



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, November 16, 2017**  
**Fox Run Golf Course Clubhouse – 12:00 P.M.**

**I. ROUTINE BUSINESS**

Roll Call:

Present: Annette Kohoutek, Dan Kramer, Jim Miner, Terry Carda.

Absent: Carll Kretsinger, Steve Sager, and Commissioner Stephanie Moser.

Also present were Golf Operations Manager Tom Jeffers, Course Superintendent Rockie Wampol, and Department Secretary Chasity McHenry.

Public Appearances: Karol Kittelson.

Minutes: October 19, 2017 minutes approved. Kramer motioned, Carda second. Motion carried 4-0.

**II. NEW BUSINESS**

- A. Monthly round report and season pass report from Tom J. and course software. (Attachment). Weather hasn't been good for golfing so far this fall.
- B. League updates. Simulator league starts December 4<sup>th</sup>. As of right now, there are 12 teams. Looking for at least two more to equal last year. Simulator revenue has dropped steadily over the years. Need to find a way to pick it back up.
- C. Long-term Vision for Fox Run Golf Course. Discussion as we prepare for City Commission Work Session on November 27, at 6:00pm. The public meeting will take place at the RTEC building on November 27. GPS for carts. Annette Kohoutek and Jim Miner plan on attending.
- D. 2018 rates discussion. Discussed having a 2% increase for 2018. Those that are loyalty rewards members would pay 2017 rates for the 2018 season. Also, the loyalty rewards members would have some credit to put toward season passes in 2018. There is also a discount for Summit Activities Members that purchase a golf pass. Fox Run is going to try GolfStatus which is an app for your phone that will keep track of your round while playing while also providing some rewards for different scores on certain holes. T. Carda made a motion to approve the 2% increase in rates. D. Kramer seconded. Motion passed 4-0.
- E. Course conditions and projects. The Board would like to mention how well Rockie and Jason Metz are doing and commend them on an excellent job.

**III. OTHER BUSINESS**

A. Next Meeting Thursday, December 21, 2017.

**IV. ADJOURN**

Carda motioned, Miner second. Motion carried 4-0.

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Oct 01, '17 - Oct 31, '17		Oct 01, '16 - Oct 31, '16		QtyΔ	SA	%Δ
		Qty	Sales	Qty	Sales			
<b>Department:</b> Golf Course Revenue								
2918	11 Fall Pass	2	\$0.00	0	\$0.00	2	0.00	0.00%
<b>Sub Department:</b> Green Fees - Daily								
<b>Category:</b> Weekday								
4764	Coupon - Comeback	254	(\$762.00)	0	\$0.00	254	-762.00	-100.00%
<b>Sub Category:</b> Daily								
<b>Type:</b> 18 Holes								
1352	M-F18summer Gf	0	\$0.00	42	\$961.80	-42	-961.80	-100.00%
2938	Weekday 18 Senior	0	\$0.00	65	\$1,215.50	-65	-1,215.50	-100.00%
2947	Junior 18 Holes	0	\$0.00	3	\$33.63	-3	-33.63	-100.00%
4689	Summer 18 Hole Gf	19	\$406.60	0	\$0.00	19	406.60	100.00%
4693	Sr 18 Hole Gf	7	\$136.71	0	\$0.00	7	136.71	100.00%
<b>18 Holes Total:</b>		<b>26</b>	<b>\$543.31</b>	<b>110</b>	<b>\$2,210.93</b>	<b>-84</b>	<b>-1,667.62</b>	<b>-75.43%</b>
<b>Type:</b> 9 Holes								
1353	M-F 9 Summer Gf	0	\$0.00	48	\$829.92	-48	-829.92	-100.00%
2939	Weekday 9 Senior	0	\$0.00	6	\$84.12	-6	-84.12	-100.00%
2946	Junior 9 Holes	0	\$0.00	19	\$159.79	-19	-159.79	-100.00%
4690	Summer 9 Hole Gf	60	\$949.20	0	\$0.00	60	949.20	100.00%
4694	Sr 9 Hole Gf	45	\$628.20	0	\$0.00	45	628.20	100.00%
4698	Junior 9 Hole Gf	13	\$142.97	0	\$0.00	13	142.97	100.00%
<b>9 Holes Total:</b>		<b>118</b>	<b>\$1,720.37</b>	<b>73</b>	<b>\$1,073.83</b>	<b>45</b>	<b>646.54</b>	<b>60.21%</b>
<b>Daily Total:</b>		<b>144</b>	<b>\$2,263.68</b>	<b>183</b>	<b>\$3,284.76</b>	<b>-39</b>	<b>-1,021.08</b>	<b>-31.09%</b>
<b>Sub Category:</b> Specials								
<b>Type:</b> 18 Holes								
4718	Special Great Life 18 Hole Gf	10	\$93.00	0	\$0.00	10	93.00	100.00%
<b>18 Holes Total:</b>		<b>10</b>	<b>\$93.00</b>	<b>0</b>	<b>\$0.00</b>	<b>10</b>	<b>93.00</b>	<b>100.00%</b>
<b>Type:</b> 9 Holes								
4719	Special Great Life 9 Hole Gf	6	\$27.90	0	\$0.00	6	27.90	100.00%
<b>9 Holes Total:</b>		<b>6</b>	<b>\$27.90</b>	<b>0</b>	<b>\$0.00</b>	<b>6</b>	<b>27.90</b>	<b>100.00%</b>
<b>Specials Total:</b>		<b>16</b>	<b>\$120.90</b>	<b>0</b>	<b>\$0.00</b>	<b>16</b>	<b>120.90</b>	<b>100.00%</b>
<b>Weekday Total:</b>		<b>414</b>	<b>\$1,622.58</b>	<b>183</b>	<b>\$3,284.76</b>	<b>231</b>	<b>-1,662.18</b>	<b>-50.60%</b>
<b>Category:</b> Weekend								
<b>Sub Category:</b> Daily								
<b>Type:</b> 18 Holes								
1359	Sa-Su 18 Summer Gf	0	\$0.00	55	\$1,259.50	-55	-1,259.50	-100.00%
2944	Sa-Su Non-Family Unlimited After 4:00	0	\$0.00	8	\$96.32	-8	-96.32	-100.00%
4416	Sa-Suy H S Junior	0	\$0.00	1	\$9.30	-1	-9.30	-100.00%
4708	Weekend Summer 18 Hole Gf	57	\$1,484.85	0	\$0.00	57	1,484.85	100.00%
4709	Weekend Off Season 18 Hole Gf	4	\$78.12	0	\$0.00	4	78.12	100.00%
<b>18 Holes Total:</b>		<b>61</b>	<b>\$1,562.97</b>	<b>64</b>	<b>\$1,365.12</b>	<b>-3</b>	<b>197.85</b>	<b>14.49%</b>
<b>Type:</b> 9 Holes								
1360	Sa-Su 9 Summer Gf	0	\$0.00	42	\$726.18	-42	-726.18	-100.00%

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Oct 01, '17 - Oct 31, '17		Oct 01, '16 - Oct 31, '16		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
2943	Sa-Su Non-Family 9 After 4:00	0	\$0.00	3	\$25.23	-3	-25.23	-100.00%
4710	Weekend Summer 9 Hole Gf	64	\$1,310.08	0	\$0.00	64	1,310.08	100.00%
4711	Weekend Off Season 9 Hole Gf	3	\$46.05	0	\$0.00	3	46.05	100.00%
<b>9 Holes Total:</b>		<b>67</b>	<b>\$1,356.13</b>	<b>45</b>	<b>\$751.41</b>	<b>22</b>	<b>604.72</b>	<b>80.48%</b>
<b>Daily Total:</b>		<b>128</b>	<b>\$2,919.10</b>	<b>109</b>	<b>\$2,116.53</b>	<b>19</b>	<b>802.57</b>	<b>37.92%</b>
<b>Weekend Total:</b>		<b>128</b>	<b>\$2,919.10</b>	<b>109</b>	<b>\$2,116.53</b>	<b>19</b>	<b>802.57</b>	<b>37.92%</b>
<b>Category: Tournaments</b>								
<b>Sub Category: Schools</b>								
4977	Mount Marty Cross Country Course Rental	1	\$200.00	0	\$0.00	1	200.00	100.00%
<b>Schools Total:</b>		<b>1</b>	<b>\$200.00</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>200.00</b>	<b>100.00%</b>
<b>Tournaments Total:</b>		<b>1</b>	<b>\$200.00</b>	<b>0</b>	<b>\$0.00</b>	<b>1</b>	<b>200.00</b>	<b>100.00%</b>
<b>Category: Pass Rounds</b>								
1379	M-F Industry Pro Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
1380	Sa-Su Industry Pro Gf	0	\$0.00	2	\$0.00	-2	0.00	0.00%
4324	M-F Free Pass-No Cart	0	\$0.00	3	\$0.00	-3	0.00	0.00%
<b>Sub Category: Member</b>								
<b>Type: Limited</b>								
4703	Limited 18 Hole Gf	56	\$0.00	0	\$0.00	56	0.00	0.00%
4704	Limited 9 Hole Gf	35	\$0.00	0	\$0.00	35	0.00	0.00%
<b>Limited Total:</b>		<b>91</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>91</b>	<b>0.00</b>	<b>0.00%</b>
<b>Type: Unlimited</b>								
1367	Sa-Su 9 Pass Summer Unlimited Gf	0	\$0.00	14	\$0.00	-14	0.00	0.00%
1369	M-F Fall 18 Pass Unlimited Gf	0	\$0.00	4	\$0.00	-4	0.00	0.00%
1370	M-F 18 Pass Unlimited Winter Gf	0	\$0.00	1	\$0.00	-1	0.00	0.00%
1371	M-F 9 Pass Summer Unlimited Gf	0	\$0.00	59	\$0.00	-59	0.00	0.00%
3862	Sa-Su 18 Pass Summer Unlimited Gf	0	\$0.00	151	\$0.00	-151	0.00	0.00%
3863	M-F 18 Unlimited Pass Summer Gf	0	\$0.00	542	\$0.00	-542	0.00	0.00%
4701	Unlimited 18 Hole Gf	375	\$0.00	0	\$0.00	375	0.00	0.00%
4702	Unlimited 9 Hole Gf	168	\$0.00	0	\$0.00	168	0.00	0.00%
<b>Unlimited Total:</b>		<b>543</b>	<b>\$0.00</b>	<b>771</b>	<b>\$0.00</b>	<b>-228</b>	<b>0.00</b>	<b>0.00%</b>
<b>Member Total:</b>		<b>634</b>	<b>\$0.00</b>	<b>771</b>	<b>\$0.00</b>	<b>-137</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Schools</b>								
4688	School Golf Teams Gf	7	\$0.00	0	\$0.00	7	0.00	0.00%
<b>Schools Total:</b>		<b>7</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>7</b>	<b>0.00</b>	<b>0.00%</b>
<b>Sub Category: Comp Rounds</b>								
4726	Complimentary Round	11	\$0.00	0	\$0.00	11	0.00	0.00%
<b>Comp Rounds Total:</b>		<b>11</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>11</b>	<b>0.00</b>	<b>0.00%</b>
<b>Pass Rounds Total:</b>		<b>652</b>	<b>\$0.00</b>	<b>777</b>	<b>\$0.00</b>	<b>-125</b>	<b>0.00</b>	<b>0.00%</b>
<b>Green Fees - Daily Total:</b>		<b>1,195</b>	<b>\$4,741.68</b>	<b>1,069</b>	<b>\$5,401.29</b>	<b>126</b>	<b>-659.61</b>	<b>-12.21%</b>
<b>Sub Department: Golf Carts</b>								
<b>Category: Pull Cart Rental</b>								
1431	Pull Cart Rental	10	\$37.40	17	\$63.58	-7	-26.18	-41.18%

# Fox Run Golf Course

## Comparative Sales Detail by Department: Golf Course Revenue

Item #	Description	Oct 01, '17 - Oct 31, '17		Oct 01, '16 - Oct 31, '16		QtyΔ	ΔA	%Δ
		Qty	Sales	Qty	Sales			
	<b>Pull Cart Rental Total:</b>	<b>10</b>	<b>\$37.40</b>	<b>17</b>	<b>\$63.58</b>	<b>-7</b>	<b>-26.18</b>	<b>-41.18%</b>
<b>Category: Daily Cart Usage</b>								
<b>Sub Category: Trail Fees</b>								
1413	Trail Fee Daily	5	\$46.50	3	\$23.38	2	23.12	98.89%
	<b>Trail Fees Total:</b>	<b>5</b>	<b>\$46.50</b>	<b>3</b>	<b>\$23.38</b>	<b>2</b>	<b>23.12</b>	<b>98.89%</b>
<b>Sub Category: 9 Holes</b>								
1388	Golf Car 9	170	\$1,581.00	149	\$1,393.15	21	187.85	13.48%
2940	Golf Car 9 Senior	36	\$254.08	4	\$18.68	32	235.40	1,260.17%
	<b>9 Holes Total:</b>	<b>206</b>	<b>\$1,835.08</b>	<b>153</b>	<b>\$1,411.83</b>	<b>53</b>	<b>423.25</b>	<b>29.98%</b>
<b>Sub Category: 18 Holes</b>								
1385	Golf Car 18	103	\$1,436.85	118	\$1,433.70	-15	3.15	0.22%
2941	Golf Car 18 Senior	11	\$122.87	64	\$598.40	-53	-475.53	-79.47%
2945	Golf Car After 4:00	0	\$0.00	7	\$49.07	-7	-49.07	-100.00%
2949	Rider Fee	4	\$18.60	1	\$4.67	3	13.93	298.29%
4417	Golf Car Y H S Junior	0	\$0.00	1	\$4.65	-1	-4.65	-100.00%
	<b>18 Holes Total:</b>	<b>118</b>	<b>\$1,578.32</b>	<b>191</b>	<b>\$2,090.49</b>	<b>-73</b>	<b>-512.17</b>	<b>-24.50%</b>
	<b>Daily Cart Usage Total:</b>	<b>329</b>	<b>\$3,459.90</b>	<b>347</b>	<b>\$3,525.70</b>	<b>-18</b>	<b>-65.80</b>	<b>-1.87%</b>
	<b>Golf Carts Total:</b>	<b>339</b>	<b>\$3,497.30</b>	<b>364</b>	<b>\$3,589.28</b>	<b>-25</b>	<b>-91.98</b>	<b>-2.56%</b>
<b>Sub Department: Range</b>								
<b>Category: Range Balls Daily</b>								
1416	Small Range Bucket	25	\$114.04	35	\$129.15	-10	-15.11	-11.70%
4503	Large Range Bucket	24	\$198.24	23	\$169.74	1	28.50	16.79%
	<b>Range Balls Daily Total:</b>	<b>49</b>	<b>\$312.28</b>	<b>58</b>	<b>\$298.89</b>	<b>-9</b>	<b>13.39</b>	<b>4.48%</b>
	<b>Range Total:</b>	<b>49</b>	<b>\$312.28</b>	<b>58</b>	<b>\$298.89</b>	<b>-9</b>	<b>13.39</b>	<b>4.48%</b>
	<b>Golf Course Revenue Total:</b>	<b>1,585</b>	<b>\$8,551.26</b>	<b>1,491</b>	<b>\$9,289.46</b>	<b>94</b>	<b>-738.20</b>	<b>-7.95%</b>
	<b>Grand Total:</b>	<b>1,585</b>	<b>\$8,551.26</b>	<b>1,491</b>	<b>\$9,289.46</b>	<b>94</b>	<b>-738.20</b>	<b>-7.95%</b>