAGUES	180.01	3,085.40	180.01	3,085.40	
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		
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Total Course	12,943.08	11,621.43	470,889.43	468,071.69	469,500.00
Total Direct Revenues	20,048.26	23,590.71	713,172.80	700,901.65	683,180.00
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Fox Run Golf Course
Statement of Expenditures

	01Dec2017 31Dec2017	01Dec2016 31Dec2016	01Jan2017 31Dec2017	01Jan2016 31Dec2016	Legal Budget
Concessions					
CASH SHORT	2.39	507.67	799.45	2,559.53	2,500.00
PREPARED FOODS	1,387.13	1,589.06	30,078.67	18,845.28	26,000.00
CANDY	12.30	31.65	2,188.25	2,977.40	4,000.00
BEER	740.40	757.98	30,668.55	26,977.27	27,000.00
POP	294.94	264.28	7,164.84	8,235.62	9,000.00
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Total Concessions	2,437.16	3,150.64	70,899.76	61,013.27	68,600.00
Pro Shop					
GOLF BALLS	2,041.21	(3,540.53)	8,507.59	29,609.35	10,000.00
GLOVES	(187.32)	573.27	3,808.94	3,629.72	1,000.00
GOLF CAPS/VISORS	698.47	(308.05)	3,099.51	2,491.96	1,000.00
MERCHANDISE	(3,128.95)	3,558.23	25,817.79	17,611.85	10,000.00
GOLF EQUIPMENT	733.94	4,582.85	24,994.33	29,800.45	10,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	1,728.34	(1,474.37)	7,875.78	4,884.13	6,000.00
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Total Pro Shop	1,885.69	3,391.40	74,103.94	88,076.95	38,000.00
Course					
GOLF CAR RENTAL			84,760.97	25,305.81	26,000.00
REIMBURSEMENT-GOLF SHED RENTAL				430.00	
PULL CART RENTAL					
DRIVING RANGE			5,092.16	3,276.00	2,500.00
HANDICAPING	22.00		7,832.00	7,080.00	7,800.00
JUNIOR GOLF PROGRAM			2,732.60	500.00	1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course	22.00		100,804.23	36,591.81	37,300.00
Total Direct Expenditures	4,344.85	6,542.04	245,807.93	185,682.03	143,900.00
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04/05/18

Fox Run Golf Course
Statement of Revenues & Expenses

	01Mar2018 31Mar2018	01Mar2017 31Mar2017	01Jan2018 31Mar2018	01Jan2017 31Mar2017	Legal Budget
Direct Revenues:					
Concessions	1,106.36	2,519.88	4,670.33	7,115.61	161,700.00
Pro Shop	2,181.21	1,104.99	4,313.59	5,157.48	91,200.00
Course	22,739.01	61,725.19	63,600.38	126,721.66	466,900.00
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Total Direct Revenues	26,026.58	65,350.06	72,584.30	138,994.75	719,800.00
Direct Expenses:					
Concessions	745.87	1,124.39	1,069.51	1,626.03	62,700.00
Pro Shop	4,099.73	376.49	4,719.65	3,367.14	45,000.00
Course	4,704.00	3,744.00	4,704.00	3,744.00	38,500.00
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Total Direct Expenses	9,549.60	5,244.88	10,493.16	8,737.17	146,200.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	597.89	(2.51)	608.86	(2.66)	1,000.00
Indirect Expenses:					
Personal Services	19,480.12	26,495.65	61,000.68	78,188.37	405,872.00
Insurance		5,392.55	5,796.19	6,259.93	6,710.00
Professional Services	813.78	1,474.18	10,307.74	2,164.34	22,900.00
Advertising		137.50		507.34	4,500.00
Repair & Maintenance	4,567.51	1,615.21	14,439.81	4,757.44	52,500.00
Supplies & Materials	817.17	1,609.19	1,291.65	1,896.28	59,600.00
Travel, Conference & Dues	512.10	283.37	882.10	568.37	3,250.00
Utilities	2,243.94	1,782.96	5,305.41	3,729.17	37,600.00
Billing and Administration					
Depreciation	4,218.78	4,218.78	12,656.34	12,656.34	55,745.00
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Total Indirect Expenses	32,653.40	43,009.39	111,679.92	110,727.58	648,677.00
Net Operating Income	(15,578.53)	17,093.28	1,020.08	19,527.34	125,923.00
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Capital Outlay		98,870.00		98,870.00	82,000.00
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04/05/18

Fox Run Golf Course
Statement of Revenues

1

	01Mar2018 31Mar2018	01Mar2017 31Mar2017	01Jan2018 31Mar2018	01Jan2017 31Mar2017	Legal Budget
Concessions					
CASH Long	6.51	76.26	27.42	102.88	1,000.00
PREPARED FOOD	502.88	801.97	1,935.03	2,440.61	40,000.00
PRE-PACKAGED FOOD	20.18	121.67	223.29	259.33	10,700.00
BEER	473.49	1,165.75	2,007.71	3,452.73	85,000.00
BOTTLED POP	103.30	354.23	476.88	860.06	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	1,106.36	2,519.88	4,670.33	7,115.61	161,700.00
Pro Shop					
GOLF BALLS	46.80	104.21	158.45	279.71	19,000.00
GLOVES	61.97	95.05	166.70	209.22	6,000.00
GOLF CAPS/VISORS	26.95	79.51	89.80	108.20	7,000.00
MERCHANDISE	119.97	240.20	295.23	658.33	16,000.00
MERCHANDISE NON-TAX					200.00
GOLF EQUIPMENT	1,617.91	205.03	3,104.85	2,737.84	30,000.00
MISCELLANEOUS MERCHANDISE					
CLUB REPAIRS	213.71	380.99	357.71	1,164.18	11,000.00
LESSONS	93.90		140.85		2,000.00
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Total Pro Shop	2,181.21	1,104.99	4,313.59	5,157.48	91,200.00
Course					
SIMULATOR	1,278.44	564.13	5,558.35	4,698.29	7,000.00
SIMULATOR NON-TAXABLE					600.00
SEASON PASS	14,678.55	39,738.03	39,815.42	81,808.38	169,000.00
SEASON PASS NON-TAX					3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS		958.55	39.08	1,059.01	52,000.00
GRREN FEES NON-TAX					6,500.00
GREEN FEES - WEEKDAYS		368.50		695.89	70,000.00
GOLF CAR RENTAL	1,255.82	4,222.19	3,764.19	8,525.10	73,000.00
GOLF CAR STORAGE (NON-TAX)	2,087.80	6,145.64	5,355.40	11,258.41	21,600.00
TRAIL FEES	2,663.80	7,075.20	6,557.90	12,779.19	29,000.00
PULL CART RENTAL		14.96		14.96	500.00
GOLF CLUB RENTAL					800.00
DRIVING RANGE	117.44	1,196.93	515.61	2,689.99	18,500.00
DRIVING RANGE NON-TAX					800.00
HANDICAPING	657.16	1,441.06	1,619.43	3,192.44	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS			375.00		1,000.00
LEAGUE SOFTWARE ADS					
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Total Course	22,739.01	61,725.19	63,600.38	126,721.66	466,900.00
Total Direct Revenues	26,026.58	65,350.06	72,584.30	138,994.75	719,800.00
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04/05/18

Fox Run Golf Course
Statement of Expenditures

1

	01Mar2018 31Mar2018	01Mar2017 31Mar2017	01Jan2018 31Mar2018	01Jan2017 31Mar2017	Legal Budget
Concessions					
CASH SHORT	20.26	73.76	45.79	75.61	1,200.00
PREPARED FOODS	404.61	594.13	702.72	1,030.32	22,000.00
CANDY	29.90	53.65	29.90	53.65	3,500.00
BEER	249.75	322.35	249.75	385.95	27,000.00
POP	41.35	80.50	41.35	80.50	9,000.00
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Total Concessions	745.87	1,124.39	1,069.51	1,626.03	62,700.00
Pro Shop					
GOLF BALLS	3,377.07	1,076.49	3,377.07	1,076.49	10,000.00
GLOVES					3,000.00
GOLF CAPS/VISORS	185.66		185.66		1,000.00
MERCHANDISE				402.50	10,000.00
GOLF EQUIPMENT	537.00	(700.00)	1,156.92	1,310.76	15,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS				577.39	6,000.00
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Total Pro Shop	4,099.73	376.49	4,719.65	3,367.14	45,000.00
Course					
GOLF CAR RENTAL					25,500.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE	4,704.00	3,744.00	4,704.00	3,744.00	4,200.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course	4,704.00	3,744.00	4,704.00	3,744.00	38,500.00
Total Direct Expenditures	9,549.60	5,244.88	10,493.16	8,737.17	146,200.00
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