



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, June 21, 2018**  
**Fox Run Golf Course Clubhouse – 12:00 P.M.**

**I. ROUTINE BUSINESS**

- A. Roll Call. Dan K. will be absent.
- B. Consideration of May 17, 2018 Minutes. (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. Monthly round report and season pass report from course software. Tom will provide documents at meeting.
- B. City Finance Profit-Loss report through May 31. (attachment)
- C. League updates. Tom J.
- D. 2018 events and other updates. Tom J.
- E. Fox Run Interim Management Plan for 2018 and 2019 Plans. Amy N.
- F. Course conditions and projects. Rockie W.

**III. OTHER BUSINESS**

- A. Next Meeting Thursday, July 19, 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.



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.

06/12/18

Fox Run Golf Course  
Statement of Revenues & Expenses

	01May2018 31May2018	01May2017 31May2017	01Jan2018 31May2018	01Jan2017 31May2017	Legal Budget
Direct Revenues:					
Concessions	32,077.55	18,671.65	41,624.99	36,947.68	161,700.00
Pro Shop	19,083.37	8,428.05	28,720.66	17,745.31	91,200.00
Course	94,589.88	35,305.16	251,670.94	270,339.21	466,900.00
	-----	-----	-----	-----	-----
Total Direct Revenues	145,750.80	62,404.86	322,016.59	325,032.20	719,800.00
Direct Expenses:					
Concessions	4,385.68	7,365.05	6,437.89	11,358.70	62,700.00
Pro Shop	18,225.42	5,569.04	43,207.66	18,624.36	45,000.00
Course			37,921.21	28,564.81	38,500.00
	-----	-----	-----	-----	-----
Total Direct Expenses	22,611.10	12,934.09	87,566.76	58,547.87	146,200.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	26.01	(.04)	651.37	(2.62)	1,000.00
Indirect Expenses:					
Personal Services	27,593.74	29,932.53	113,146.44	131,150.30	405,872.00
Insurance			6,694.95	6,259.93	6,710.00
Professional Services	3,531.39	4,253.41	17,504.96	10,997.22	22,900.00
Advertising	2,188.68	1,223.18	4,172.76	3,680.02	4,500.00
Repair & Maintenance	4,732.30	6,558.08	25,668.67	21,296.82	52,500.00
Supplies & Materials	11,201.72	12,110.68	13,495.59	13,367.56	59,600.00
Travel, Conference & Dues	199.00	36.00	1,486.67	716.75	3,250.00
Utilities	1,769.49	2,824.29	9,254.10	8,562.14	37,600.00
Billing and Administration					
Depreciation	5,893.62	4,218.78	24,443.58	21,093.90	55,745.00
	-----	-----	-----	-----	-----
Total Indirect Expenses	57,109.94	61,156.95	215,867.72	217,124.64	648,677.00
Net Operating Income	66,055.77	(11,686.22)	19,233.48	49,357.07	(74,077.00)
	=====	=====	=====	=====	=====
Capital Outlay	25,692.00	764.98	25,692.00	90,747.98	82,000.00
	=====	=====	=====	=====	=====

Fox Run Golf Course  
Statement of Revenues

	01May2018 31May2018	01May2017 31May2017	01Jan2018 31May2018	01Jan2017 31May2017	Legal Budget
<b>Concessions</b>					
CASH Long	340.85	121.16	408.31	334.30	1,000.00
PREPARED FOOD	8,911.86	5,428.72	12,936.48	10,877.00	40,000.00
PRE-PACKAGED FOOD	957.38	668.89	1,391.66	1,483.93	10,700.00
BEER	18,343.90	10,695.81	22,025.04	20,161.22	85,000.00
BOTTLED POP	3,523.56	1,757.07	4,863.50	4,091.23	25,000.00
MISCELLANEOUS CONCESSIONS					
<b>Total Concessions</b>	<b>32,077.55</b>	<b>18,671.65</b>	<b>41,624.99</b>	<b>36,947.68</b>	<b>161,700.00</b>
<b>Pro Shop</b>					
GOLF BALLS	5,425.61	3,277.07	6,059.48	4,071.49	19,000.00
GLOVES	885.32	483.20	1,175.94	1,049.06	6,000.00
GOLF CAPS/VISORS	525.94	313.07	745.49	739.82	7,000.00
MERCHANDISE	2,845.58	1,207.19	3,685.14	2,558.11	16,000.00
MERCHANDISE NON-TAX					200.00
GOLF EQUIPMENT	8,179.49	1,832.21	14,811.52	5,693.84	30,000.00
MISCELLANEOUS MERCHANDISE					
CLUB REPAIRS	723.76	963.16	1,604.57	3,139.98	11,000.00
LESSONS	497.67	352.15	638.52	493.01	2,000.00
<b>Total Pro Shop</b>	<b>19,083.37</b>	<b>8,428.05</b>	<b>28,720.66</b>	<b>17,745.31</b>	<b>91,200.00</b>
<b>Course</b>					
SIMULATOR	9.30		5,795.59	4,698.29	7,000.00
SIMULATOR NON-TAXABLE					600.00
SEASON PASS	39,114.82	9,336.24	139,920.34	160,249.24	169,000.00
SEASON PASS NON-TAX					3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	12,159.54	6,783.65	12,828.94	12,329.75	52,000.00
GRREN FEES NON-TAX	1,320.00	736.28	2,426.00	1,870.28	6,500.00
GREEN FEES - WEEKDAYS	8,160.13	4,843.87	8,579.13	8,422.48	70,000.00
GOLF CAR RENTAL	20,272.65	8,251.85	30,783.68	24,089.51	73,000.00
GOLF CAR STORAGE (NON-TAX)	2,173.71	1,291.10	15,071.82	19,922.87	21,600.00
TRAIL FEES	5,200.12	1,004.70	20,879.32	22,768.96	29,000.00
PULL CART RENTAL	48.62	56.10	97.24	149.60	500.00
GOLF CLUB RENTAL					800.00
DRIVING RANGE	4,287.56	2,295.02	7,733.37	7,569.95	18,500.00
DRIVING RANGE NON-TAX	224.00	21.72	224.00	21.72	800.00
HANDICAPING	1,619.43	680.63	6,956.51	7,792.56	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS			375.00	450.00	1,000.00
LEAGUE SOFTWARE ADS		4.00		4.00	
<b>Total Course</b>	<b>94,589.88</b>	<b>35,305.16</b>	<b>251,670.94</b>	<b>270,339.21</b>	<b>466,900.00</b>
<b>Total Direct Revenues</b>	<b>145,750.80</b>	<b>62,404.86</b>	<b>322,016.59</b>	<b>325,032.20</b>	<b>719,800.00</b>

Fox Run Golf Course  
Statement of Expenditures

	01May2018 31May2018	01May2017 31May2017	01Jan2018 31May2018	01Jan2017 31May2017	Legal Budget
<b>Concessions</b>					
CASH SHORT	501.18	92.62	605.36	261.57	1,200.00
PREPARED FOODS	2,186.26	3,480.13	3,547.44	5,520.23	22,000.00
CANDY	272.45	598.50	365.65	660.75	3,500.00
BEER	818.60	1,844.35	1,270.90	3,245.30	27,000.00
POP	607.19	1,349.45	648.54	1,670.85	9,000.00
	-----	-----	-----	-----	-----
Total Concessions	4,385.68	7,365.05	6,437.89	11,358.70	62,700.00
<b>Pro Shop</b>					
GOLF BALLS	1,673.22		7,355.30	1,076.49	10,000.00
GLOVES			3,320.80	2,778.45	3,000.00
GOLF CAPS/VISORS			1,553.25		1,000.00
MERCHANDISE	3,375.77	517.61	3,637.87	70.04	10,000.00
GOLF EQUIPMENT	13,070.28	4,618.44	27,234.29	13,689.00	15,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS	106.15	432.99	106.15	1,010.38	6,000.00
	-----	-----	-----	-----	-----
Total Pro Shop	18,225.42	5,569.04	43,207.66	18,624.36	45,000.00
<b>Course</b>					
GOLF CAR RENTAL			33,165.64	24,455.81	25,500.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			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			37,921.21	28,564.81	38,500.00
Total Direct Expenditures	22,611.10	12,934.09	87,566.76	58,547.87	146,200.00
	=====	=====	=====	=====	=====