



The MISSION of the City of Yankton is to provide exemplary experiences, services & spaces that create opportunities for everyone to learn, engage, and thrive.

MINUTES

FOX RUN GOLF ADVISORY BOARD

Thursday, August 16, 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 John Thayer, Annette Kohoutek, Commissioner Bridget Bensen.

Absent: None.

Also present were Course Superintendent Rockie Wampol, Golf Course Assistance Grounds Maintenance Jason Metz, Finance Officer Al Viereck, Director of Parks and Recreation Todd Larson, and Department Secretary Chasity McHenry.

Public Appearances: Karol Kittelson.

Minutes: June 21, 2018 minutes approved. Kretsinger motioned, Miner second. Motion carried 6-0.

II. NEW BUSINESS

A. City Finance Profit-Loss report through July 31. Through the end of July, the loss is \$32,497.56. Food & Beverage has been a positive in 2018. Expenses are down slightly for F&B, but revenue is up \$7,000. The pro shop is not profitable yet in 2018. Another bright spot has been cart rentals as that revenue line item is up \$8,000 even though rounds played are down on the year. This shows that the shark experience has been a popular addition. Amanda has worked with KDLT on a TV ad during prime time TV at the end-of-summer and into fall. Thayer suggested in the future to use our employees in the ads to make it more personal for people that are familiar with the operation and to bring some recognition to employees when it brings people in and they recognize the face or the voice from the ads. Have KDLT provide click-through rates for website ads to see how effective the advertising has been. Discussed a half-year season pass that could be offered starting in June during the years when spring weather does not allow for much golf. This half-year pass could be priced at 2/3 the normal season pass rate. Only create the offer if basing it off revenues compared to past years year-to-date. Will full paying season pass members want a refund in this scenario? Some board members did not think this was a good idea after talking through it.

B. Fox Run Interim Management Plan for 2018 update. Great Life will manage through December.

- August 14 – August 31. Management fee of \$8,730. Based on two full-time employees. Refund of \$47.87/hour if actual hours less.
- September, October, November, December. \$14,969/month. Refund of \$47.87/hour if actual hours less than 257 for each month.
- The City of Yankton full-time clubhouse employee may be reassigned to the Parks Department once the weather changes and outside golf comes to an

end. Those wages would be switched to the Parks Department and this would be a savings for the golf operations budget for the remainder of 2018.

- August 27th there is a golf work session with the City Commission from 6-7pm at the RTEC building. This is prior to the regular City Commission at 7:00pm that evening.
- The City should contact Dakota Golf Management and Landscapes Unlimited to get other offers for the lease idea for 2019.
- Make sure to work with GreatLife to find ways to improve the golf operation this fall and see what suggestions they have to make the course and operation more attractive to golfers.

- C. League updates. There is two weeks left of regular evening leagues than fall league will organize and start. Senior League ends October 2.
- D. 2018 events and other updates. September has quite a few outings and tournaments scheduled. Booked a new outing on September 10th for NE Senior Golf Association. It is a 120 man outing with a 9:00am shotgun start. Could the City look at doing a one-day special events liquor license for the event? There is a possibility that this outing could be booked in future years. Events scheduled through October. Cross-country meets will take place on one of the nines and it will leave the other nine holes open for golf.
- E. Course conditions and projects. Heat and humidity are causing some issues on the course.

III. OTHER BUSINESS

- A. Next Meeting Thursday, September 20, 2018.

IV. ADJOURN

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