



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

AGENDA
FOX RUN GOLF ADVISORY BOARD
Thursday, October 18, 2018
Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

- A. Roll Call. GreatLife invited to attend. Dan Kramer and Todd Larson will be absent.
- B. Consideration of September 20, 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. City Finance Profit-Loss report through September 30. (attachment)
 - Information requested at last meeting- 67 cart storage units paid for the 2018 season.
- B. GreatLife 2018 management update.
- C. GreatLife 2019 lease update.
- D. Course conditions and projects. Rockie W.

III. OTHER BUSINESS

- A. Next Meeting Thursday, November 15, 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 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, September 20, 2018**

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

I. ROUTINE BUSINESS

Roll Call:

Present: Dan Kramer, Carll Kretsinger, Terry Carda, John Thayer, Annette Kohoutek.

Absent: Jim Miner.

Also present Commissioner Benson, Todd Larson, Director of Parks and Recreation, City Manager Amy Leon, City Finance Officer Al Viereck, City Attorney Ross DenHerder, Course Superintendent Rockie Wampol, Golf Course Assistance Grounds Maintenance Jason Metz, and Golf Operations Assistant Manager Amanda Schieffer. Great Life was represented by Matt Drake and Jason Sudenga.

Public Appearances- no additions to the agenda.

Minutes: August 16, 2018 minutes approved. Kretsinger motioned, Carda second. Motion carried 5-0.

II. NEW BUSINESS

A. City Finance Profit-Loss report through August 31. Through the end of August, the loss is \$62,675.01. Food & Beverage revenues are up approximately \$6,000 year-to-date versus 2017 but expenses are also up approximately \$6,000 y-t-d. The pro shop is not profitable yet in 2018 as it is at a \$1,000 loss currently. Course revenues are down \$35,000 y-t-d compared to 2017. Course direct expenses are up \$8,000 y-t-d. Cart rental revenue is up \$6,000 y-t-d compared to 2017, but expenses are up \$7,000 y-t-d. GAB is interested in the number of cart shed units being rented in 2018. What expenses make up the Professional Services budget line item on the statement of revenues and expenses? The line item is an accumulation of these City of Yankton budget line items: 641.202 Professional Services (flex spending management, fire extinguisher annual evaluations, GreatLife management fees); 641.203 Bank Card Charges (credit card fees); 641.204 Contracted Services (window cleaning, Toro Irrigation service contract, Golf Now Software, porta pots, towel service, pest control); 641.209 Licenses (computer software, beverage licenses, restaurant license).

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

- No public comments received about Great Life or the course operations since the last GAB meeting.
- 116 person outing from the NE Senior Golf Association. Feedback received was the course was better than most courses they play. The food was better than other places they play.

C. GreatLife 2019 lease consideration input:

- Items for consideration when negotiating full lease with GreatLife
 - Customer information if GreatLife leaves the operation and City takes over again.
 - Who will manage the Fox Run Golf Course page on the City website and the Facebook page? Or do these pages go away and GreatLife manages its on-line Fox Run page?
 - Fox Run could do more with social media to keep public up-to-date on course happenings. Facebook efforts are weak currently.
 - Shouldn't be multiple websites for golf course if GL takes over.
 - Tiered membership so people can be just a Fox Run Golf Course member and not a part of the larger Great Life membership. Lower fees specific to Yankton? Lower fees for cart membership?
 - What happens with private carts? Private carts for season pass holders? Storage of private carts? Trail fees for private carts?
 - Junior golf programs and lessons and instruction for all players.
 - Golf Advisory Board- Meet in July and September with City Staff to provide feedback about course and operations. City passes on information to Great Life.
 - GAB members would like to be in the negotiation meetings.
 - Attorney DenHerder explained that with the negotiations and GL having proprietary business information it would not work to allow GAB members to sit in on the negotiations.
 - The City will provide a draft of the negotiated lease to the GAB and public for input and comment before it goes to the Commission for action.
 - YHS golf practice and meets, YHS cross-country
 - Mt. Marty golf practice and meets, Mt. Marty cross-country
 - Other small area schools use of Fox Run. Small school golf meets, conference meets, district meets, state meets (one scheduled for 2020). Can we solicit small NE schools to play at Fox Run?
 - Leagues (men's, women's, seniors, couples, PGA juniors)
 - Outings and Tournaments (Pro-Am, Pass Holder, City Classic, etc.)
 - Not having too many so members cannot play at desired times.
 - Allowing for local fund-raising tournaments to continue.
 - Simulator and winter operations
 - What about current course equipment?
 - Leased carts, beverage cart, range cart, maintenance cart
 - Clubhouse equipment
 - Maintenance equipment
 - Pro-shop credit that is on the books?
 - Capital spending in future
 - Retaining walls on hole 9 and hole 18.
 - EAB plan and ash tree removal on the course.
 - Creating a new tree nursery for adding trees on to the course in the future.
 - In the future, annual surveys for course patrons. Allow season pass holders and others to give feedback each year. Information can be used by GL to improve operations. Utilize newsletter email list.



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- GL may not be a big change with overall operations at course in years to come. How do private courses in small towns, like in NE, with 120 members, and 12,000 rounds played per year, make enough money to continue operations each year? How can GL make it work at Fox Run? Local GL members have meant lost season pass holders revenue at Fox Run the past two years.
- Have heard Parkston, as an affiliate, wants to end agreement with GL.
- Municipal run operations and private business operations make it hard to compare. Municipal operations may have expenses that private businesses do not. There are other golf options close to Fox Run- Hillcrest and Lakeview.
- Maybe GL model works better in other communities because of demographics. Yankton has an older population. Maybe Yankton's population doesn't want to exercise and do the fitness component of the GL offering.
- Hopefully, we can all agree something different needs to happen at Fox Run to change the current financial situation.
- GreatLife numbers from 2017 (document attached)
- What does the City of Yankton have to offer people to make it attractive?
 - What, besides golf, does Yankton have to offer people?
 - Mall is not attractive, retail stores are closing, on-line shopping has had effects on Yankton.
 - Yankton has no personal income tax, affordable health care, quality health care, so what else can be used to be attractive to those not living here?
- Volunteerism for golf course?
 - Help with maintenance. Creates ownership and buy-in by season pass holders since they are involved with course projects. Fox Run is the worse course for players not fixing ball marks on the green.
 - In the past people have donated trees and flowers.
- Benches and ball washers- sold advertising to help pay for them in the past. Ball washers are now supplied by the course operations. When the advertising relationship ended, benches were removed from the course. Benches have not been replaced at this time.
- What are the GreatLife intentions for Fox Run?
 - Great Life's mission is to enrich the lives of families and individuals through golf, fitness, and healthy lifestyles.
 - Great Life's vision includes:
 - 1) being the best in guest satisfaction, value, and convenience for golf and fitness;
 - 2) educate people about golf, fitness, nutrition, and healthy lifestyles;
 - 3) help families build strong relationships through involvement in sports, fitness, and healthy lifestyles;
 - 4) make a difference in people's lives, especially those of children.

- Providing a combination of fitness, golf, and other family friendly activities.
- Just golf model of business not working around the country.
- GL model is helping golf courses with finances and working to make individuals and families healthier.
- GL believes Fox Run is a beautiful course and is attractive for people to play.
- Courses that GL leases, rounds are up and stable.
- 87% of play on GL courses is member play.
- Canton, SD- Hiawatha- wanted to end affiliation because the course was close enough to Sioux Falls that the course was becoming too busy for the Hiawatha membership. Members didn't want to have to make tee times in advance.

D. Course conditions and projects. Meeting adjourned without a report from Rockie.

III. OTHER BUSINESS

A. Next Meeting Thursday, October 18, 2018.

IV. ADJOURN

Kretsinger motioned, Kramer second. Motion carried 5-0.

10/05/18

Fox Run Golf Course
Statement of Revenues & Expenses

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	Legal Budget
Direct Revenues:					
Concessions	17,243.05	15,572.92	149,988.41	142,513.18	161,700.00
Pro Shop	8,095.43	8,423.47	68,349.02	66,315.92	91,200.00
Course	26,501.20	33,848.08	400,465.42	442,746.71	466,900.00
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Total Direct Revenues	51,839.68	57,844.47	618,802.85	651,575.81	719,800.00
Direct Expenses:					
Concessions	13,345.13	11,402.68	66,000.43	57,847.12	62,700.00
Pro Shop		3,098.43	61,301.21	62,725.70	45,000.00
Course	7,412.10		53,849.87	38,483.91	38,500.00
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Total Direct Expenses	20,757.23	14,501.11	181,151.51	159,056.73	146,200.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	13.61		1,192.94	(2.63)	1,000.00
Indirect Expenses:					
Personal Services	25,617.80	28,617.75	286,335.55	299,104.23	405,872.00
Insurance			6,832.04	6,359.40	6,710.00
Professional Services	23,251.52	1,797.50	57,270.44	19,507.93	22,900.00
Advertising	336.58	450.00	7,497.87	6,549.95	4,500.00
Repair & Maintenance	3,854.59	2,571.77	56,976.69	35,089.36	52,500.00
Supplies & Materials	3,731.18	2,620.75	47,791.95	49,247.09	59,600.00
Travel, Conference & Dues			2,249.45	1,370.56	3,250.00
Utilities	4,105.66	4,833.97	24,242.13	25,148.29	37,600.00
Billing and Administration					
Depreciation	5,893.62	4,218.78	48,018.06	37,969.02	55,745.00
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Total Indirect Expenses	66,790.95	45,110.52	537,214.18	480,345.83	648,677.00
Net Operating Income	(35,694.89)	(1,767.16)	(98,369.90)	12,170.62	(74,077.00)
	=====	=====	=====	=====	=====
Capital Outlay		560.80	48,342.00	91,308.78	82,000.00
	=====	=====	=====	=====	=====

Fox Run Golf Course
Statement of Revenues

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	Legal Budget
Concessions					
CASH Long	106.53	83.45	1,754.02	1,096.40	1,000.00
PREPARED FOOD	4,097.11	4,737.65	40,439.19	37,565.09	40,000.00
PRE-PACKAGED FOOD	526.81	634.23	4,729.92	6,165.35	10,700.00
BEER	10,398.07	8,363.89	86,303.12	81,262.50	85,000.00
BOTTLED POP	2,114.53	1,753.70	16,762.16	16,423.84	25,000.00
MISCELLANEOUS CONCESSIONS					
Total Concessions	17,243.05	15,572.92	149,988.41	142,513.18	161,700.00
Pro Shop					
GOLF BALLS	1,657.78	1,019.69	16,700.54	12,820.77	19,000.00
GLOVES	596.62	570.17	5,216.89	4,289.71	6,000.00
GOLF CAPS/VISORS	282.82	560.89	2,930.56	3,827.41	7,000.00
MERCHANDISE	2,126.33	2,704.60	13,781.38	17,401.85	16,000.00
MERCHANDISE NON-TAX					200.00
GOLF EQUIPMENT	3,165.89	3,015.79	25,504.82	20,145.23	30,000.00
MISCELLANEOUS MERCHANDISE			42.96		
CLUB REPAIRS	265.99	505.38	3,335.98	6,074.94	11,000.00
LESSONS		46.95	835.89	1,756.01	2,000.00
Total Pro Shop	8,095.43	8,423.47	68,349.02	66,315.92	91,200.00
Course					
SIMULATOR		34.58	5,795.59	4,758.11	7,000.00
SIMULATOR NON-TAXABLE		500.00		500.00	600.00
SEASON PASS		2,636.30	141,757.53	169,226.38	169,000.00
SEASON PASS NON-TAX		3,616.21		3,616.21	3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	11,009.45	8,783.86	52,588.88	53,883.66	52,000.00
GRREN FEES NON-TAX		1,712.00	2,792.65	3,694.48	6,500.00
GREEN FEES - WEEKDAYS	4,059.57	4,613.40	47,968.73	53,817.58	70,000.00
GOLF CAR RENTAL	10,093.56	9,769.25	83,585.78	76,980.20	73,000.00
GOLF CAR STORAGE (NON-TAX)		272.30	16,292.48	20,685.79	21,600.00
TRAIL FEES		172.10	21,753.74	23,761.57	29,000.00
PULL CART RENTAL	14.96	44.88	243.10	452.54	500.00
GOLF CLUB RENTAL			122.87		800.00
DRIVING RANGE	1,323.66	1,049.73	15,400.37	15,761.18	18,500.00
DRIVING RANGE NON-TAX		620.00	524.00	943.53	800.00
HANDICAPING		23.47	7,308.56	8,308.90	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM			3,685.45	4,452.58	4,000.00
GOLF CART WRAPS			375.00	1,900.00	1,000.00
LEAGUE SOFTWARE ADS				4.00	
Total Course	26,501.20	33,848.08	400,465.42	442,746.71	466,900.00
Total Direct Revenues	51,839.68	57,844.47	618,802.85	651,575.81	719,800.00

10/05/18

Fox Run Golf Course
Statement of Expenditures

1

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	Legal Budget
Concessions					
CASH SHORT	287.66	26.46	2,112.18	764.44	1,200.00
PREPARED FOODS	5,243.72	4,344.72	27,447.59	23,256.59	22,000.00
CANDY	619.33	241.20	2,414.48	1,785.40	3,500.00
BEER	4,894.50	5,916.30	26,615.48	26,300.35	27,000.00
POP	2,299.92	874.00	7,410.70	5,740.34	9,000.00
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Total Concessions	13,345.13	11,402.68	66,000.43	57,847.12	62,700.00
Pro Shop					
GOLF BALLS			11,569.17	6,466.38	10,000.00
GLOVES			3,320.80	3,237.68	3,000.00
GOLF CAPS/VISORS		747.04	1,897.62	1,639.88	1,000.00
MERCHANDISE		1,701.47	11,756.73	25,781.62	10,000.00
GOLF EQUIPMENT		649.92	32,640.30	22,738.20	15,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS			116.59	2,861.94	6,000.00
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Total Pro Shop		3,098.43	61,301.21	62,725.70	45,000.00
Course					
GOLF CAR RENTAL	7,412.10		41,676.74	25,985.81	25,500.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			4,704.00	4,109.00	4,200.00
HANDICAPING			6,869.00	7,348.00	7,800.00
JUNIOR GOLF PROGRAM			548.56	1,041.10	1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
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Total Course	7,412.10		53,849.87	38,483.91	38,500.00
Total Direct Expenditures	20,757.23	14,501.11	181,151.51	159,056.73	146,200.00
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Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jul2018 31Jul2018	01Jul2017 31Jul2017	01Aug2018 31Aug2018	01Aug2017 31Aug2017
GOLF COURSE												
CASH LONG/SHORT												
641.3701	27	103	40	110	341	121	212	439	700	143	327	97
641.641.701	46	76	58	93	501	93	326	148	525	303	368	25
Difference	(18)	27	(18)	17	(160)	29	(114)	291	175	(160)	(41)	72
PREPARED FOODS												
641.3710	1,935	2,441	1,636	3,008	8,203	5,296	5,916	5,812	10,234	8,293	7,223	7,790
641.3711 Non-Taxable			(454)		(709)	(133)		(56)	(32)			
641.641.710	703	1,030	658	1,010	2,186	3,480	6,470	4,348	2,596	3,840	9,591	5,203
Difference	1,232	1,410	1,431	1,998	6,726	1,949	(553)	1,519	7,671	4,453	(2,368)	2,586
PRE-PACKAGED FOOD												
641.3714	223	259	211	556	957	669	900	1,368	1,064	1,415	847	1,264
641.641.714	30	54	63	9	272	599	436	274	593	225	400	385
Difference	193	206	148	547	685	70	464	1,094	471	1,190	447	879
BEER												
641.3718	2,008	3,453	1,673	6,013	18,344	10,696	15,671	17,868	21,203	17,587	17,006	17,282
641.641.718	250	386	203	1,015	819	1,844	7,746	6,288	5,022	4,510	7,682	6,340
Difference	1,758	3,067	1,471	4,998	17,525	8,851	7,925	11,580	16,181	13,077	9,324	10,942
BEVERAGES												
641.3720	477	860	863	1,474	3,524	1,757	2,984	3,532	3,755	3,774	3,045	3,273
641.641.720	41	81		241	607	1,349	1,599	859	858	901	2,005	1,436
Difference	436	780	863	1,233	2,916	408	1,385	2,674	2,898	2,873	1,040	1,837
SEASON PASS												
641.3740	39,815	81,808	60,990	69,105	39,115	9,336	1,708	6,041	129	122		178
SEASON PASS NON-TAXABLE												
641.3741												
GREEN FEES-WEEKENDS/HOLIDAYS												
641.3742	39	1,059	630	4,487	12,160	6,784	9,059	13,067	9,085	7,174	10,606	12,529
GREEN FEES NON-TAXABLE												
641.3743			1,106	1,134	1,320	736	209	112			157	
GREEN FEES - WEEKDAYS												
641.3744		696	419	2,883	8,160	4,844	8,427	11,857	18,078	14,773	8,825	14,152
GOLF CAR RENTAL												
641.3746	3,764	8,525	6,747	7,313	20,273	8,252	13,400	16,030	16,081	12,082	13,227	15,010
641.3747 Non-Taxable												
641.641.746			33,166	24,456					1,099	1,380		150
Difference	3,764	8,525	(26,419)	(17,143)	20,273	8,252	13,400	16,030	14,982	10,702	13,227	14,860

Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jul2018 31Jul2018	01Jul2017 31Jul2017	01Aug2018 31Aug2018	01Aug2017 31Aug2017
GOLF CAR STORAGE (NON-TAX)												
641.3749	5,355	11,258	7,543	7,373	2,174	1,291	1,085	491	136			
641.641.749												
Difference	5,355	11,258	7,543	7,373	2,174	1,291	1,085	491	136			
TRAIL FEES												
641.3750	6,558	12,779	9,121	8,985	5,200	1,005	521	653	353	167		
PULL CART RENTAL												
641.3752		15	49	79	49	56	75	86	52	75	4	97
641.641.752												
Difference		15	49	79	49	56	75	86	52	75	4	97
GOLF CLUB RENTAL												
641.3753									123			
DRIVING RANGE												
641.3754	516	2,690	2,930	2,585	4,288	2,295	2,206	2,868	2,006	1,789	2,131	2,485
641.3755 NON-TAXABL					224	22		2			300	300
641.641.754	4,704	3,744		365								
Difference	(4,188)	(1,054)	2,930	2,220	4,512	2,317	2,206	2,870	2,006	1,789	2,431	2,785
HANDICAPING												
641.3756	1,619	3,192	3,718	3,919	1,619	681	164	376	188	117		7,348
641.641.756									6,869			
Difference	1,619	3,192	3,718	3,919	1,619	681	164	376	(6,681)	117		(7,348)
GOLF BALLS												
641.3760	158	280	475	515	5,426	3,277	3,298	2,486	2,944	2,943	2,741	2,300
641.641.760	3,377	1,076	2,305		1,673		2,709	1,887	1,505	3,237		266
Difference	(3,219)	(797)	(1,830)	515	3,752	3,277	589	599	1,439	(294)	2,741	2,034
GLOVES												
641.3762	167	209	124	357	885	483	1,016	820	1,303	919	1,125	932
641.641.762			3,321	2,778						230		229
Difference	167	209	(3,197)	(2,422)	885	483	1,016	820	1,303	689	1,125	703
GOLF CAPS/VISORS												
641.3764	90	108	130	319	526	313	694	972	434	526	774	1,029
641.641.764	186		1,368				344			788		105
Difference	(96)	108	(1,238)	319	526	313	350	972	434	(262)	774	924
MERCHANDISE												
641.3766	295	658	544	693	2,846	1,207	2,371	3,869	2,785	3,084	2,814	5,186
641.3767 NON-TAXABL												
641.641.766		403	262	(850)	3,376	518	1,153	10,627	6,752	10,770	213	2,613
Difference	295	256	282	1,543	(530)	690	1,217	(6,757)	(3,967)	(7,687)	2,601	2,573

Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jul2018 31Jul2018	01Jul2017 31Jul2017	01Aug2018 31Aug2018	01Aug2017 31Aug2017
GOLF EQUIPMENT												
641.3768	3,105	2,738	3,527	1,124	8,179	1,832	2,161	5,360	2,557	2,437	2,810	3,638
641.641.768	1,157	1,311	13,007	7,760	13,070	4,618	3,876	7,021	1,069	236	461	1,142
Difference	1,948	1,427	(9,480)	(6,636)	(4,891)	(2,786)	(1,715)	(1,661)	1,488	2,201	2,349	2,496
MISCELLANEOUS MERCHANDISE												
641.3770							43					
641.641.770												
Difference							43					
JUNIOR GOLF PROGRAM												
641.3788									3,685	4,453		
641.641.788									529	1,041	20	
Difference									3,157	3,411	(20)	
CLUB REPAIRS												
641.3790	358	1,164	523	1,013	724	963	681	654	503	682	281	1,094
641.641.790		577			106	433		13		16	10	1,822
Difference	358	587	523	1,013	618	530	681	640	503	666	271	(729)
LESSONS												
641.3792	141			141	498	352	197	747		329		141
641.641.792												
Difference	141			141	498	352	197	747		329		141
GOLF CART WRAPS												
641.3793	375			450						1,050		400
641.641.793												
Difference	375			450						1,050		400
LEAGUE SOFTWARE ADS												
641.3794						4						
641.641.794												
Difference						4						
MISCELLANEOUS												
641.641.791												
TOTAL REVENUES	72,584	138,995	103,681	123,633	145,751	62,401	72,998	95,564	97,434	83,960	74,515	89,176
TOTALS EXPENDITURES	10,493	8,737	54,463	36,877	22,611	12,934	24,661	31,466	27,416	27,478	20,751	27,064
DIFFERENCE	62,091	130,258	49,219	86,756	123,140	49,467	48,337	64,098	70,017	56,482	53,764	62,111

Fox Run Golf Course
Statement of Revenues

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	
GOLF COURSE					
CASH LONG/SHORT					
641.3701	107	83	1,754	1,096	160
641.641.701	288	26	2,112	764	276
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Difference	(181)	57	(358)	332	(108)
PREPARED FOODS					
641.3710	4,097	3,778	39,244	36,416	108
641.3711 Non-Taxable		(960)	(1,195)	(1,149)	104
641.641.710	5,244	4,345	27,448	23,257	118
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Difference	(1,147)	393	12,992	14,309	91
PRE-PACKAGED FOOD					
641.3714	527	634	4,730	6,165	77
641.641.714	619	241	2,414	1,785	135
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Difference	(93)	393	2,315	4,380	53
BEER					
641.3718	10,398	8,364	86,303	81,263	106
641.641.718	4,895	5,916	26,615	26,300	101
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Difference	5,504	2,448	59,688	54,962	109
BEVERAGES					
641.3720	2,115	1,754	16,762	16,424	102
641.641.720	2,300	874	7,411	5,740	129
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Difference	(185)	880	9,351	10,684	88
SEASON PASS					
641.3740		2,636	141,758	169,226	84
SEASON PASS NON-TAXABLE					
641.3741		3,616		3,616	
GREEN FEES-WEEKENDS/HOLIDAYS					
641.3742	11,009	8,784	52,589	53,884	98
GREEN FEES NON-TAXABLE					
641.3743		1,712	2,793	3,694	76
GREEN FEES - WEEKDAYS					
641.3744	4,060	4,613	47,969	53,818	89
GOLF CAR RENTAL					
641.3746	10,094	9,769	83,586	76,980	109
641.3747 Non-Taxable					
641.641.746	7,412		41,677	25,986	160
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Difference	2,681	9,769	41,909	50,994	82

Fox Run Golf Course
Statement of Revenues

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	
GOLF CAR STORAGE (NON-TAX)					
641.3749		272	16,292	20,686	79
641.641.749					
Difference		272	16,292	20,686	79
TRAIL FEES					
641.3750		172	21,754	23,762	92
PULL CART RENTAL					
641.3752	15	45	243	453	54
641.641.752					
Difference	15	45	243	453	54
GOLF CLUB RENTAL					
641.3753			123		
DRIVING RANGE					
641.3754	1,324	1,050	15,400	15,761	98
641.3755 NON-TAXABL		620	524	944	56
641.641.754			4,704	4,109	114
Difference	1,324	1,670	11,220	12,596	89
HANDICAPING					
641.3756		23	7,309	8,309	88
641.641.756			6,869	7,348	93
Difference		23	440	961	46
GOLF BALLS					
641.3760	1,658	1,020	16,701	12,821	130
641.641.760			11,569	6,466	179
Difference	1,658	1,020	5,131	6,354	81
GLOVES					
641.3762	597	570	5,217	4,290	122
641.641.762			3,321	3,238	103
Difference	597	570	1,896	1,052	180
GOLF CAPS/VISORS					
641.3764	283	561	2,931	3,827	77
641.641.764		747	1,898	1,640	116
Difference	283	(186)	1,033	2,188	47
MERCHANDISE					
641.3766	2,126	2,705	13,781	17,402	79
641.3767 NON-TAXABL					
641.641.766		1,701	11,757	25,782	46
Difference	2,126	1,003	2,025	(8,380)	(24)

Fox Run Golf Course
Statement of Revenues

	01Sep2018 30Sep2018	01Sep2017 30Sep2017	01Jan2018 30Sep2018	01Jan2017 30Sep2017	
GOLF EQUIPMENT					
641.3768	3,166	3,016	25,505	20,145	127
641.641.768		650	32,640	22,738	144
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Difference	3,166	2,366	(7,135)	(2,593)	275
MISCELLANEOUS MERCHANDISE					
641.3770			43		
641.641.770					
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Difference			43		
JUNIOR GOLF PROGRAM					
641.3788			3,685	4,453	83
641.641.788			549	1,041	53
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Difference			3,137	3,411	92
CLUB REPAIRS					
641.3790	266	505	3,336	6,075	55
641.641.790			117	2,862	4
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Difference	266	505	3,219	3,213	100
LESSONS					
641.3792		47	836	1,756	48
641.641.792					
	-----	-----	-----	-----	
Difference		47	836	1,756	48
GOLF CART WRAPS					
641.3793			375	1,900	20
641.641.793					
	-----	-----	-----	-----	
Difference			375	1,900	20
LEAGUE SOFTWARE ADS					
641.3794				4	
641.641.794					
	-----	-----	-----	-----	
Difference				4	
MISCELLANEOUS					
641.641.791					
TOTAL REVENUES	51,840	57,844	618,803	651,572	95
TOTALS EXPENDITURES	20,757	14,501	181,152	159,057	114
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DIFFERENCE	31,082	43,343	437,651	492,515	89
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