

## MEMORANDUM

**TO:** Board of Trustees

**THROUGH:** Indra Winquest  
General Manager

**FROM:** Darren Howard  
Director of Golf/Community Services

**SUBJECT:** Review, discuss and possibly approve 2020 Key Rates for the Championship Golf Course, Mountain Golf Course and Resident Play Passes

**STRATEGIC PLAN:** Long Range Principle 4 – Service

**DATE:** November 22, 2019

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### **I. RECOMMENDATION**

That the Board of Trustees makes a motion to approve 2020 Key Rates, as presented, for the Championship Golf Course, Mountain Golf Course and Resident Play Passes.

### **II. DISTRICT STRATEGIC PLAN**

Long Range Principle 4 – Service - The District will provide superior quality service and value to its customers considering responsible use of District resources and assets.

- Utilize best practice standards for delivery of services.

### **III. BACKGROUND**

The Golf Courses at Incline Village are comprised of the Championship and Mountain Golf Courses. This report is a brief summary of the 2019 season and how its outcomes will affect our daily fee structure for the 2020 season. In general, each season this report is an opportunity to give a brief overview of the rounds played at each course to facilitate the decisions of rate planning for the season to come. For the past four seasons, the Board has approved Golf Key Rates in the winter as opposed to the spring, as was the case 5 seasons past, in order to give the golf staff the tools and resources to sell golf business during the winter months.

Review, discuss and possibly -2-  
approve 2020 Key Rates for the  
Championship Golf Course, Mountain  
Golf Course and Resident Play Passes

November 22, 2019

This fee structure allows the staff to plan for programs, yield management tactics, golf club scheduling, outside tournament bookings, and other operational planning objectives for the coming golf season.

#### **IV. FINANCIAL IMPACT AND BUDGET**

Additional revenues are unknown at this time.

#### **V. ALTERNATIVES**

- Request Staff seek more information
- Do not approve Key Rates

#### **VI. COMMENTS**

None at this time.

#### **VII. BUSINESS IMPACT**

This item is not a "rule" within the meaning of Nevada Revised Statutes, Chapter 237, and does not require a Business Impact Statement.

# KEY GOLF RATES FOR 2020 SEASON

## CHAMPIONSHIP & MOUNTAIN COURSE



# Championship Course Review

**-Revised-**



	May	June	July	August	September	October	Totals
Residents	235	996	1577	1498	928	661	5895
Pass Play	187	1583	2233	2115	953	421	7492
Guest	74	260	577	714	379	181	2185
Non-Residents	246	849	1370	1203	1482	420	5570 *
Other	31	417	376	340	444	166	1774 *
<b>Total</b>	<b>773</b>	<b>4105</b>	<b>6133</b>	<b>5870</b>	<b>4186</b>	<b>1849</b>	<b>22,916</b>

## YEAR-TO-DATE BY MONTH AND PLAY TYPE

**\*Revised**

## Monthly Average Rounds Per Day

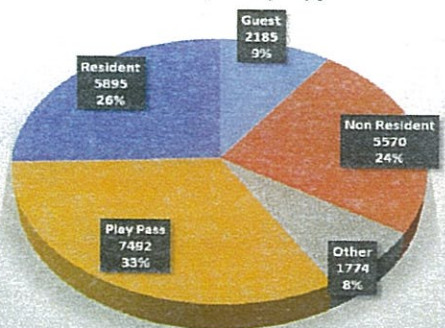
- **May – 51.5** (Opening day was May 17<sup>th</sup> – snowed 3 days)
- **June – 136.8**
- **July – 197.8**
- **August – 189.3**
- **September – 139.5** (Last 4 days were weather related)
- **October – 92.4** (Closing Day was October 20<sup>th</sup>)

# Revised Play type by rounds and Revenue

Revised

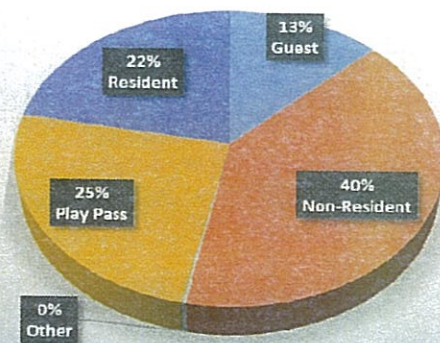
2019

Rounds by Play Type



Total Rounds 22,916

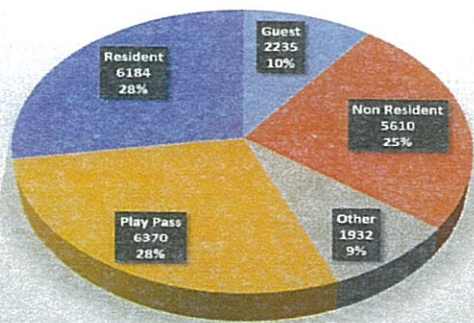
Net Revenue by Play Type



2018

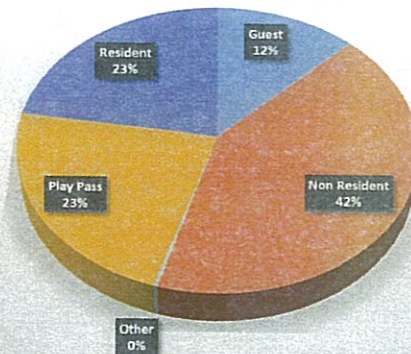
\* These numbers are from previous Director of Golf files.

Rounds by Play Type



Total Rounds 22,331

Net Revenue by Play Type



## 2019 Compared to 2018 and 10 year averages

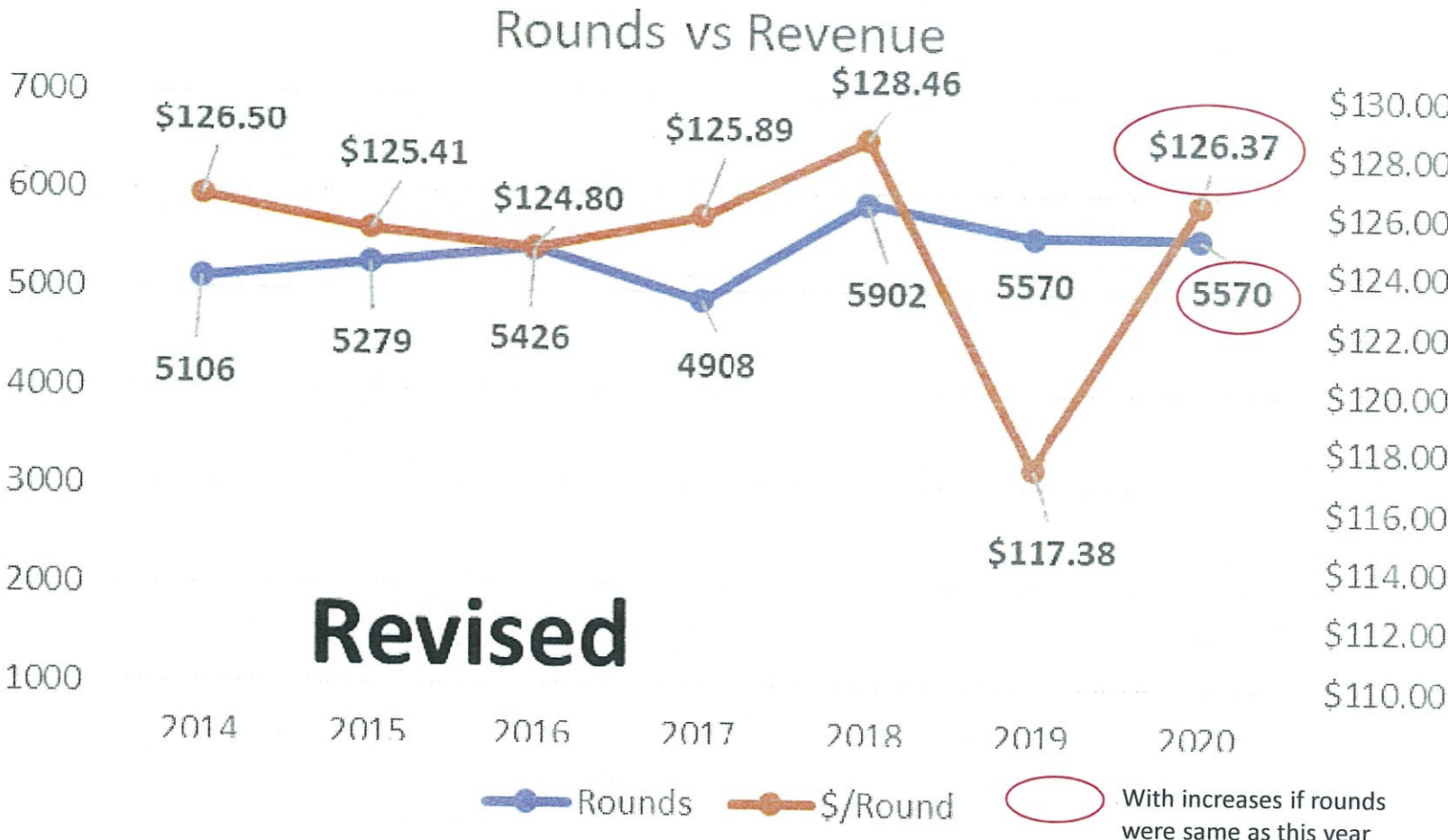
	2019 Season	2018 Season	Variance
May, June, Oct.	6727	7891	-1164
July-Sept.	16,189	14,905	1284

Play mix for 2019, 2018 and 10 year average for entire season

	2019 Season	2018 Season	10 Year average
Residents	5895	6256	6933
Play Passes	7492	6372	6375
Guests	2185	2287	2342
Non-Residents	6170	5902	5358
Other	1174	1977	1575



# Non-Resident Rounds/Revenue



# Resident Rounds/Revenue

Rounds vs Revenue

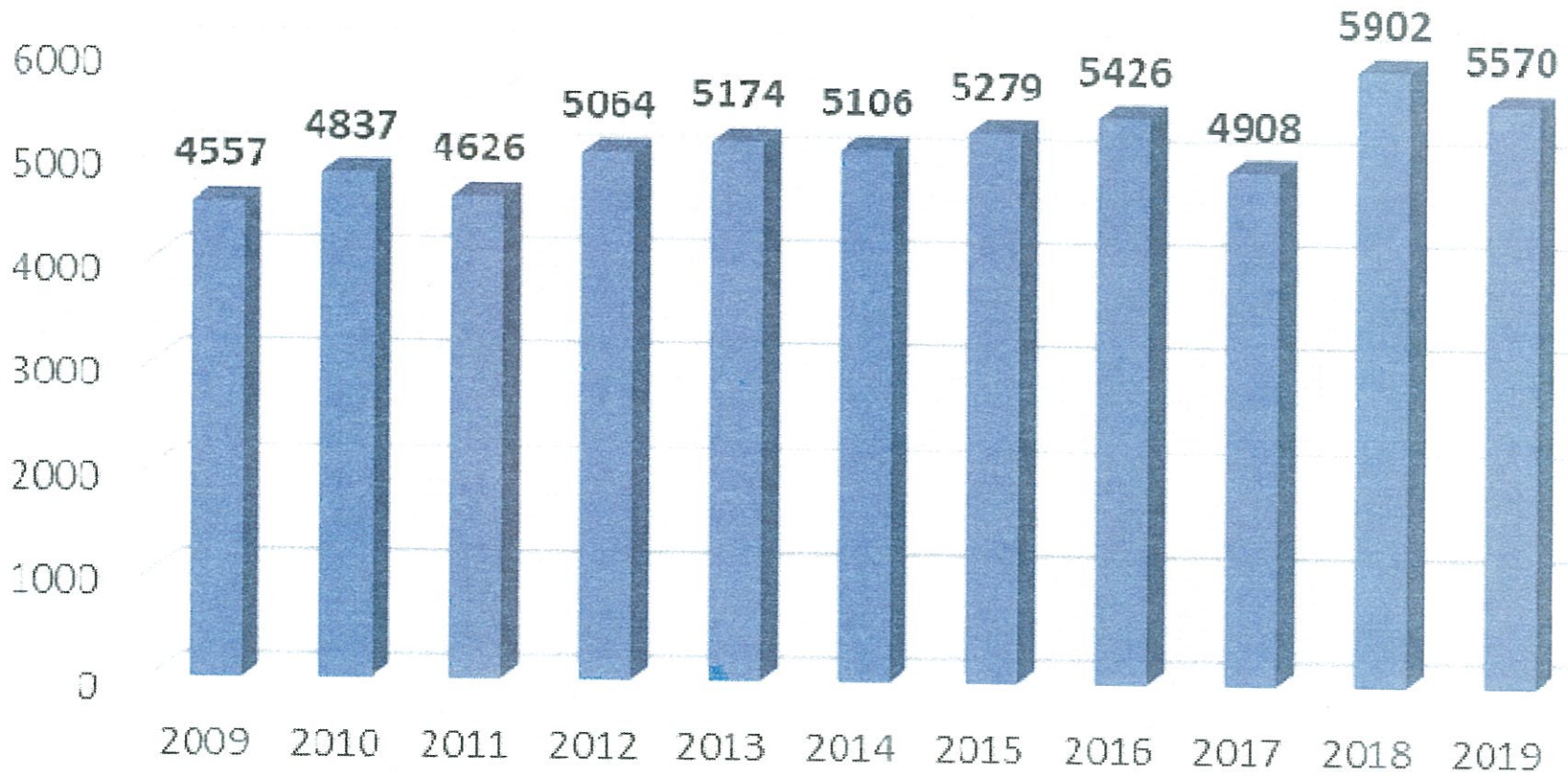


**Revised**

● Rounds   
 ● \$/Round   
 ○ With increases if rounds were same as this year

**Revised**

## Non Resident Champ



## Total Average Dollar Per Round – All Play Types

Revised

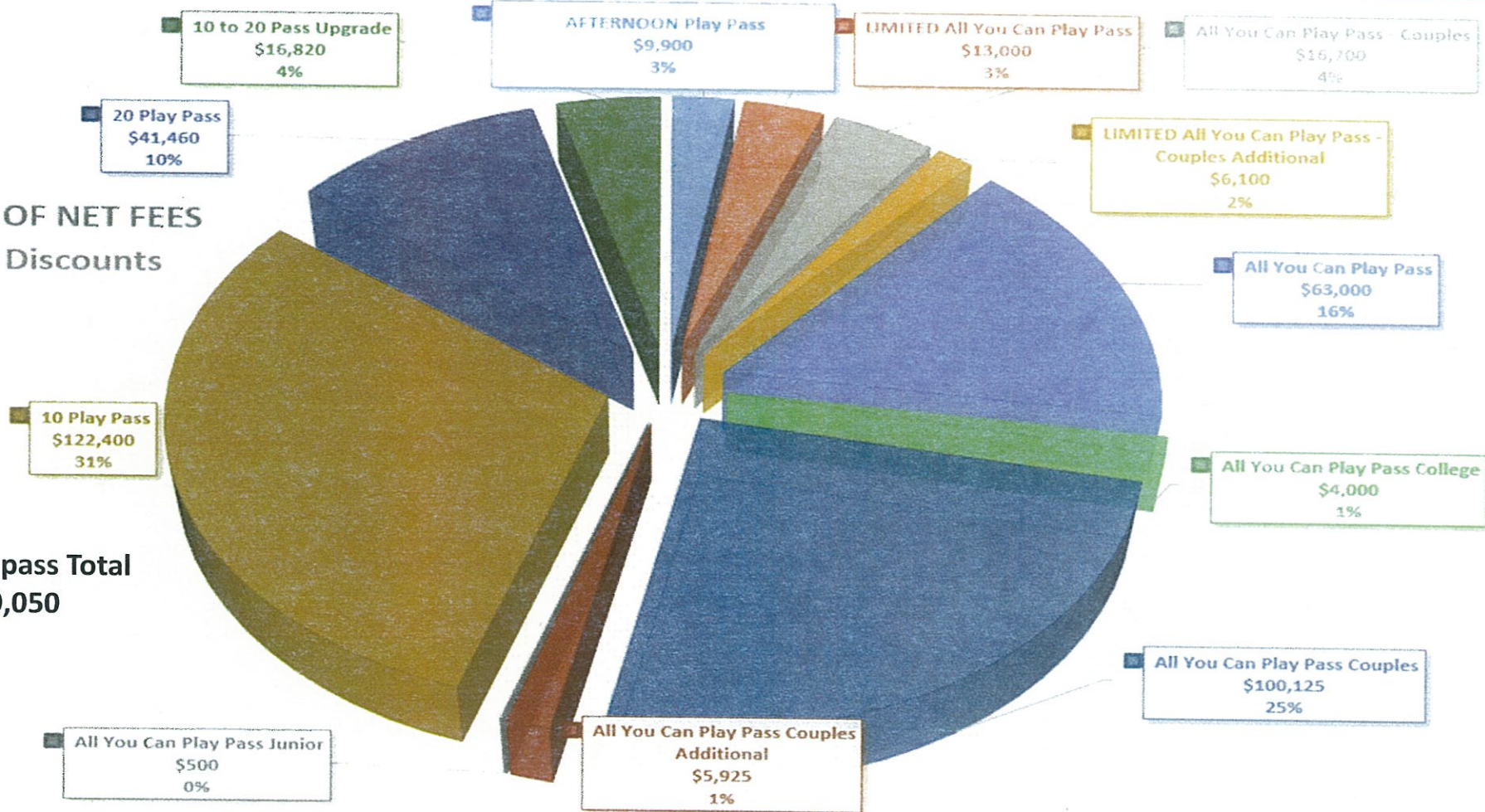
-2018-	-2019-
\$74.19	\$70.54
	<b>\$3.65 less</b>

Revised-  
After Yearly Play Pass and  
other accounting was  
finalized.

# 2019 Play Pass Breakdown Championship

SUM OF NET FEES  
After Discounts

Play pass Total  
\$400,050



# Mountain Course

## Review

Revised



	May	June	July	August	September	October	Totals
Residents	43	1269	1784	1532	611	Closed	5239
Pass Play	38	663	669	709	709	Closed	2788
Guest	11	293	550	623	221	Closed	1698
Non-Residents	44	789	1620	1685	708	Closed	4846
Other	13	220	247	272	123	Closed	875
<b>Total</b>	<b>149</b>	<b>3234</b>	<b>4870</b>	<b>4821</b>	<b>2372</b>	<b>Closed</b>	<b>15,446</b>

Opening day May 28<sup>th</sup>

Closed September 18<sup>th</sup>

## YEAR-TO-DATE BY MONTH AND PLAY TYPE

## Monthly per day Average

- **May – 37.2** (Opening day was May 28<sup>th</sup> –Snow)
- **June - 107.8**
- **July – 157.09**
- **August – 155.5**
- **September – 158.1** (Closing day was September 15<sup>th</sup>)



## 2019 Compared to 2018 and 10 year averages

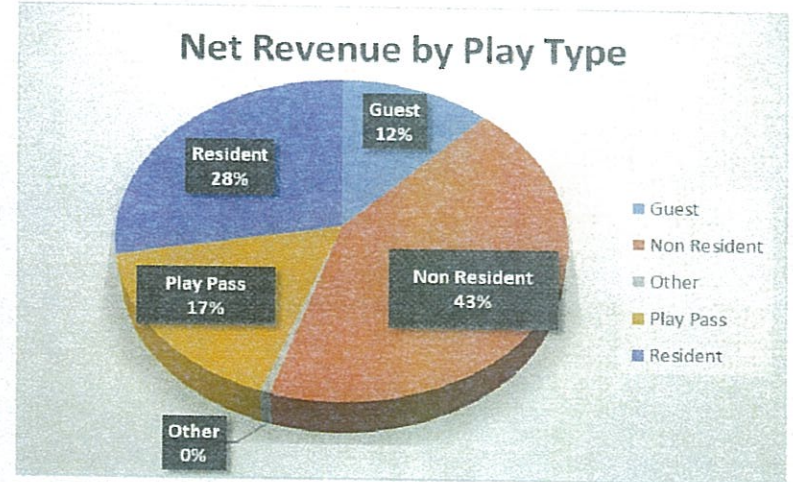
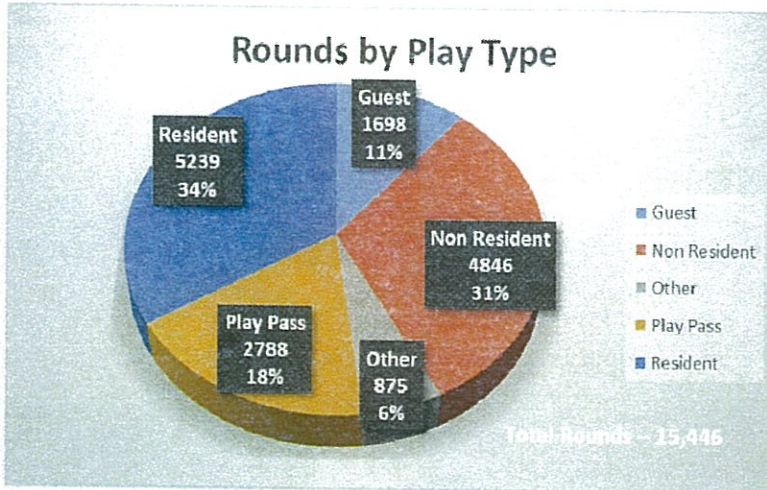
	2019	2018	Variance
May, June, Oct.	3383	4775	-1392
July-September	12,063	12,283	-220

Note: Course closed September 15<sup>th</sup>.  
 In 2018 from September 16<sup>th</sup>-October 7<sup>th</sup>  
 there were 1675 rounds played

Play mix for entire season	2019 Season	2018 Season	10 Year Average
Residents	5239	5546	5953
Play Passes	2788	3085	1360
Guests	1698	1518	1452
Non-Residents	4846	5497	4874
Other	875	1412	1446

2019

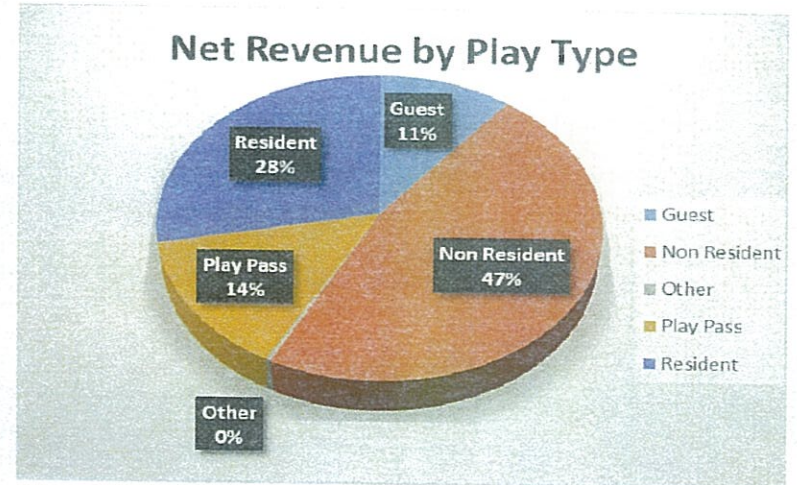
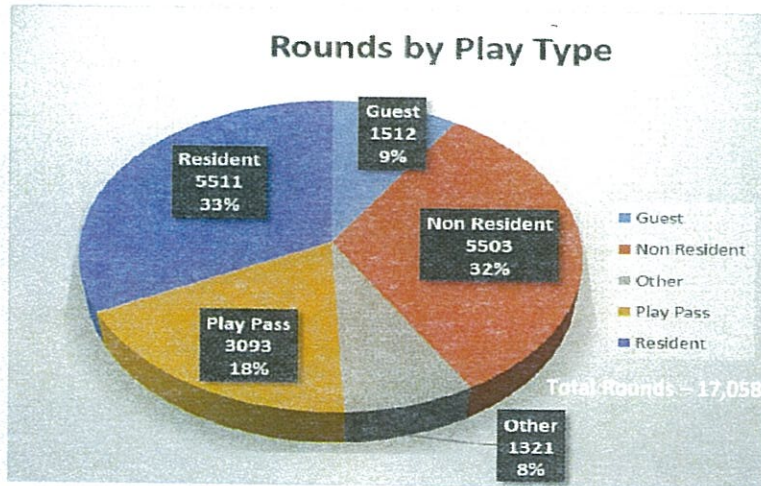
Revised Play type by Rounds and Revenue



Revised

2018

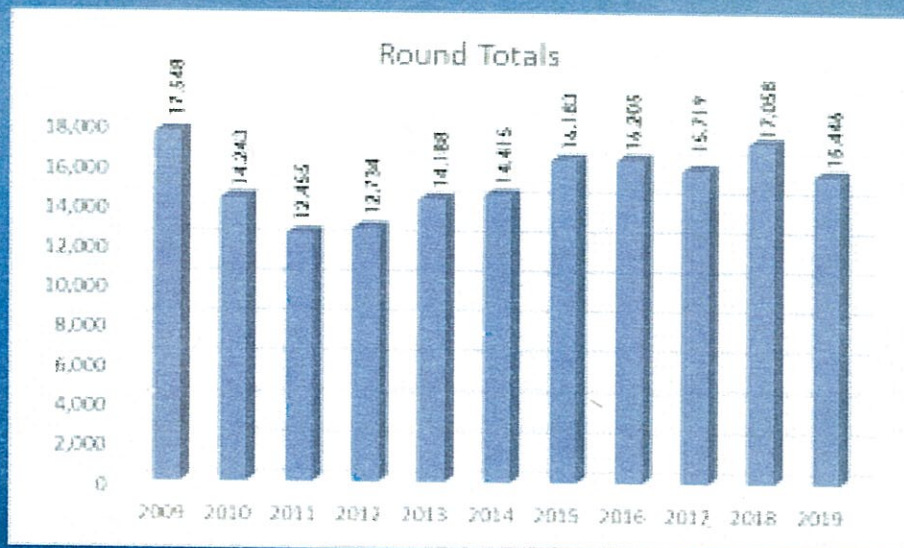
\* These numbers are from previous Director of Golf files.



## 2019 Play mix – 9 holes vs 18 holes

	2019	2018	2017	2016
9 Hole Rounds	4258 (28%)	4614 (27%)	4559 (29%)	3946 (24%)
18 Hole Rounds	11,188 (72%)	12,444 (73%)	11,232 (71%)	12,259 (76%)
<b>Total</b>	<b>15,446</b>	<b>17,058</b>	<b>15,791</b>	<b>16,205</b>

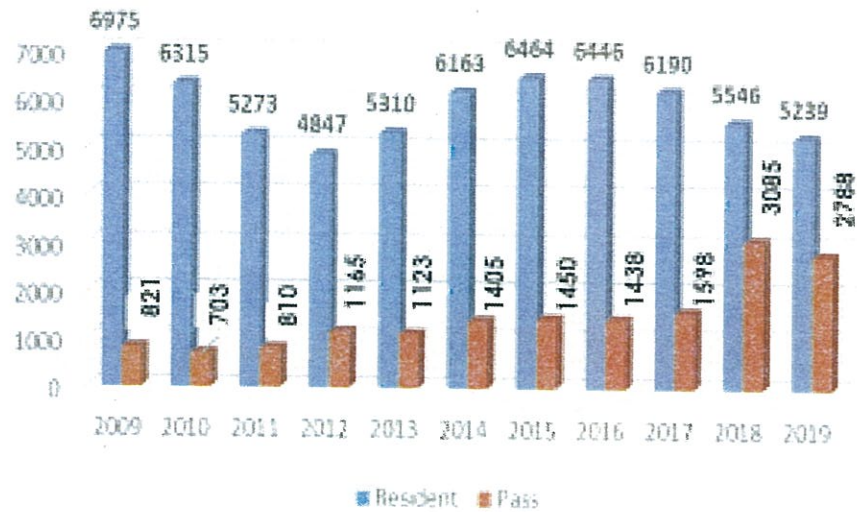
### Historical Yearly Rounds Data



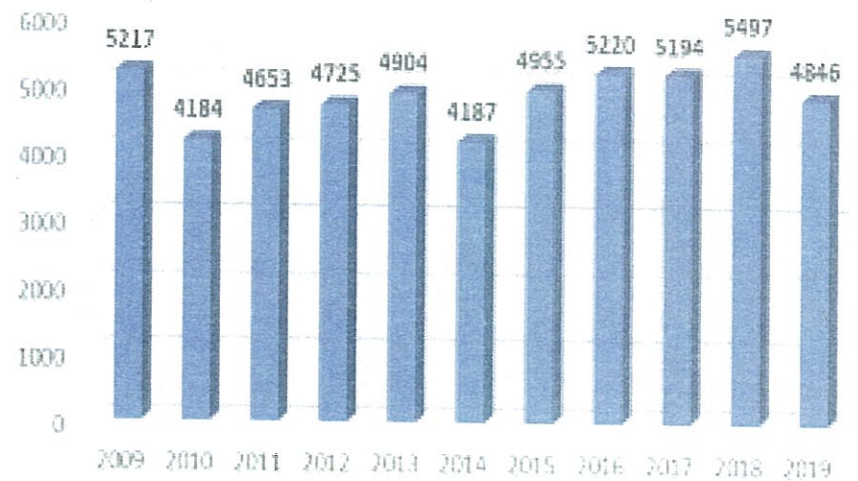
Average – 15,109

# Resident & Non-Resident Historical Data

## Resident Rounds Mountain

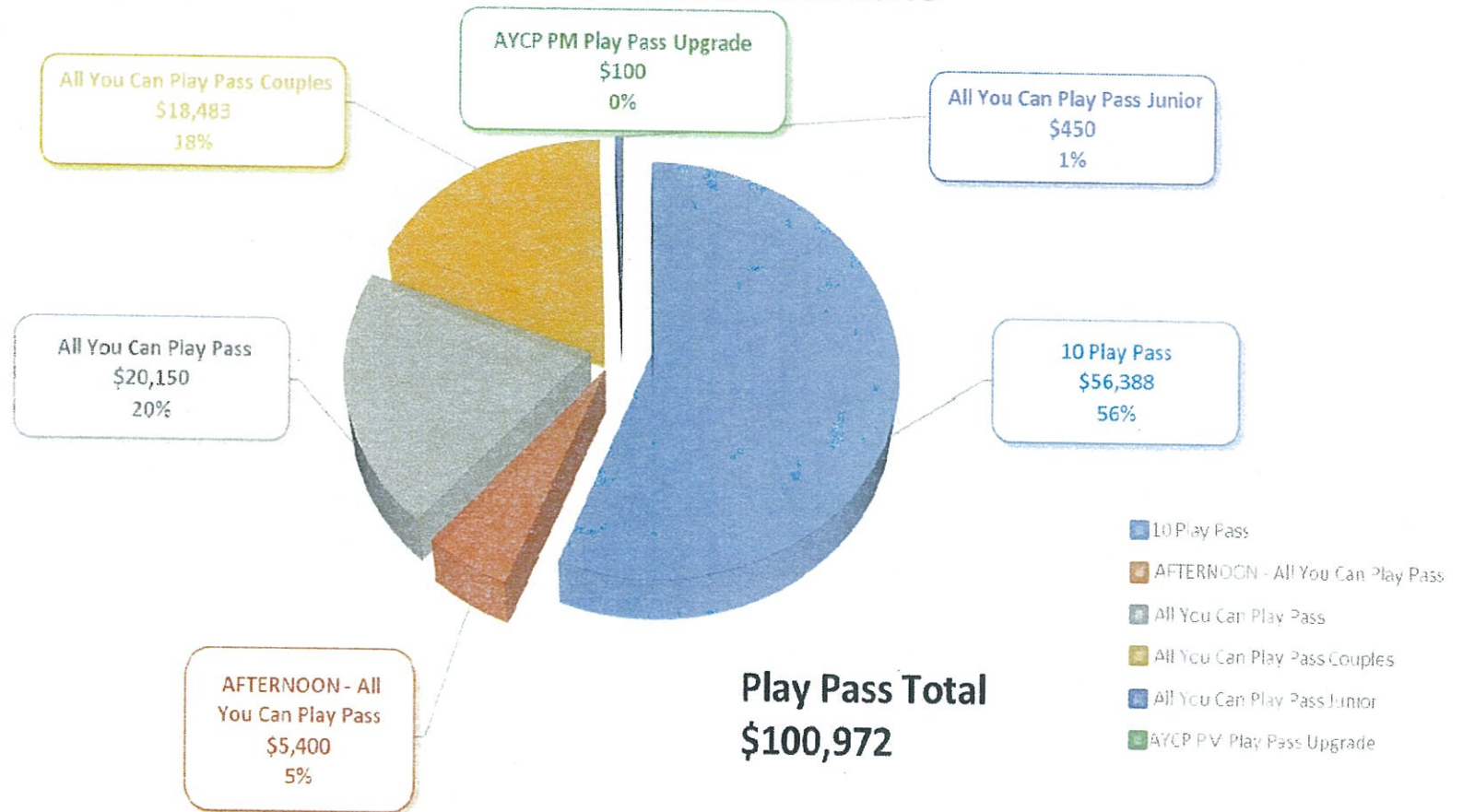


## Non Resident Mountain



# 2019 Play Pass Breakdown at Mountain Course

## 2019 SUM OF NET - AFTER DISCOUNTS



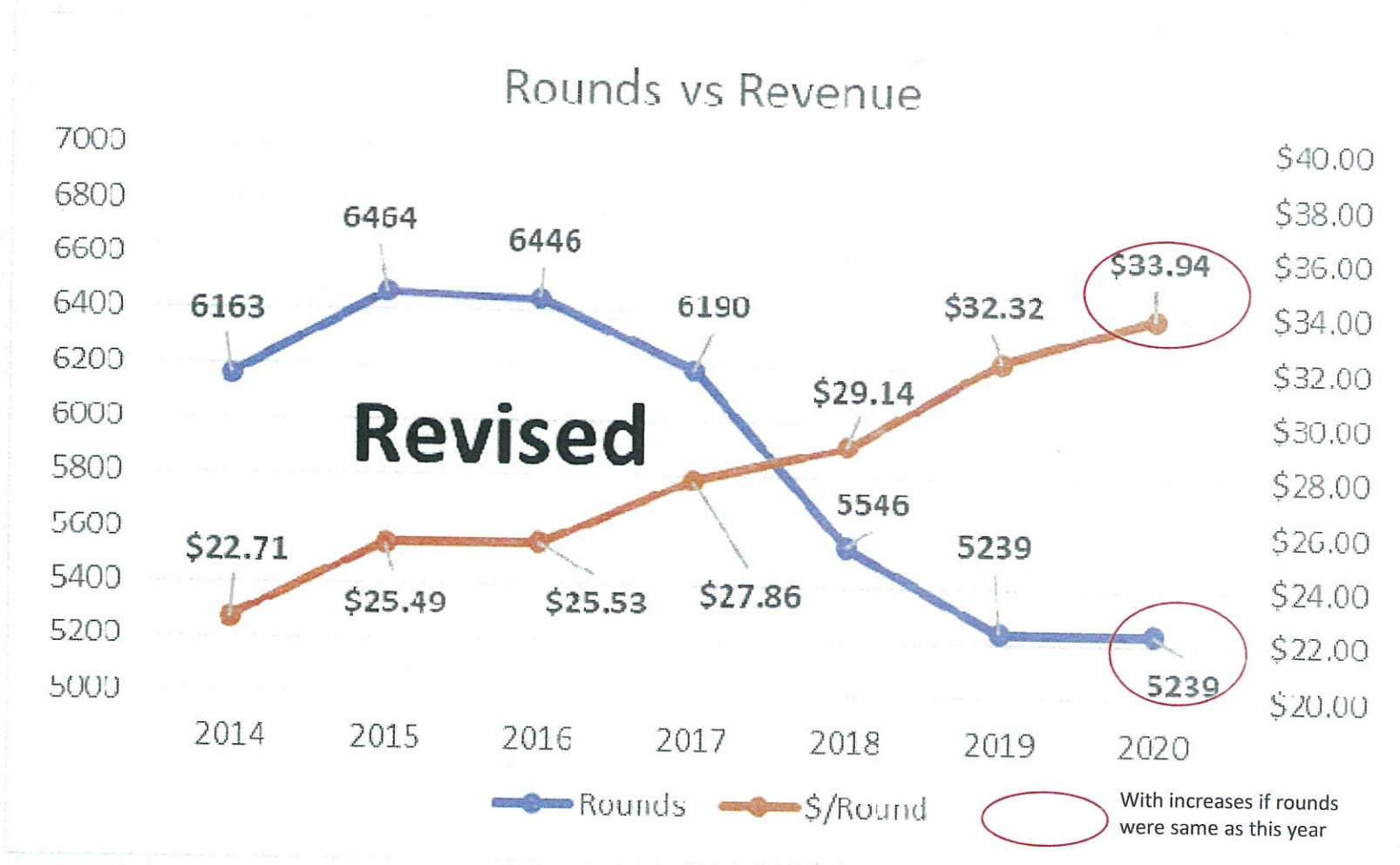
2018 Punch Card Program – Mountain Golf Course

	Quantity Sold	Quantity Sold Using Punch Card	% Sold Using Punch Card
Total Mountain Course Passes Sold Through 05/31/2018	211	178	84.4%

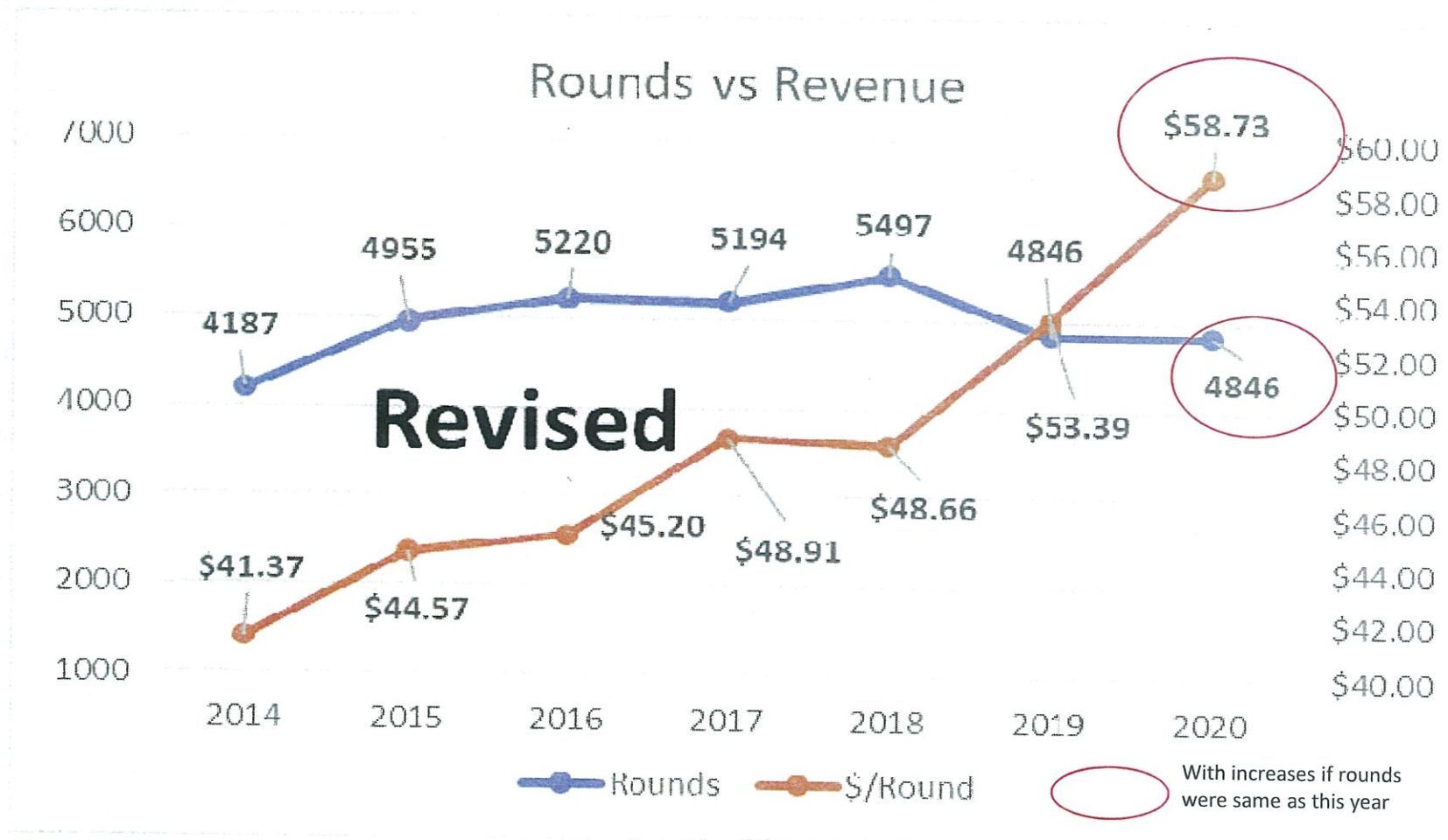
2019 Punch Card Program – Mountain Golf Course

	Quantity Sold	Quantity Sold Using Punch Card	% Sold Using Punch Card
Total Mountain Course Passes Sold Through 05/31/2019	200	181	90.5%

# Resident Rounds and Revenue



## Non-Resident Rounds and Revenue





## Total Average Dollar Per Round – All Play Types

2018	2019
<b>\$33.46</b>	<b>\$39.11</b>
	Difference of \$5.65

Revised - After Yearly Play Pass and other accounting was finalized.

## Driving Cost of Doing Business

- Rates and operational plan assumes no change in desired service levels.
- Rising cost
  - Wages (competition with California minimum wage)
  - Cost to live and work in Tahoe Basin
  - Maintenance cost (fertilizer, fuel, equipment, etc.)
  - Cost of Goods Sold (COGS) - Merchandise
  - Shipping
  - Utilities
  - Food costs
- Cost Mitigations
  - Staffing controls
  - Rising cost vs flat rates vs service levels vs product quality
  - Golf Operations has been run as an amenity

# **Recommendations for 2020 Key Rates**

# Proposed Golf Fee Rates

## Assumptions:

- Resident and Guest Rates - raise on average \$5 per time slot.
- Non-Resident - raise \$5 to \$20 dollars per time slot (average of 8%) Championship Course and \$5 to \$10 for Mountain Course.
- Play Pass – raise 4%-5% depending on rounding.
- Range

	<u>Resident</u>	<u>Non-Resident</u>
- \$5 Small Bucket (\$5 in 2019)		\$7 Small Bucket (\$7 in 2019)
- \$10 Medium Bucket (\$8 in 2019)		\$12 Medium Bucket (\$10 in 2019)
- \$15 Large Bucket (\$10 in 2019)		\$17 Large Bucket (\$13 in 2019)
- Charity Tournament Fee - \$1,100 to \$2,000 (this is the only fee they pay to use the entire golf course, other than Food and Beverage or Golf Shop sales).

## 2020 CHAMPIONSHIP COURSE -- Daily Rates **\*\*PROPOSED\*\***



<b>NON-RESIDENT - Rack Rates</b>								
	TIME OF DAY							
	Open - 2 (Prime Time)		2-4 (Twilight)		After 4 (Super Twilight)		After 5:30 (Super Twilight 9-Holes)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$130 (120)	\$150 (140)	\$80 (70)	\$95 (90)	\$60 (50)	\$65 (60)	\$45 (40)	\$50 (45)
June 14 - Sept 22	\$199 (190)	\$220 (200)	\$140	\$150	\$95 (90)	\$105 (100)	\$60 (55)	\$75 (70)
Sept 23 - closing	\$145 (140)	\$165 (160)	\$100	\$120	\$60 (40)	\$65 (45)	\$45 (45)	\$50 (45)

Non-Resident Pricing for 2020 is based on a \$5 to \$10 increase depending on time of day.

\* Holiday pricing for Non-Residents based on availability/demand

<b>RESIDENT - Rack Rates (50% or more discount off of Non-Resident Rack Rate)</b>								
	TIME OF DAY							
	Open - 2 (Prime Time)		2-4 (Twilight)		After 4 (Super Twilight)		After 5:30 (Super Twilight 9-Holes)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$65 (60)	\$75 (70)	\$40 (35)	\$50 (45)	\$30 (25)	\$35 (30)	\$23 (20)	\$25 (23)
June 14 - Sept 22	\$90 (85)	\$95 (90)	\$65 (60)	\$75 (70)	\$45	\$55 (50)	\$30 (28)	\$37 (35)
Sept 23 - closing	\$65 (60)	\$75 (70)	\$45 (40)	\$55 (55)	\$25 (20)	\$30 (23)	\$23 (20)	\$25 (23)

Resident pricing is \$5 increase depending on time of day except for Super Twilight

Super Twilight and after 5:30pm, (these rates were slightly increased last year)

<b>GUEST - Rack Rates (\$25 more than Resident Rack Rate from open until 4 p.m. and \$15 more than Resident Rack Rate from 4 p.m. to close)</b>								
	TIME OF DAY							
	Open - 2 (Prime Time)		2-4 (Twilight)		After 4 (Super Twilight)		After 5:30 (Super Twilight 9-Holes)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$90 (85)	\$100 (95)	\$65 (60)	\$75 (70)	\$45 (40)	\$50 (45)	\$38 (35)	\$40 (38)
June 14 - Sept 22	\$115 (110)	\$120 (115)	\$90 (85)	\$100 (95)	\$75 (70)	\$80 (75)	\$45 (43)	\$52 (50)
Sept 23 - closing	\$90 (85)	\$100 (95)	\$70 (65)	\$80 (75)	\$40 (35)	\$45 (38)	\$38 (35)	\$40 (38)

Guest pricing is \$5 increase depending on time of day except for Super Twilight

Super Twilight and after 5:30pm, (these rates were slightly increased last year)

**NOTE(S) COMMON TO ALL RATES**

Holidays: Memorial Day - Mon. May 27th

Holidays: July 4th- M/Tu/W/Th July 1st-4th

Labor Day- Mon. Sept. 2nd

All rates include shared cart

## 2020 MOUNTAIN COURSE -- Daily Rates **\*\*PROPOSED\*\***

### 9 HOLES

#### NON- RESIDENT - Rack Rates

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$34 (25)	\$37 (31)	\$29 (22)	\$34 (28)	\$21 (18)	\$27 (20)
June 14 - Sept 2	\$42 (40)	\$46 (43)	\$37	\$42 (40)	\$26 (25)	\$32 (30)
Sept 15 - Closing	\$34 (31)	\$37 (34)	\$29 (28)	\$34 (31)	\$21 (20)	\$27 (25)

#### RESIDENT - Rack Rates (30% or more discount off of Non Resident Rack Rate)

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$24 (18)	\$26 (24)	\$20 (17)	\$24 (21)	\$13 (10)	\$16 (13)
June 14 - Sept 14	\$30	\$33	\$25	\$30	\$16 (15)	\$19 (18)
Sept 15 - Closing	\$24	\$26	\$20	\$24	\$13 (12)	\$16 (15)

#### GUEST - Rack Rates (\$10 more than Resident Rack Rate open - 12 and \$5 more than Resident Rack Rate 12 - 4, 4 - close is same as Resident Rack Rate)

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$29 (23)	\$31 (29)	\$25 (22)	\$29 (26)	\$13 (10)	\$16 (13)
June 14 - Sept 14	\$35	\$38	\$30	\$35	\$16 (15)	\$19 (18)
Sept 15 - Closing	\$29	\$31	\$25	\$29	\$13 (12)	\$16 (15)

Most of all Mountain Course rates were increased by 4-5% depending on rounding.



**NOTE(S) COMMON TO ALL RATES**  
**Holidays:** Memorial Day - Mon. May 27th  
**Holidays:** July 4th- M/Tu/W/Th July 1st-4th  
**Labor Day-** Mon. Sept. 2nd  
 All rates include shared cart

**2020 MOUNTAIN COURSE -- Daily Rates **\*\*PROPOSED\*\*****

**18 HOLES**

**NON- RESIDENT - Rack Rates**

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$50 (40)	\$55 (50)	\$40 (35)	\$55 (45)	\$40 (30)	\$45 (35)
June 14 - Sept 2	\$70 (65)	\$75 (70)	\$65 (60)	\$70 (65)	\$45 (40)	\$50 (45)
Sept 15 - Closing	\$55 (50)	\$60 (55)	\$50 (45)	\$55 (50)	\$40 (35)	\$45 (40)

**RESIDENT - Rack Rates (30% or more discount off of Non Resident Rack Rate)**

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$36 (28)	\$41 (35)	\$33 (25)	\$37 (32)	\$21 (18)	\$24 (21)
June 14 - Sept 14	\$44 (42)	\$48 (46)	\$44 (42)	\$48 (46)	\$26 (25)	\$29 (28)
Sept 15- Closing	\$36 (35)	\$41 (39)	\$33 (32)	\$37 (35)	\$21 (20)	\$24 (23)

**GUEST - Rack Rates (\$10 more than Resident Rack Rate open - 12 and \$5 more than Resident Rack Rate 12 - 4, 4 - close is same as Resident Rack Rate)**

	Time of Day					
	Open - 12 (Prime Time)		12-4 (Mid-Day)		After 4 (Twilight)	
	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 13	\$46 (38)	\$51 (45)	\$37 (30)	\$42 (37)	\$21 (18)	\$24 (21)
June 14 - Sept 14	\$54 (52)	\$58 (56)	\$47	\$53 (51)	\$26 (25)	\$29 (28)
Sept 15 - Closing	\$46 (45)	\$51 (49)	\$37	\$42 (40)	\$21 (20)	\$24 (23)

Most of all Mountain Course rates were increased by 4-5% depending on rounding.



**NOTE(S) COMMON TO ALL RATES**

**Holidays: Memorial Day - Mon. May 27th**  
**Holidays: July 4th- M/Tu/W/Th July 1st-4th**  
**Labor Day- Mon. Sept. 2nd**  
 All rates include shared cart

**RESIDENT PLAY PASSES (Must be a valid IVGID Resident Picture Pass Holder)**

**BOTH COURSES**

	<b>2019 Rates</b>	<b>2020 Rates (Proposed)</b>	<b>All Play Pass Rates were increased by 4%-5% depending on rounding</b>
<b>UNLIMITED</b> All You Can Play Season Pass - Individual	\$2,450 (Non-Res \$3,675)	\$2,550.00	> Includes Free Bag Storage
<b>UNLIMITED</b> All You Can Play Season Pass - Couples	\$3,950 (Non-Res \$5,925)	\$4,100.00	
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>			
<b>UNLIMITED</b> Junior Pass	\$250	\$250	> Walking Only, Up to age 17, Stand By Only
<b>UNLIMITED</b> College Pass	\$400	\$400	> Walking Only, Up to age 26, Currently Enrolled in College, Stand By Only

**CHAMPIONSHIP COURSE**

	<b>2019 Rates</b>	<b>2020 Rates (Proposed)</b>	
<b>10 Play Pass</b>	\$720 (Non-Res \$1,100)	\$750.00	
<b>20 Play Pass</b>	\$1,300 (Non-Res \$1,950)	\$1,400.00	
<b>LIMITED</b> All You Can Play Season Pass - Individual	\$1,950 (Non-Res \$2,950)	\$2,050.00	> Open - June 17 & Sept. 17 - Closing = Unlimited Play Any Day/Any Time > June 18-Sept. 16 = Monday - Thursday Any Day/Any Time & Friday - Sunday After 12pm Only > Includes Free Bag Storage > <b>If playing within Restricted times above = Applicable daily greens fee apply</b>
<b>LIMITED</b> All You Can Play Season Pass - Couples	\$3,050 (Non-Res \$4,600)	\$3,175.00	
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>			
<b>PM</b> All You Can Play Season Pass - Individual	\$999 (Non-Res \$1,500)	\$1,050.00	> Open - June 17 & Sept. 17 - Close = Unlimited Play AFTER 12pm > June 18-Sept. 16 = Unlimited Play AFTER 2pm > <b>If playing within Restricted times above = Applicable daily greens fee apply</b>

**MOUNTAIN COURSE**

	<b>2019 Rates</b>	<b>2020 Rates (Proposed)</b>	
<b>10 Play Pass</b>	\$350 (Non-Res \$525)	\$365.00	
<b>UNLIMITED</b> All You Can Play Season Pass - Individual	\$650 (Non-Res \$975)	\$675.00	
<b>UNLIMITED</b> All You Can Play Season Pass - Couples	\$999 (Non-Res \$1,500)	\$1,050.00	
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>			
<b>PM</b> All You Can Play Season Pass - Individual	\$450 (Non-Res \$750)	\$470.00	> Unlimited Play AFTER 2pm All Season > <b>If playing within Restricted times above = Applicable daily greens fee apply</b>
<b>UNLIMITED</b> Junior Pass	\$150	\$150	> Walking Only, Up to age 17, Stand By Only

**NOTE: For the 2020 rates, the non-resident products were removed as there were none sold in 2019.**



## Projected Financial Impact at Mountain Course (with same rounds and price increase)

2020 Projected/round	2019 Per round avg.	Round Type	2019 Final	2020 Projected
\$ 43.92	\$ 41.83	Guest	\$ 71,035.00	\$ 74,576.00
\$ 58.73	\$ 53.39	Non-Resident	\$ 258,749.00	\$ 284,605.00
\$ 38.02	\$ 36.21	Play Pass	\$ 100,971.00	\$ 106,000.00
\$ 33.94	\$ 32.32	Resident	\$ 169,364.00	\$ 177,812.00
<b>Yearly Totals</b>			<b>\$ 600,119.00</b>	<b>\$ 642,993.00</b>
<b>Net Gain</b>				<b>\$ 42,874.00</b>

**\*Assumptions are based on rounds staying the same**

## Projected Financial Impact at Championship Course (with same rounds and price increase)

2020 Projected/round	2019 Per round avg.	Round Type	2019 Final	2020 Projected
\$ 98.26	\$ 93.26	Guest	\$ 203,783.00	\$ 214,698.00
\$ 126.37	\$ 117.01	Non-Resident	\$ 651,729.00	\$ 703,697.00
\$ 56.06	\$ 53.40	Play Pass	\$ 400,050.00	\$ 420,053.00
\$ 65.38	\$ 60.38	Resident	\$ 355,935.00	\$ 385,415.00
Yearly Totals			\$ 1,611,497.00	\$ 1,723,863.00
Net Gain				\$ 112,366.00

**\*Assumptions are based on rounds staying the same**

## Projections with Championship Course Rounds increasing 5% and Mountain Course Rounds increasing 10%

2020 Rounds Assumption	Mountain 10%	Champ 5%	New Rates Mtn	New Rates Champ	Total Mtn	Total Champ
Resident	6100	6190	\$ 33.94	\$ 65.38	\$ 207,034.00	\$ 404,702.20
Play Pass	3394	7866	\$ 38.02	\$ 56.06	\$ 129,039.88	\$ 440,967.96
Guest	1670	2294	\$ 43.92	\$ 98.26	\$ 73,346.40	\$ 225,408.44
Non-Resident	6046	5849	\$ 58.73	\$ 126.37	\$ 355,081.58	\$ 739,138.13
<b>Projected Totals</b>	<b>17210</b>	<b>22199</b>			<b>\$ 764,501.86</b>	<b>\$ 1,810,216.73</b>

## Basin Golf Courses Comparable to Incline Village

### Old Greenwood & Grays Crossing

May 17-June 13 8am-1:50pm - \$150  
 2pm-3:50pm - \$150  
 After 4pm - \$75  
 June 14-Sept. 30 - 7am-1:50pm - \$220  
 2:00pm-3:50pm - \$140  
 After 4pm - \$90

Closest comparison to the  
 Mountain Course



July 1- Oct 1

### Old Brockway

9 Holes - \$65  
 18 Holes - \$105  
 Twilight - \$65  
 \* all prices with cart

### Edgewood

May 19 - \$150 weekday	Oct 19 - \$200 weekday
\$175 weekend	\$225 weekend
June 19 - \$210 weekday	
\$230 weekend	
July and August - \$280 weekday	
\$300 weekend	
Sept 19 - \$250 weekday	
\$275 weekend	

### Tahoe Donner

Under Renovation

All prices are carts inclusive!

## Questions from last Board Meeting

Tree work so far this year vs budget – Championship Budgeted \$6,000, spent so far this year \$10,335; Mountain Course Budgeted \$5,000, spent so far this year \$12,243.

Play pass purchases with Punch Cards - **included**

Competitor Rates around the Basin - **included**

Golf Clubs discussion - **ongoing**

## **RECOMMENDATION**

**That the Board of Trustees makes a motion to approve 2020 Key Rates, as presented, for the Championship Golf Course, Mountain Golf Course and Resident Play Passes.**