



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, May 17, 2018**  
**Fox Run Golf Course Clubhouse – 12:00 P.M.**

**I. ROUTINE BUSINESS**

Roll Call:

Present: Dan Kramer, Carll Kretsinger, Jim Miner, Terry Carda.

Absent: Steve Sager, Annette Kohoutek, and Commissioner Stephanie Moser.

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

Public Appearances: None.

Minutes: April 19, 2018 minutes approved. Miner motioned, Kramer second. Motion carried 4-0.

**II. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom and course software. There has been an increase in Great Life members from within Yankton or in close proximity to the city using the course. There have been some previous Fox Run season pass holders who have gone to Great Life Memberships and no longer have season passes with Fox Run. Fox Run has 53 season passes less from last year year-to-date. Pro shop sales have been decent year-to-date.
- B. League updates. Starting May 31, on Thursdays, Tom is creating a 9-hole senior league utilizing tee times. Scramble league has 7 teams with three players on each team on Wednesday nights and that has helped increase course revenue on Wednesday nights. Other men's leagues: Monday has the same number of teams as last year, Tuesday is down one team compared to last year, and Thursday is up one team from last year, so the total number of teams are the same as last year. Senior league on Tuesday is down five teams from last year.
- C. 2018 events and other updates. SDGA Mid-Ams tournament is going to be June 2<sup>nd</sup> and 3<sup>rd</sup> which will be good publicity for the course. A new event this year will be the SDSU Dance Team benefit in August. Chopper Johnson Foundation event went well. There are 81 kids registered so far for the Junior program. The PGA Junior League for kids 13 years and younger has 23 players from Fox Run. They complete against The Bluffs and Hillcrest. July 11<sup>th</sup> is the Junior Golf Fun Day and are combining that with the Optimist Club Pizza-Pop Open. High School golf at the course is good for

revenues when it is the "B" schools playing. Not much revenue is generated when it is the "AA" schools utilizing the course.

- D. Course conditions and projects. Rockie applied a plant growth regulator to the fairway grass. That will cause some plants that are blooming to turn brown. Getting ready for Mid-Ams tournament. Discussion of starting a new tree nursery on the course or on another City property to help with replacing the ash trees that will be taken down on the course. Trying to keep up with grass maintenance as it is growing fast with the moisture, temperatures, etc.

### **III. OTHER BUSINESS**

- A. Next Meeting Thursday, June 21, 2018.

### **IV. ADJOURN**

Carda motioned, Kramer second. Motion carried 4-0.

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Apr 01, '18 - Apr 30, '18

Apr 01, '17 - Apr 30, '17

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
<b>Department: Golf Course Revenue</b>								
<b>Sub Department: Green Fees - Daily</b>								
<b>Category: Weekday</b>								
4764	Coupon - Comeback	27	(\$75.33)	21	(\$63.00)	6	-12.33	19.57%
<b>Sub Category: Daily</b>								
<b>Type: 18 Holes</b>								
1352	M-F18summer Gf	0	\$0.00	7	\$160.30	-7	-160.30	-100.00%
2938	Weekday 18 Senior	0	\$0.00	3	\$56.10	-3	-56.10	-100.00%
4689	Summer 18 Hole Gf	36	\$665.00	106	\$1,669.00	-70	-1,004.00	-60.16%
4691	Off Season 18 Hole Gf	0	\$0.00	4	\$64.20	-4	-64.20	-100.00%
4693	Sr 18 Hole Gf	6	\$117.18	13	\$253.89	-7	-136.71	-53.85%
4697	Junior 18 Hole Gf	0	\$0.00	8	\$134.00	-8	-134.00	-100.00%
<b>18 Holes Total:</b>		<b>42</b>	<b>\$782.18</b>	<b>141</b>	<b>\$2,337.49</b>	<b>-99</b>	<b>-1,555.31</b>	<b>-66.54%</b>
<b>Type: 9 Holes</b>								
4690	Summer 9 Hole Gf	187	\$2,741.74	88	\$1,392.16	99	1,349.58	96.94%
4694	Sr 9 Hole Gf	5	\$66.09	11	\$153.56	-6	-87.47	-56.96%
4698	Junior 9 Hole Gf	0	\$0.00	7	\$78.19	-7	-78.19	-100.00%
<b>9 Holes Total:</b>		<b>192</b>	<b>\$2,807.83</b>	<b>106</b>	<b>\$1,623.91</b>	<b>86</b>	<b>1,183.92</b>	<b>72.91%</b>
<b>Daily Total:</b>		<b>234</b>	<b>\$3,590.01</b>	<b>247</b>	<b>\$3,961.40</b>	<b>-13</b>	<b>-371.39</b>	<b>-9.38%</b>
<b>Sub Category: Event</b>								
<b>Type: 18 Holes</b>								
4705	Schools 18 Hole Event Gf	0	\$0.00	4	\$56.00	-4	-56.00	-100.00%
<b>18 Holes Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>4</b>	<b>\$56.00</b>	<b>-4</b>	<b>-56.00</b>	<b>-100.00%</b>
<b>Event Total:</b>		<b>0</b>	<b>\$0.00</b>	<b>4</b>	<b>\$56.00</b>	<b>-4</b>	<b>-56.00</b>	<b>-100.00%</b>
<b>Sub Category: Specials</b>								
<b>Type: 18 Holes</b>								
4718	Special Great Life 18 Hole Gf	14	\$130.20	23	\$213.90	-9	-83.70	-39.13%
<b>18 Holes Total:</b>		<b>14</b>	<b>\$130.20</b>	<b>23</b>	<b>\$213.90</b>	<b>-9</b>	<b>-83.70</b>	<b>-39.13%</b>
<b>Type: 9 Holes</b>								
4719	Special Great Life 9 Hole Gf	2	\$9.30	22	\$102.30	-20	-93.00	-90.91%
<b>9 Holes Total:</b>		<b>2</b>	<b>\$9.30</b>	<b>22</b>	<b>\$102.30</b>	<b>-20</b>	<b>-93.00</b>	<b>-90.91%</b>
<b>Specials Total:</b>		<b>16</b>	<b>\$139.50</b>	<b>45</b>	<b>\$316.20</b>	<b>-29</b>	<b>-176.70</b>	<b>-55.88%</b>
<b>Weekday Total:</b>		<b>277</b>	<b>\$3,654.18</b>	<b>317</b>	<b>\$4,270.60</b>	<b>-40</b>	<b>-616.42</b>	<b>-14.43%</b>
<b>Category: Weekend</b>								
<b>Sub Category: Daily</b>								
<b>Type: 18 Holes</b>								
4708	Weekend Summer 18 Hole Gf	63	\$1,641.15	120	\$3,126.00	-57	-1,484.85	-47.50%
<b>18 Holes Total:</b>		<b>63</b>	<b>\$1,641.15</b>	<b>120</b>	<b>\$3,126.00</b>	<b>-57</b>	<b>-1,484.85</b>	<b>-47.50%</b>
<b>Type: 9 Holes</b>								
4710	Weekend Summer 9 Hole Gf	44	\$900.68	98	\$2,006.06	-54	-1,105.38	-55.10%
<b>9 Holes Total:</b>		<b>44</b>	<b>\$900.68</b>	<b>98</b>	<b>\$2,006.06</b>	<b>-54</b>	<b>-1,105.38</b>	<b>-55.10%</b>
<b>Daily Total:</b>		<b>107</b>	<b>\$2,541.83</b>	<b>218</b>	<b>\$5,132.06</b>	<b>-111</b>	<b>-2,590.23</b>	<b>-50.47%</b>
<b>Sub Category: Specials</b>								
<b>Type: 9 Holes</b>								

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Apr 01, '18 - Apr 30, '18		Apr 01, '17 - Apr 30, '17		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
4715	Weekend Special Great Life 9 Hole Gf	0	\$0.00	1	\$4.66	-1	-4.66	-100.00%
	<b>9 Holes Total:</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>\$4.66</b>	<b>-1</b>	<b>-4.66</b>	<b>-100.00%</b>
	<b>Specials Total:</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>\$4.66</b>	<b>-1</b>	<b>-4.66</b>	<b>-100.00%</b>
	<b>Weekend Total:</b>	<b>107</b>	<b>\$2,541.83</b>	<b>219</b>	<b>\$5,136.72</b>	<b>-112</b>	<b>-2,594.89</b>	<b>-50.52%</b>
<b>Category: Pass Rounds</b>								
<b>Sub Category: Member</b>								
<b>Type: Limited</b>								
4703	Limited 18 Hole Gf	45	\$0.00	55	\$0.00	-10	0.00	0.00%
4704	Limited 9 Hole Gf	23	\$0.00	53	\$0.00	-30	0.00	0.00%
	<b>Limited Total:</b>	<b>68</b>	<b>\$0.00</b>	<b>108</b>	<b>\$0.00</b>	<b>-40</b>	<b>0.00</b>	<b>0.00%</b>
<b>Type: Unlimited</b>								
3863	M-F 18 Unlimited Pass Summer Gf	0	\$0.00	3	\$0.00	-3	0.00	0.00%
4701	Unlimited 18 Hole Gf	378	\$0.00	755	\$0.00	-377	0.00	0.00%
4702	Unlimited 9 Hole Gf	291	\$0.00	290	\$0.00	1	0.00	0.00%
	<b>Unlimited Total:</b>	<b>669</b>	<b>\$0.00</b>	<b>1,048</b>	<b>\$0.00</b>	<b>-379</b>	<b>0.00</b>	<b>0.00%</b>
	<b>Member Total:</b>	<b>737</b>	<b>\$0.00</b>	<b>1,156</b>	<b>\$0.00</b>	<b>-419</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Schools</b>								
4688	School Golf Teams Gf	95	\$0.00	130	\$0.00	-35	0.00	0.00%
	<b>Schools Total:</b>	<b>95</b>	<b>\$0.00</b>	<b>130</b>	<b>\$0.00</b>	<b>-35</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Comp Rounds</b>								
4726	Complimentary Round	0	\$0.00	1	\$0.00	-1	0.00	0.00%
	<b>Comp Rounds Total:</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>\$0.00</b>	<b>-1</b>	<b>0.00</b>	<b>0.00%</b>
	<b>Pass Rounds Total:</b>	<b>832</b>	<b>\$0.00</b>	<b>1,287</b>	<b>\$0.00</b>	<b>-455</b>	<b>0.00</b>	<b>0.00%</b>
	<b>Green Fees - Daily Total:</b>	<b>1,216</b>	<b>\$6,196.01</b>	<b>1,823</b>	<b>\$9,407.32</b>	<b>-607</b>	<b>-3,211.31</b>	<b>-34.14%</b>
<b>Sub Department: Annual Pass Fees</b>								
<b>Category: Limited</b>								
<b>Sub Category: Adult</b>								
1410	Annual Pass Adult Limited Play	0	\$0.00	13	\$5,120.00	-13	-5,120.00	-100.00%
3318	Annual Pass Adult Limited Play + 1	0	\$0.00	2	\$972.10	-2	-972.10	-100.00%
4673	'17-Annual Pass Adult Limited Play	12	\$4,989.72	3	\$1,105.85	9	3,883.87	351.21%
4674	'17-Annual Pass Adult Limited Play+1	2	\$1,064.20	0	\$0.00	2	1,064.20	100.00%
4988	Annual Pass Adult (limited Play) - 2018	1	\$424.18	0	\$0.00	1	424.18	100.00%
4989	Annual Pass Adult ( Limited Play+1) - 2018	1	\$543.25	0	\$0.00	1	543.25	100.00%
	<b>Adult Total:</b>	<b>16</b>	<b>\$7,021.35</b>	<b>18</b>	<b>\$7,197.95</b>	<b>-2</b>	<b>-176.60</b>	<b>-2.45%</b>
<b>Sub Category: Jr Adult</b>								
4990	Annual Pass Ind. Jr. Adult ( Limited Play) -	1	\$200.00	0	\$0.00	1	200.00	100.00%
	<b>Jr Adult Total:</b>	<b>1</b>	<b>\$200.00</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>200.00</b>	<b>100.00%</b>
	<b>Limited Total:</b>	<b>17</b>	<b>\$7,221.35</b>	<b>18</b>	<b>\$7,197.95</b>	<b>-1</b>	<b>23.40</b>	<b>0.33%</b>
<b>Category: Unlimited</b>								
<b>Sub Category: Adult</b>								
1408	Annual Pass Individual Adult +1	0	\$0.00	28	\$18,538.59	-28	-18,538.59	-100.00%
1409	Annual Pass Adult Individual	0	\$0.00	38	\$19,378.62	-38	-19,378.62	-100.00%
4192	Annual Pass Additional Child	0	\$0.00	5	\$262.31	-5	-262.31	-100.00%

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

		Apr 01, '18 - Apr 30, '18		Apr 01, '17 - Apr 30, '17				
Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	\$Δ	%Δ
4669	'17-Annual Pass Adult Individual	42	\$22,630.52	9	\$4,872.60	33	17,757.92	364.44%
4671	'17 -Annual Pass Individual Adult +1	18	\$12,497.10	2	\$1,412.10	16	11,085.00	785.00%
4685	'17-Annual Pass Additional Child	2	\$130.24	0	\$0.00	2	130.24	100.00%
4837	Kynt '17-Annual Pass Adult Individual	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4985	Annual Pass Individual Adult +1 - 2018	1	\$720.00	0	\$0.00	1	720.00	100.00%
<b>Adult Total:</b>		<b>63</b>	<b>\$35,977.86</b>	<b>83</b>	<b>\$44,464.22</b>	<b>-20</b>	<b>-8,486.36</b>	<b>-19.09%</b>
<b>Sub Category: Jr Adult</b>								
4435	Annual Pass Jr. Adult Individual	0	\$0.00	15	\$4,074.41	-15	-4,074.41	-100.00%
4670	'17-Annual Pass Jr. Adult Individual	16	\$4,643.84	14	\$4,063.36	2	580.48	14.29%
4839	Kynt '17-Annual Pass Jr. Adult Individual	0	\$0.00	1	\$0.00	-1	0.00	0.00%
4987	Annual Pass Jr. Adult Individual - 2018	2	\$593.50	0	\$0.00	2	593.50	100.00%
<b>Jr Adult Total:</b>		<b>18</b>	<b>\$5,237.34</b>	<b>30</b>	<b>\$8,137.77</b>	<b>-12</b>	<b>-2,900.43</b>	<b>-35.64%</b>
<b>Sub Category: College/jr</b>								
1411	Annual Pass College	0	\$0.00	1	\$171.96	-1	-171.96	-100.00%
1412	Annual Pass H.s. Or Younger	0	\$0.00	1	\$110.19	-1	-110.19	-100.00%
4657	'17-Annual Pass College	1	\$177.67	1	\$177.67	0	0.00	0.00%
4658	'17-Annual Pass H.s. Or Younger	6	\$759.06	0	\$0.00	6	759.06	100.00%
4992	Annual Pass College - 2018	3	\$544.17	0	\$0.00	3	544.17	100.00%
4993	Annual Pass H.s. Or Younger - 2018	4	\$517.20	0	\$0.00	4	517.20	100.00%
<b>College/jr Total:</b>		<b>14</b>	<b>\$1,998.10</b>	<b>3</b>	<b>\$459.82</b>	<b>11</b>	<b>1,538.28</b>	<b>334.54%</b>
<b>Unlimited Total:</b>		<b>95</b>	<b>\$43,213.30</b>	<b>116</b>	<b>\$53,061.81</b>	<b>-21</b>	<b>-9,848.51</b>	<b>-18.56%</b>
<b>Annual Pass Fees Total:</b>		<b>112</b>	<b>\$50,434.65</b>	<b>134</b>	<b>\$60,259.76</b>	<b>-22</b>	<b>-9,825.11</b>	<b>-16.30%</b>
<b>Sub Department: Golf Carts</b>								
<b>Category: Pull Cart Rental</b>								
1431	Pull Cart Rental	10	\$37.40	19	\$71.06	-9	-33.66	-47.37%
<b>Pull Cart Rental Total:</b>		<b>10</b>	<b>\$37.40</b>	<b>19</b>	<b>\$71.06</b>	<b>-9</b>	<b>-33.66</b>	<b>-47.37%</b>
<b>Category: Cart Storage</b>								
1415	Annual Golf Car Storage Fee	0	\$0.00	24	\$5,577.56	-24	-5,577.56	-100.00%
4678	'17-Annual Golf Car Storage Fee	16	\$4,329.57	1	\$272.30	15	4,057.27	1,490.00%
4999	Annual Golf Car Storage Fee - 2018	1	\$267.61	0	\$0.00	1	267.61	100.00%
<b>Cart Storage Total:</b>		<b>17</b>	<b>\$4,597.18</b>	<b>25</b>	<b>\$5,849.86</b>	<b>-8</b>	<b>-1,252.68</b>	<b>-21.41%</b>
<b>Category: Annual Trail Fee</b>								
1414	Annual Trail Fee	0	\$0.00	43	\$6,681.33	-43	-6,681.33	-100.00%
2948	Annual Trail Fee (co-Owner)	0	\$0.00	10	\$551.10	-10	-551.10	-100.00%
4675	'17-Annual Trail Fee	33	\$5,662.09	2	\$344.20	31	5,317.89	1,545.00%
4677	'17-Annual Trail Fee (co-Owner)	0	\$0.00	1	\$93.02	-1	-93.02	-100.00%
4994	Annual Trail Fee -2018	2	\$353.48	0	\$0.00	2	353.48	100.00%
4995	Annual Trail Fee (co-Owner) - 2018	1	\$176.74	0	\$0.00	1	176.74	100.00%
<b>Annual Trail Fee Total:</b>		<b>36</b>	<b>\$6,192.31</b>	<b>56</b>	<b>\$7,669.65</b>	<b>-20</b>	<b>-1,477.34</b>	<b>-19.26%</b>
<b>Category: Annual Cart Rental</b>								

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Apr 01, '18 - Apr 30, '18

Apr 01, '17 - Apr 30, '17

Item #	Description	Qty	Sales	Qty	Sales	QtyΔ	SΔ	%Δ
1426	Annual Golf Car Lease - Individual	0	\$0.00	3	\$1,153.51	-3	-1,153.51	-100.00%
1427	Annual Golf Car Lease - Individual +1	0	\$0.00	2	\$967.44	-2	-967.44	-100.00%
4679	'17-Annual Golf Car Lease - Individual	13	\$4,958.20	1	\$381.40	12	4,576.80	1,200.00%
4680	'17-Annual Golf Car Lease - Individual +1	3	\$1,479.06	0	\$0.00	3	1,479.06	100.00%
<b>Annual Cart Rental Total:</b>		<b>16</b>	<b>\$6,437.26</b>	<b>6</b>	<b>\$2,502.35</b>	<b>10</b>	<b>3,934.91</b>	<b>157.25%</b>
<b>Category: Daily Cart Usage</b>								
<b>Sub Category: Trail Fees</b>								
1413	Trail Fee Daily	2	\$18.60	3	\$27.90	-1	-9.30	-33.33%
<b>Trail Fees Total:</b>		<b>2</b>	<b>\$18.60</b>	<b>3</b>	<b>\$27.90</b>	<b>-1</b>	<b>-9.30</b>	<b>-33.33%</b>
<b>Sub Category: 9 Holes</b>								
1388	Golf Car 9	128	\$1,429.76	226	\$2,101.80	-98	-672.04	-31.97%
2940	Golf Car 9 Senior	6	\$55.80	9	\$67.05	-3	-11.25	-16.78%
<b>9 Holes Total:</b>		<b>134</b>	<b>\$1,485.56</b>	<b>235</b>	<b>\$2,168.85</b>	<b>-101</b>	<b>-683.29</b>	<b>-31.50%</b>
<b>Sub Category: 18 Holes</b>								
1385	Golf Car 18	118	\$1,865.58	226	\$3,152.70	-108	-1,287.12	-40.83%
2941	Golf Car 18 Senior	14	\$182.28	23	\$256.91	-9	-74.63	-29.05%
2949	Rider Fee	10	\$46.50	3	\$13.95	7	32.55	233.33%
<b>18 Holes Total:</b>		<b>142</b>	<b>\$2,094.36</b>	<b>252</b>	<b>\$3,423.56</b>	<b>-110</b>	<b>-1,329.20</b>	<b>-38.83%</b>
<b>Daily Cart Usage Total:</b>		<b>278</b>	<b>\$3,598.52</b>	<b>490</b>	<b>\$5,620.31</b>	<b>-212</b>	<b>-2,021.79</b>	<b>-35.97%</b>
<b>Golf Carts Total:</b>		<b>357</b>	<b>\$20,862.67</b>	<b>596</b>	<b>\$21,713.23</b>	<b>-239</b>	<b>-850.56</b>	<b>-3.92%</b>
<b>Sub Department: Range</b>								
<b>Category: Range Balls Daily</b>								
1416	Small Range Bucket	63	\$288.54	75	\$337.06	-12	-48.52	-14.40%
3642	Junior Golfer - Small Bucket	0	\$0.00	8	\$14.48	-8	-14.48	-100.00%
4503	Large Range Bucket	92	\$759.92	120	\$981.76	-28	-221.84	-22.60%
<b>Range Balls Daily Total:</b>		<b>155</b>	<b>\$1,048.46</b>	<b>203</b>	<b>\$1,333.30</b>	<b>-48</b>	<b>-284.84</b>	<b>-21.36%</b>
<b>Category: Range Balls Annual</b>								
1418	Range Pass Individual	12	\$1,211.04	13	\$1,192.62	-1	18.42	1.54%
1420	Range Pass High School Student	4	\$220.16	0	\$0.00	4	220.16	100.00%
2613	Range Pass College	1	\$77.98	0	\$0.00	1	77.98	100.00%
3636	Range Pass Additional Member	4	\$110.08	6	\$110.58	-2	-0.50	-0.45%
<b>Range Balls Annual Total:</b>		<b>21</b>	<b>\$1,619.26</b>	<b>19</b>	<b>\$1,303.20</b>	<b>2</b>	<b>316.06</b>	<b>24.25%</b>
<b>Category: Range - Non-Tax</b>								
4341	Range - High School Tournaments	1	\$4.00	0	\$0.00	1	4.00	100.00%
<b>Range - Non-Tax Total:</b>		<b>1</b>	<b>\$4.00</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>4.00</b>	<b>100.00%</b>
<b>Range Total:</b>		<b>177</b>	<b>\$2,671.72</b>	<b>222</b>	<b>\$2,636.50</b>	<b>-45</b>	<b>35.22</b>	<b>1.34%</b>
<b>Sub Department: Handicaps</b>								
<b>Category: Handicap Fee</b>								
1444	Handicap Fee - Adult	115	\$2,699.05	154	\$3,614.38	-39	-915.33	-25.32%
4761	Handicap Fee - Junior	1	\$9.39	0	\$0.00	1	9.39	100.00%
<b>Handicap Fee Total:</b>		<b>116</b>	<b>\$2,708.44</b>	<b>154</b>	<b>\$3,614.38</b>	<b>-38</b>	<b>-905.94</b>	<b>-25.06%</b>

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Apr 01, '18 - Apr 30, '18		Apr 01, '17 - Apr 30, '17		QtyΔ	SΔ	%Δ
		Qty	Sales	Qty	Sales			
<b>Handicaps Total:</b>		<b>116</b>	<b>\$2,708.44</b>	<b>154</b>	<b>\$3,614.38</b>	<b>-38</b>	<b>-905.94</b>	<b>-25.06%</b>
<b>Sub Department: Lessons</b>								
<b>Category: Private</b>								
1429	Lessons (1)	5	\$225.36	0	\$0.00	5	225.36	100.00%
<b>Private Total:</b>		<b>5</b>	<b>\$225.36</b>	<b>0</b>	<b>\$0.00</b>	<b>5</b>	<b>225.36</b>	<b>100.00%</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)	1	\$28.17	0	\$0.00	1	28.17	100.00%
4858	Lessons - Advanced Junior Golf	0	\$0.00	2	\$140.86	-2	-140.86	-100.00%
<b>Junior Lessons Total:</b>		<b>1</b>	<b>\$28.17</b>	<b>2</b>	<b>\$140.86</b>	<b>-1</b>	<b>-112.69</b>	<b>-80.00%</b>
<b>Lessons Total:</b>		<b>6</b>	<b>\$253.53</b>	<b>2</b>	<b>\$140.86</b>	<b>4</b>	<b>112.67</b>	<b>79.99%</b>
<b>Golf Course Revenue Total:</b>		<b>1,984</b>	<b>\$83,127.02</b>	<b>2,931</b>	<b>\$97,772.05</b>	<b>-947</b>	<b>-14,645.03</b>	<b>-14.98%</b>
<b>Grand Total:</b>		<b>1,984</b>	<b>\$83,127.02</b>	<b>2,931</b>	<b>\$97,772.05</b>	<b>-947</b>	<b>-14,645.03</b>	<b>-14.98%</b>

05/21/18

Fox Run Golf Course  
Statement of Revenues & Expenses

	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01Jan2018 30Apr2018	01Jan2017 30Apr2017	Legal Budget
Direct Revenues:					
Concessions	4,877.11	11,160.42	9,547.44	18,276.03	161,700.00
Pro Shop	5,323.70	4,159.78	9,637.29	9,317.26	91,200.00
Course	93,480.68	108,312.39	157,081.06	235,034.05	466,900.00
	-----	-----	-----	-----	-----
Total Direct Revenues	103,681.49	123,632.59	176,265.79	262,627.34	719,800.00
Direct Expenses:					
Concessions	982.70	2,367.62	2,052.21	3,993.65	62,700.00
Pro Shop	20,262.59	9,688.18	24,982.24	13,055.32	45,000.00
Course	33,217.21	24,820.81	37,921.21	28,564.81	38,500.00
	-----	-----	-----	-----	-----
Total Direct Expenses	54,462.50	36,876.61	64,955.66	45,613.78	146,200.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	16.50	.08	625.36	(2.58)	1,000.00
Indirect Expenses:					
Personal Services	20,512.02	23,029.40	85,552.70	101,217.77	405,872.00
Insurance			6,694.95	6,259.93	6,710.00
Professional Services	3,665.83	4,579.47	13,973.57	6,743.81	22,900.00
Advertising	1,984.08	1,949.50	1,984.08	2,456.84	4,500.00
Repair & Maintenance	6,496.56	9,981.30	20,936.37	14,738.74	52,500.00
Supplies & Materials	1,002.22	(639.40)	2,293.87	1,256.88	59,600.00
Travel, Conference & Dues	405.57	112.38	1,287.67	680.75	3,250.00
Utilities	2,179.20	2,008.68	7,484.61	5,737.85	37,600.00
Billing and Administration					
Depreciation	5,893.62	4,218.78	18,549.96	16,875.12	55,745.00
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Total Indirect Expenses	42,139.10	45,240.11	158,757.78	155,967.69	648,677.00
Net Operating Income	7,096.39	41,515.95	(46,822.29)	61,043.29	(74,077.00)
	=====	=====	=====	=====	=====
Capital Outlay		(8,887.00)		89,983.00	82,000.00
	=====	=====	=====	=====	=====



Fox Run Golf Course  
Statement of Revenues

	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01Jan2018 30Apr2018	01Jan2017 30Apr2017	Legal Budget
<b>Concessions</b>					
CASH Long	40.04	110.26	67.46	213.14	1,000.00
PREPARED FOOD	2,089.59	3,007.67	4,024.62	5,448.28	40,000.00
PRE-PACKAGED FOOD	210.99	555.71	434.28	815.04	10,700.00
BEER	1,673.43	6,012.68	3,681.14	9,465.41	85,000.00
BOTTLED POP	863.06	1,474.10	1,339.94	2,334.16	25,000.00
MISCELLANEOUS CONCESSIONS					
	-----	-----	-----	-----	-----
Total Concessions	4,877.11	11,160.42	9,547.44	18,276.03	161,700.00
<b>Pro Shop</b>					
GOLF BALLS	475.42	514.71	633.87	794.42	19,000.00
GLOVES	123.92	356.64	290.62	565.86	6,000.00
GOLF CAPS/VISORS	129.75	318.55	219.55	426.75	7,000.00
MERCHANDISE	544.33	692.59	839.56	1,350.92	16,000.00
MERCHANDISE NON-TAX					200.00
GOLF EQUIPMENT	3,527.18	1,123.79	6,632.03	3,861.63	30,000.00
MISCELLANEOUS MERCHANDISE					
CLUB REPAIRS	523.10	1,012.64	880.81	2,176.82	11,000.00
LESSONS		140.86	140.85	140.86	2,000.00
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Total Pro Shop	5,323.70	4,159.78	9,637.29	9,317.26	91,200.00
<b>Course</b>					
SIMULATOR	227.94		5,786.29	4,698.29	7,000.00
SIMULATOR NON-TAXABLE					600.00
SEASON PASS	60,990.10	69,104.62	100,805.52	150,913.00	169,000.00
SEASON PASS NON-TAX					3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	630.32	4,487.09	669.40	5,546.10	52,000.00
GRREN FEES NON-TAX	1,106.00	1,134.00	1,106.00	1,134.00	6,500.00
GREEN FEES - WEEKDAYS	419.00	2,882.72	419.00	3,578.61	70,000.00
GOLF CAR RENTAL	6,746.84	7,312.56	10,511.03	15,837.66	73,000.00
GOLF CAR STORAGE (NON-TAX)	7,542.71	7,373.36	12,898.11	18,631.77	21,600.00
TRAIL FEES	9,121.30	8,985.07	15,679.20	21,764.26	29,000.00
PULL CART RENTAL	48.62	78.54	48.62	93.50	500.00
GOLF CLUB RENTAL					800.00
DRIVING RANGE	2,930.20	2,584.94	3,445.81	5,274.93	18,500.00
DRIVING RANGE NON-TAX					800.00
HANDICAPING	3,717.65	3,919.49	5,337.08	7,111.93	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS		450.00	375.00	450.00	1,000.00
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	93,480.68	108,312.39	157,081.06	235,034.05	466,900.00
Total Direct Revenues	103,681.49	123,632.59	176,265.79	262,627.34	719,800.00
	=====	=====	=====	=====	=====

Fox Run Golf Course  
Statement of Expenditures

	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01Jan2018 30Apr2018	01Jan2017 30Apr2017	Legal Budget
Concessions					
CASH SHORT	58.39	93.34	104.18	168.95	1,200.00
PREPARED FOODS	658.46	1,009.78	1,361.18	2,040.10	22,000.00
CANDY	63.30	8.60	93.20	62.25	3,500.00
BEER	202.55	1,015.00	452.30	1,400.95	27,000.00
POP		240.90	41.35	321.40	9,000.00
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Total Concessions	982.70	2,367.62	2,052.21	3,993.65	62,700.00
Pro Shop					
GOLF BALLS	2,305.01		5,682.08	1,076.49	10,000.00
GLOVES	3,320.80	2,778.45	3,320.80	2,778.45	3,000.00
GOLF CAPS/VISORS	1,367.59		1,553.25		1,000.00
MERCHANDISE	262.10	(850.07)	262.10	(447.57)	10,000.00
GOLF EQUIPMENT	13,007.09	7,759.80	14,164.01	9,070.56	15,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS				577.39	6,000.00
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Total Pro Shop	20,262.59	9,688.18	24,982.24	13,055.32	45,000.00
Course					
GOLF CAR RENTAL	33,165.64	24,455.81	33,165.64	24,455.81	25,500.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE		365.00	4,704.00	4,109.00	4,200.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course	33,217.21	24,820.81	37,921.21	28,564.81	38,500.00
Total Direct Expenditures	54,462.50	36,876.61	64,955.66	45,613.78	146,200.00
	=====	=====	=====	=====	=====