



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, June 21, 2018**

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

**I. ROUTINE BUSINESS**

Roll Call:

Present: Dan Kramer, Carll Kretsinger, Jim Miner, Terry Carda, Steve Sager, Annette Kohoutek.

Absent: Commissioner Bridget Bensen.

Also present were Golf Operations Manager Tom Jeffers, Course Superintendent Rockie Wampol, Golf Course Assistance Grounds Maintenance Jason Metz, City Manager Amy Nelson, Commissioner Jake Hoffner, Commissioner Chris Ferdig, Director of Parks and Recreation Todd Larson, and Department Secretary Chasity McHenry.

Public Appearances: Doug Brooks, Karol Kittelson, Neal Anderson, Dan Kortan, Monty Goeden, Bob Sundleaf, Todd Rodig, and John Thayer.

Minutes: May 17, 2018 minutes approved. Kretsinger motioned, Carda second. Motion carried 6-0.

**II. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom and course software. May 2018 compared to May 2017 was up \$7,000 in revenue. Golf Shop was up \$3,800. Food and beverage was up \$3,500. In 2018, weather kept golf from starting until April 25. June rain has hurt the revenues for the month. The board is concerned that the City Commission doesn't realize that weather hurts revenues at the course. (attachments)
- B. City Finance Profit-Loss report through May 31. Revenues year-to-date are only down \$3,000 from when compared to 2017. The expenses are up year-to-date by \$30,000. \$25,000 of the expense is in the pro-shop. \$10,000 of the expense is on course operations. Expenses for food and beverage are down by \$5,000 compared to 2017. There have been capital improvement expenditures in the clubhouse to help improve aesthetics. (attachments)
- C. League updates. Leagues are going well. Kellen Moser is now running the leagues and will do so once Tom leaves in July. 2<sup>nd</sup> half of leagues will be starting.
- D. 2018 events and other updates. Pro-Am June 29, 30 and July 1. Full field of Pro's at 72. 60 pros is considered full. More pros doesn't help revenue except for the food and beverage spending. Most pros don't have families or don't travel with families. There are special meal deals each day. The Calcutta will take place at Fox Run

instead of the Elks in 2018 so that will help with food and beverage revenues. Wings have been a big sell in 2018 and they have actually sold out at times. For the pro-am, wings and sauce will be monitored so nothing runs out. The pro-am is down amateur teams from last year. Planning on 30 to 35 teams for 2018. The pro-am in Vermillion was down to 20 amateur teams competing in 2018 so this is a concern for Fox Run in the future.

- E. Fox Run Interim Management Plan for 2018 and 2019 plans. Bridget Bensen is the new commissioner on the Golf Advisory Board. Tom Jeffers is moving to Grand Island, his last day is July 2<sup>nd</sup>. City is looking at options for how to operate the facility in Tom's leaving. One option is Great Life providing Interim Management for the remainder of the 2018 season, starting in August probably. Another option being discussed is a lease option with Great Life for 2019 and beyond. The discussions with Great Life have not begun yet and the City would like input to know what items are of importance to the course patrons and those living in adjoining property. Some non-negotiable items are that the City will maintain ownership and it will remain an 18-hole course. There will be nothing done that will lessen the property values of those properties around the course. Great Life must maintain quality of the course and clubhouse. The part-time staff in 2018 has been very good and will be relied on to help in the transition from 2018 to 2019. Recruiting a quality golf pro and/or an assistant golf pro, if adding full-time staff, is not always a sure bet. Full-time employees at Fox Run will continue to work at the course until something is finalized with Great Life. If Great Life would not negotiate with current full-time employees, they would be transferred to the Parks Department and continue to be full-time employees with the City of Yankton. No one will lose their employment, current wages, or benefits. The City of Yankton believes Great Life can provide more value to pass-holders than just golf. If a lease is negotiated with Great Life, it will mean some loss of control in regards to course operations but in negotiating the lease there will be an effort to minimize the loss of control. Great Life will probably not operate everything in the same manner as the City and the City understands that Great Life will operate the course as a for-profit business.

Discussion from those in attendance:

- There are 72 pros in the pro-am. Can't the City put up help wanted signs and recruit from the pros playing in the pro-am?
- Problem with recruiting pros from the pro-am is they are "playing" pros and may not be as business savvy as the City would want
- If City keeps operating the course, it will probably need to add full-time staff.
- Why doesn't City advertise for a Pro while negotiating with Great Life? It is hard to advertise for a position or two positions when there is not really a job available because of the lease negotiations.
- Use the PGA to help recruit a quality pro. The PGA was used to recruit the last two golf pros at Fox Run.
- Tom admits there couldn't be a worse time of the year to leave the course and he apologizes for the timing.
- Because of Tom's efforts, the course has been put in a better position for moving forward not matter what direction the City takes.
- In 2018, a SDGA amateur tournament participant at Fox Run spoke to Tom about how impressed he was with the course and operations since it is City owned. Usually City owned courses are not this nice or have as strong of operations as Fox Run.



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.

- Carll Kretsinger would like to be involved with the Great Life negotiations if a committee is formed.
- Important to keep leagues in place.
- Important to keep tournaments in place (Pro-Am, season-pass holder, city classic)
- The course needs to be viewed as a quality-of-life amenity and it is also a wellness amenity for the community.
- All patrons and citizens should keep fighting for the course, its future, but keep things positive.
- Depending on lease terms, need to be careful on course improvements. Will lease company put money into the course or just maintain it at a minimum level to maximize profits.
- Please keep open communication with GAB so everyone knows what is happening.
- The number of Great Life rounds on the course the past two years has been? Since the inception of the affiliation with Great Life: 453 18-Hole Rounds and 198 9-hole rounds. = \$5,520 dollars in green fees
- Not been impressed with Great life players and how they treat the course.
- Will Great Life really increase golfers using the course because current season pass holders will become GL members and continue to play the course. The number of other Great Life players will continue to be what the past two years has been since the course became an affiliate. There will probably not be a large increase in Great Life players from other areas outside of Yankton coming here to play on a regular basis.
- Can there be tiered memberships so Great Life members can be just members at Fox Run Golf Course? Not a part of the entire Great Life and Fitness package?
- Rates at Fox Run need to be competitive with other public courses.
- Even is the City maintains operations, the rates will need to continue to be raised to help cover expenses that continue to rise each year, including maintenance costs.
- What happens to the use of private carts? What happens to season pass holders and their private carts? Other Great Life courses may have grandfathered in private carts for those currently involved with the course, but no new private carts are allowed once Great life takes over.
- As for the negotiating with Great Life, all options will be on the table, the City views the course as an asset to the City, please give the City time to see how negotiations play out over the next few months.
- A meeting with part-time staff will be set-up to help assure them of support from the full-time staff and City management.
- Need strong support for employees on the clubhouse operations side.

- Great Life needs to keep junior golf and the teaching of young children as strong programming at Fox Run.
- Capital improvements made by the lease company would stay at the course and become property of the City of Yankton.
- If Great Life is brought to Yankton, there is a concern that more people from Yankton, who get a Great Life membership, will go to Sioux Falls to take advantage of the Great Life offers through their new memberships.
- The City of Yankton will work to have maintenance standards written into the lease. How can the City know where Great Life will cut back to save money if things are not as good on the revenue side as they projected for the golf business? Claw backs in the lease if maintenance is not meeting expectations and standards.
- If the City of Yankton continues to operate the course, need to be careful that rates do not get so high as to be competitive with Hillcrest and then season pass holders will leave Fox Run to become members at Hillcrest.

F. Course conditions and projects. The creek is flooded causing water in fairway for hole 3. Working on course for pro-am, may have to make it a 17-hole course until the course is dried out prior to the pro-am. The board gave Rockie and Jason a large amount of applause for the job they have been doing. The board also gave Tom a large ovation for the job he has done in the time he's been here. Everyone wished Tom well in his move.

### **III. OTHER BUSINESS**

A. Next Meeting Thursday, July 19, 2018.

### **IV. ADJOURN**

Kramer motioned, Carda second. Motion carried 6-0.

# Fox Run Golf Course

## Comparative Sales Summary by Department

May 01, '18 - May 31, '18      May 01, '17 - May 31, '17

	<u>Qty</u>	<u>Sales</u>	<u>Qty</u>	<u>Sales</u>	<u>QtyΔ</u>	<u>SΔ</u>	<u>%Δ</u>
<b>Golf Course Revenue Total:</b>	4,819	\$49,118.68	3,950	\$42,013.17	869	7,105.51	16.91%
<b>Golf Shop Revenue Total:</b>	526	\$13,718.48	465	\$9,887.61	61	3,830.87	38.74%
<b>Food &amp; Beverage Reve Total:</b>	6,707	\$26,370.11	6,032	\$22,858.21	675	3,511.90	15.36%
<b>Simulator Revenue Total:</b>	4	\$120.96	0	\$0.00	4	120.96	100.00%
<b>Unrecognized Revenue Total:</b>	992	\$6,794.55	1,021	\$5,918.29	-29	876.26	14.81%
<b>Grand Total:</b>	<u>13,048</u>	<u>\$96,122.78</u>	<u>11,469</u>	<u>\$80,681.28</u>	<u>1,579</u>	<u>15,441.50</u>	<u>19.14%</u>

# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Tuesday, May 1, 2018

To: Thursday, May 31, 2018

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	162	(\$451.98)	\$0.00	0.00
<b>Item Sub-Category: Daily</b>					
<b>Item Type: 18 Holes</b>					
1352	M-F18summer Gf	3	\$68.70	\$0.00	100.00
4689	Summer 18 Hole Gf	54	\$1,150.25	\$0.00	100.00
4693	Sr 18 Hole Gf	37	\$712.85	\$0.00	100.00
4697	Junior 18 Hole Gf	3	\$50.25	\$0.00	100.00
<b>18 Holes Total:</b>		<b>97</b>	<b>\$1,982.05</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>					
4690	Summer 9 Hole Gf	291	\$4,567.12	\$0.00	100.00
4694	Sr 9 Hole Gf	50	\$698.00	\$0.00	100.00
4698	Junior 9 Hole Gf	15	\$164.76	\$0.00	100.00
<b>9 Holes Total:</b>		<b>356</b>	<b>\$5,429.88</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Daily Total:</b>		<b>453</b>	<b>\$7,411.93</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	3	\$36.30	\$0.00	100.00
4718	Special Great Life 18 Hole Gf	23	\$213.90	\$0.00	100.00
<b>18 Holes Total:</b>		<b>26</b>	<b>\$250.20</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>					
4719	Special Great Life 9 Hole Gf	21	\$97.65	\$0.00	100.00
<b>9 Holes Total:</b>		<b>21</b>	<b>\$97.65</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Specials Total:</b>		<b>47</b>	<b>\$347.85</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Weekday Total:</b>		<b>662</b>	<b>\$7,307.80</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	306	\$7,100.10	\$0.00	100.00
<b>18 Holes Total:</b>		<b>306</b>	<b>\$7,100.10</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Type: 9 Holes</b>					
4710	Weekend Summer 9 Hole Gf	134	\$2,727.61	\$0.00	100.00
<b>9 Holes Total:</b>		<b>134</b>	<b>\$2,727.61</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Daily Total:</b>		<b>440</b>	<b>\$9,827.71</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Weekend Total:</b>		<b>440</b>	<b>\$9,827.71</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	116	\$0.00	\$0.00	0.00
4704	Limited 9 Hole Gf	95	\$0.00	\$0.00	0.00
<b>Limited Total:</b>		<b>211</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	3	\$0.00	\$0.00	0.00
4701	Unlimited 18 Hole Gf	1,042	\$0.00	\$0.00	0.00
4702	Unlimited 9 Hole Gf	780	\$0.00	\$0.00	0.00
<b>Unlimited Total:</b>		<b>1,825</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Member Total:</b>		<b>2,036</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Sub-Category: Schools</b>					
4688	School Golf Teams Gf	157	\$0.00	\$0.00	0.00
<b>Schools Total:</b>		<b>157</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Sub-Category: Comp Rounds</b>					
4726	Complimentary Round	2	\$0.00	\$0.00	0.00
<b>Comp Rounds Total:</b>		<b>2</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Pass Rounds Total:</b>		<b>2,195</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Green Fees - Daily Total:</b>		<b>3,297</b>	<b>\$17,135.51</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	100.00
4673	'17-Annual Pass Adult Limited Play	1	\$374.23	\$0.00	100.00
4674	'17-Annual Pass Adult Limited Play+1	0	\$0.00	\$0.00	0.00
4988	Annual Pass Adult (limited Play) - 2018	1	\$424.18	\$0.00	100.00

# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Tuesday, May 1, 2018

To: Thursday, May 31, 2018

Item #	Description	Qty	Sales	Cost	Margin %	
		<b>Adult Total:</b>	<b>3</b>	<b>\$1,198.41</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: Jr Adult</b>						
4990	Annual Pass Ind. Jr. Adult ( Limited Play) - 2018	1	\$200.00	\$0.00	100.00	
		<b>Jr Adult Total:</b>	<b>1</b>	<b>\$200.00</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Limited Total:</b>	<b>4</b>	<b>\$1,398.41</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	4	\$2,824.20	\$0.00	100.00	
4685	'17-Annual Pass Additional Child	4	\$260.48	\$0.00	100.00	
4985	Annual Pass Individual Adult +1 - 2018	1	\$720.00	\$0.00	100.00	
4986	Annual Pass Adult Individual - 2018	2	\$1,105.12	\$0.00	100.00	
		<b>Adult Total:</b>	<b>14</b>	<b>\$6,534.00</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	
4987	Annual Pass Jr. Adult Individual - 2018	3	\$890.25	\$0.00	100.00	
		<b>Jr Adult Total:</b>	<b>4</b>	<b>\$1,180.49</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: College/jr</b>						
4657	'17-Annual Pass College	3	\$533.01	\$0.00	100.00	
4658	'17-Annual Pass H.s. Or Younger	4	\$506.04	\$0.00	100.00	
4992	Annual Pass College - 2018	5	\$906.95	\$0.00	100.00	
4993	Annual Pass H.s. Or Younger - 2018	6	\$775.80	\$0.00	100.00	
		<b>College/jr Total:</b>	<b>18</b>	<b>\$2,721.80</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Unlimited Total:</b>	<b>36</b>	<b>\$10,436.29</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Annual Pass Fees Total:</b>	<b>40</b>	<b>\$11,834.70</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	12	\$44.88	\$0.00	100.00	
		<b>Pull Cart Rental Total:</b>	<b>12</b>	<b>\$44.88</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Cart Storage</b>						
4678	'17-Annual Golf Car Storage Fee	2	\$544.60	\$0.00	100.00	
		<b>Cart Storage Total:</b>	<b>2</b>	<b>\$544.60</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Annual Trail Fee</b>						
4675	'17-Annual Trail Fee	3	\$516.30	\$0.00	100.00	
4994	Annual Trail Fee -2018	3	\$530.22	\$0.00	100.00	
4995	Annual Trail Fee (co-Owner) - 2018	2	\$353.48	\$0.00	100.00	
		<b>Annual Trail Fee Total:</b>	<b>8</b>	<b>\$1,400.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Annual Cart Rental</b>						
4680	'17-Annual Golf Car Lease - Individual +1	1	\$493.02	\$0.00	100.00	
4996	Annual Golf Car Lease - Individual - 2018	1	\$370.30	\$0.00	100.00	
		<b>Annual Cart Rental Total:</b>	<b>2</b>	<b>\$863.32</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	7	\$65.10	\$0.00	100.00	
		<b>Trail Fees Total:</b>	<b>7</b>	<b>\$65.10</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: 9 Holes</b>						
1388	Golf Car 9	496	\$5,540.32	\$0.00	100.00	
2940	Golf Car 9 Senior	28	\$260.40	\$0.00	100.00	
		<b>9 Holes Total:</b>	<b>524</b>	<b>\$5,800.72</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Sub-Category: 18 Holes</b>						
1385	Golf Car 18	404	\$6,372.31	\$0.00	100.00	
2941	Golf Car 18 Senior	84	\$1,087.18	\$0.00	100.00	
2949	Rider Fee	7	\$32.55	\$0.00	100.00	
		<b>18 Holes Total:</b>	<b>495</b>	<b>\$7,492.04</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Daily Cart Usage Total:</b>	<b>1,026</b>	<b>\$13,357.86</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Golf Carts Total:</b>	<b>1,050</b>	<b>\$16,210.66</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	145	\$664.10	\$0.00	100.00	
4503	Large Range Bucket	202	\$1,668.52	\$0.00	100.00	
		<b>Range Balls Daily Total:</b>	<b>347</b>	<b>\$2,332.62</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Range Balls Annual</b>						
1418	Range Pass Individual	7	\$706.44	\$0.00	100.00	
1420	Range Pass High School Student	1	\$55.04	\$0.00	100.00	
3636	Range Pass Additional Member	1	\$27.52	\$0.00	100.00	

# Fox Run Golf Course

## Sales Detail By Department: Golf Course Revenue

From: Tuesday, May 1, 2018

To: Thursday, May 31, 2018

Item #	Description	Qty	Sales	Cost	Margin %	
		<b>Range Balls Annual Total:</b>	<b>9</b>	<b>\$789.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Range - Non-Tax</b>						
4341	Range - High School Tournaments	55	\$220.00	\$0.00	100.00	
		<b>Range - Non-Tax Total:</b>	<b>55</b>	<b>\$220.00</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Range Total:</b>	<b>411</b>	<b>\$3,341.62</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Handicaps</b>						
<b>Item Category: Handicap Fee</b>						
1444	Handicap Fee - Adult	15	\$352.05	\$330.00	6.26	
		<b>Handicap Fee Total:</b>	<b>15</b>	<b>\$352.05</b>	<b>\$330.00</b>	<b>6.26</b>
		<b>Handicaps Total:</b>	<b>15</b>	<b>\$352.05</b>	<b>\$330.00</b>	<b>6.26</b>
<b>Sub-Department: Lessons</b>						
<b>Item Category: Private</b>						
1429	Lessons (1)	6	\$244.14	\$0.00	100.00	
		<b>Private Total:</b>	<b>6</b>	<b>\$244.14</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Lessons Total:</b>	<b>6</b>	<b>\$244.14</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Golf Course Revenue Total:</b>	<b>4,819</b>	<b>\$49,118.68</b>	<b>\$330.00</b>	<b>99.33</b>



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
	=====	=====	=====	=====	=====