

MINUTES

FOX RUN GOLF ADVISORY BOARD

**Thursday, December 17, 2015
Fox Run Golf Course Clubhouse – 12:00 P.M.**

Routine Business

Roll Call:

Present: Mike Brinkerhoff, Warren Erickson, Annette Kohoutek, Dan Kortan, Jake Hoffner, Steve Sager.

Absent: Kim Auch

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

Public Appearances: Karol Kittelson, Daryl Sundleaf, Merlyn Schmuck

Minutes:

November 19, 2015 minutes approved. Kohoutek motioned, Sager second.
Motion carried 6-0.

Old Business

A. No old business.

New Business

- A. Year-to-Date round report and season pass report. Kevin provided document (attachment). Strong increase in walk-up green fee revenue in 2015. 24,751 outdoor rounds of golf in 2015. Up from 22,832 in 2014.
- B. City financial from the city software through November 30. Todd is working with the finance department to refund the billing and administration fee for 2015. In 2016, the discussion will continue with the Commission to eliminate that fee for 2016 and beyond. In 2015, without the billing and administration, the course has generated \$21,578.28 in net revenue through 11-30-15. There will be December expenses yet so that net revenue will turn into a loss after December. Also, the net revenue amount does not have 2015 capital expenditures included. The 2016 season and daily rates have been approved by the Commission. Fox Run should be aware of a competitive rate being introduced at Hillcrest for golfers under the age of 30.
- C. Update on staffing plan for 2016. The Commission approved moving forward with adding two more full-time employees to work along with Kevin in the clubhouse. Kevin and Todd will work to update the job descriptions created in the fall and then start advertising. The Golf Advisory Board would like to view the job description prior to it being advertised. The Commission also wants to hire a consultant, based on a reasonable proposal fee, to evaluate all golf operations in 2016. At this time, the Commission is not interested in an outside vendor with a management agreement for the course. This outside

vendor option could be discussed again after the evaluation results are received from the consultant in 2016.

- D. Marketing for 2016. Kevin email to course patrons about facility and operation improvements for 2016 (attachment). Kevin email to league members about changes for 2016 (attachment). Todd is working to create the proposal for a Yankton Recreation Pass that would include discounted rates for those who are members at both Fox Run Golf Course and the Summit Activities Center. Included in this proposal will be an option for Fantle Memorial Pool also. This new pass will be discussed with the Commission so it has their approval. Todd will get a proposal from Great Life Golf and Fitness about being an affiliate only. If Great Life is interested in Fox Run being an affiliate and does provide a proposal that will need to be reviewed with the Golf Advisory Board. Todd and Kevin will look to expand on the advertising that was done in 2015.
- E. Simulator and winter plans. Leagues are in place. In the future, Kevin will work to create interest in a senior league that can utilize the simulator in the day hours during the week. Kevin has created some simulator tournaments for this winter season.
- F. Course conditions and projects –Rockie. Todd and Kevin will meet with Rockie next week to begin updating the five-year Capital Plan starting in 2016 based on the Commission's willingness to improve the course. Grass on the course is currently NOT dormant. If there is green grass, with a lot of snow on top, Rockie is concerned with snow mold being a problem in the spring of 2016.

Other Business

- A. Next Meeting Date – Thursday, January 21, 2016. The GAB meetings will be moved to Thursdays through October of 2016.

Meeting Adjourned

- A. Sager motioned, Kortan second. Motion carried 6-0.