

MINUTES

FOX RUN GOLF ADVISORY BOARD

**Thursday, October 22, 2015
Fox Run Golf Course Clubhouse – 12:00 P.M.**

Routine Business

Roll Call:

Present: Mike Brinkerhoff, Warren Erickson, Annette Kohoutek, Steve Sager, Jake Hoffner, Kim Auch.

Absent: Dan Kortan

Also present were PGA Pro/Course Manager Kevin Doby, Course Superintendent Rockie Wampol, and Director of Parks and Recreation Todd Larson.

Public Appearances: Karol Kittelson

Minutes:

September 24, 2015 minutes approved. Sager motioned, Brinkerhoff second.
Motion carried 6-0.

Old Business

- A. 2016 Rates. Proposed the addition of an under 30 year-of-age rate to go with the rate structure that is currently in place. No increases for 2016 fees and rates. Will review in November to determine if proposal should move forward to commission.

New Business

- A. Year-to-Date round report and season pass report- Kevin provided Year-to-Date document through September 30 from course software (attached).
- B. Revenue report from City financial software. City financials from the city software through September 30 (attached). Monthly and Year-To-Date Comparisons document (attached)
- C. Plan to shut-down grill for season on October 25.
- D. Update on staffing plan for 2016. City Manager Amy Nelson, Finance Officer Al Viereck, and Todd Larson have met with two companies in regards to private management of the course. The first company is Dakota Golf Management and the second is Mahaska Great Life Golf & Fitness. The City is gathering information on what type of service these private businesses could bring to Fox Run. In November if no solid proposals have been received from the two private businesses, the City Commission will be asked to approve the 2016 staffing plan which includes two full-time positions to go along with Kevin Doby. This would be an increase of one full-time employee at Fox Run. 2016 staffing plan would allow for more programming from Kevin Doby to help increase golf development programs. Ideas include keeping high school kids golfing throughout the summer. PGA programs to help with youth development and leagues. There was discussion on the importance of customer service in the recruitment process

for the two employees. Also, it was discussed that it is more difficult getting patrons back once we have lost them versus the effort to retain them.

- E. Discussion on cart shed idea of \$200/spot for Shed C. 40 spots in shed at \$275 would equal revenue of \$11,000. If \$200, would equal revenue of \$8,000. There are only 23 spots rented currently at \$275, equals \$6,325 in revenue. If \$200, equals \$4,600 in revenue. There would have to be 32 spots rented at \$200/space to get back above the \$6,325 in current revenue. Also, if any renters left shed A or B to do this deal, you would have to have those spots rented back out or you would have lost income in those sheds. Could cart shed C spots be rented in winter for other storage purposes?
- F. Course event calendar. Cross-country tournament on Saturday, October 24, last outside event for season. Simulator being put up last week of October. Advertising for winter simulator leagues has taken place.
- G. Course conditions and projects –Rockie. Irrigation will be winterized beginning November 2. Mowing has slowed down finally. Snow mold application will be applied. Temporary greens will be created in front of real greens to help protect the real greens from the damage from winter play. Also, 10 trees will be moved from along 16 fairway to other places around the course to replace trees which have died this past year. There is a drainage slope and drop-off by the cart path along #18 green that needs to be addressed. In the past, red flags have been used to warn patrons of the drop-off.

Other Business

- A. Next Meeting Date – Thursday, November 19, 2015. The GAB meetings will be moved to Thursdays through October of 2016.

Meeting Adjourned

- A. Kohoutek motioned, Auch second. Motion carried 6-0.