

MEMORANDUM

TO: Board of Trustees

THROUGH: Indra Winqest
District General Manager

FROM: Darren Howard
Director of Community Services/Golf

SUBJECT: Review, discuss and possibly approve Golf Play Pass rate structure, daily green fees and range fee rates for the Incline Village Golf Courses (Championship Golf Course and Mountain Golf Course) for the golf season of 2021

STRATEGIC PLAN: Long Range Principle #2 – Finance

DATE: March 10, 2021

I. RECOMMENDATION

Staff recommends that the Board of Trustees makes a motion to approve the provided Golf Play Pass rate structure, daily green fees and range fee rates for the Incline Village Golf Courses (Championship Golf Course and Mountain Golf Course) for the golf season of 2021.

II. DISTRICT STRATEGIC PLAN

Long Range Principle #2 – Finance: The District will ensure fiscal responsibility and sustainability of service capacities by maintaining effective financial policies for operating budgets, fund balances, capital improvements, and debt management.

- Objective #3 – Prepare a five-year projection of financial results for each fund for operations, capital improvement and debt service as part of budget deliberations.

III. BACKGROUND

The daily fee pricing model, as well as range fees were increased for the 2020 season and no change is recommended for the 2021 season. An overhaul of the Play Pass structure is being recommended.

Each year, Staff uses historical play records, utilization statistics, budget initiatives, and course competitor pricing as the resources to define the play pass pricing structure, as well as what the actual dollar per round is for each round used within the Play Pass structure.

This year's Play Pass recommendation is based on a per play pass total where the District will know what the lowest total play per round will ever be. This will ensure more revenue.

Below is the list of the 2021 IVGID Picture Pass Holder Play Pass recommendations:

IVGID PICTURE PASS HOLDER PLAY PASSES

Championship Course 18-Hole Pass Rates	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	\$782	\$850	\$85.00	\$92.15	8%
20 Play	\$1,430	\$1,600	\$80.00	\$92.15	13%
30 Play	N/A	\$2,250	\$75.00	\$92.15	19%
40 Play	N/A	\$2,800	\$70.00	\$92.15	24%
50 Play	N/A	\$3,250	\$65.00	\$92.15	29%
60 Play	N/A	\$3,600	\$60.00	\$92.15	35%
70 Play	N/A	\$3,850	\$55.00	\$92.15	40%
Junior Unlimited	\$250.00	\$300	\$7.50	\$92.15	92%
College Unlimited	\$400.00	\$450	\$11.25	\$92.15	88%

Championship Course PM Passes (After 2PM) 18-Hole Pass Rates	Current	Proposed Price	Average	Current Average Daily Rate (Season)	Percentage Savings
10 Play	N/A	\$500	\$50.00	\$60.00	16%
20 Play	N/A	\$900	\$45.00	\$60.00	25%
30 Play	N/A	\$1,200	\$40.00	\$60.00	33%
40 Play	N/A	\$1,400	\$35.00	\$60.00	41%

Mountain Course 18-Hole Pass Rates	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	\$350	\$370	\$37.00	\$46.00	19%
20 Play	N/A	\$680	\$34.00	\$46.00	26%
30 Play	N/A	\$930	\$31.00	\$46.00	32%
40 Play	N/A	\$1120	\$28.00	\$46.00	39%
50 Play	N/A	\$1250	\$25.00	\$46.00	46%
Junior Unlimited	\$150	\$160	\$4.00	\$46.00	92%

Mountain Course 9-Hole Pass Rates	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	N/A	\$250	\$25.00	\$29.50	15%
20 Play	N/A	\$460	\$23.00	\$29.50	22%
30 Play	N/A	\$630	\$21.00	\$29.50	28%
40 Play	N/A	\$760	\$19.00	\$29.50	35%
50 Play	N/A	\$850	\$17.00	\$29.50	42%

** The IVGID Board of Trustees allows management to adjust prices to accomplish yield management provided the rate offered to the public is above the IVGID Picture Pass Holder rate.*

IV. FINANCIAL IMPACT AND BUDGET

We expect the adjusted Play Passes to produce an additional \$45,059-\$178,109 (Championship Course) and \$21,201-\$38,943 (Mountain Course) in revenues compared to 2020/2021 budget. The growth over the 2019/2020 actual financial statistics is a difficult comparison due to the ever changing demographics with in IVGID and how many passes will be sold.

V. ALTERNATIVES

- Request Staff seek more information.
- Do not approve Golf Play Pass 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.

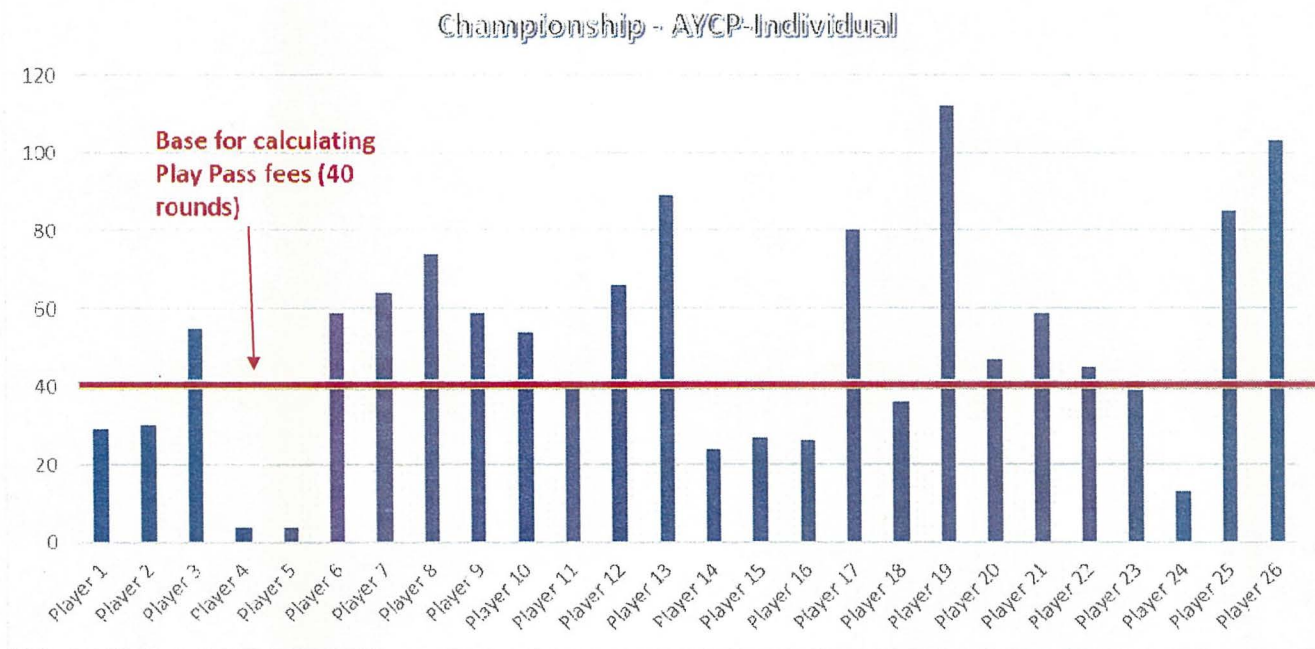
**Play Pass Analysis
and Pricing
Recommendations
for Golf**

For 2021 Season

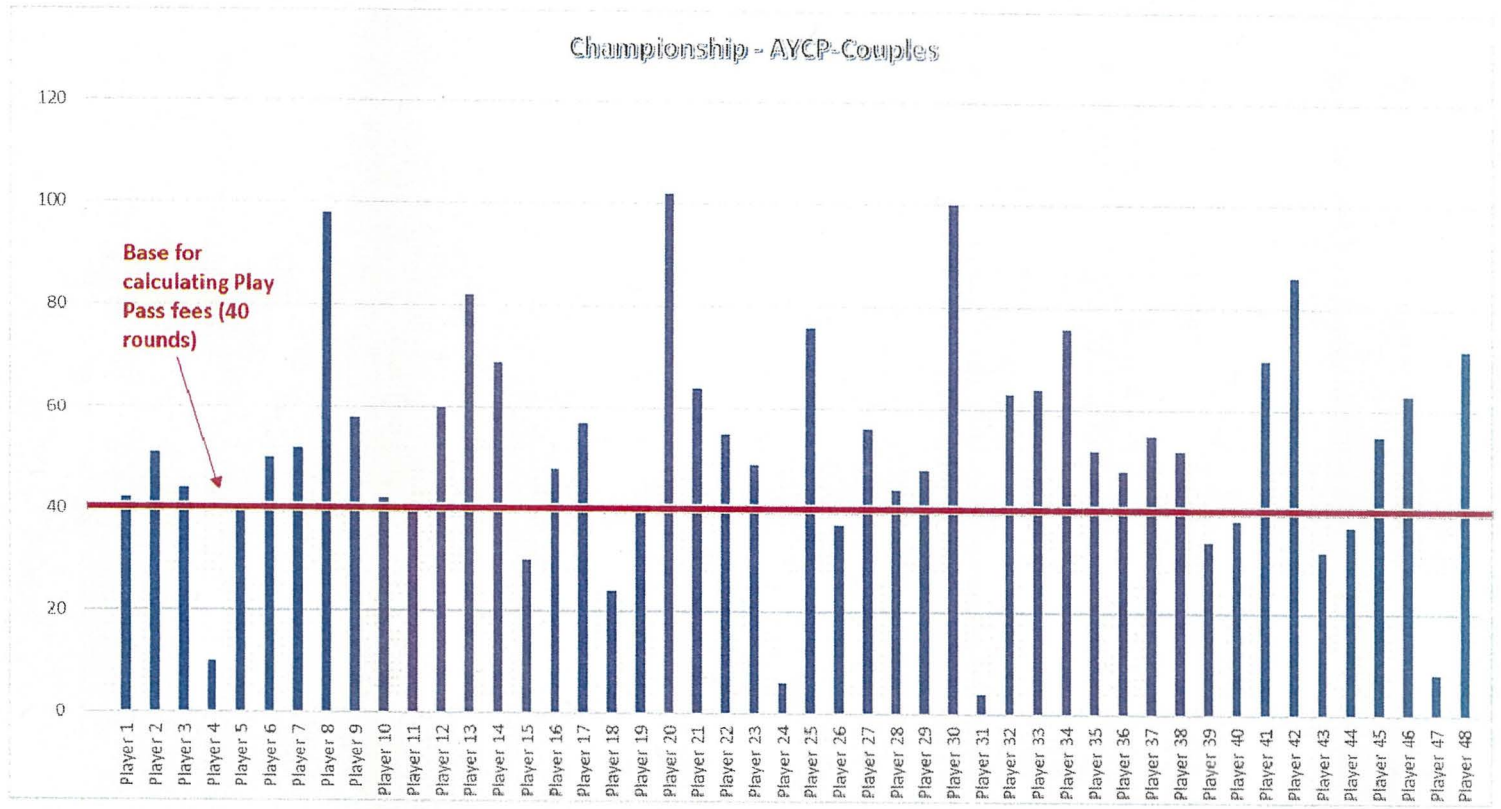
Play Pass Pricing Analysis

- Average Dollar per Round needs to be in the range of 20%-30% savings overall.
 - College and Junior Passes still needs to be a greater savings as this is the future of the game
- Currently the percentage of savings is too high on All You Can Play Passes.
- There are too many Play Passes currently and there is a need to make things more simple.
- Overall, to be more in-line with the Board's pricing desire, a guaranteed per round minimum per Pass Play visit is needed.
 - This would be an immediate impact at both the Championship and Mountain golf courses.
- Recommendation for Play Passes:
 - Championship Course – Slides #11 & #12
 - Mountain Course – Slides #13 & #14
- No changes recommended for Daily Green Fees, or Range Fees at either course

Utilization by Play Pass types



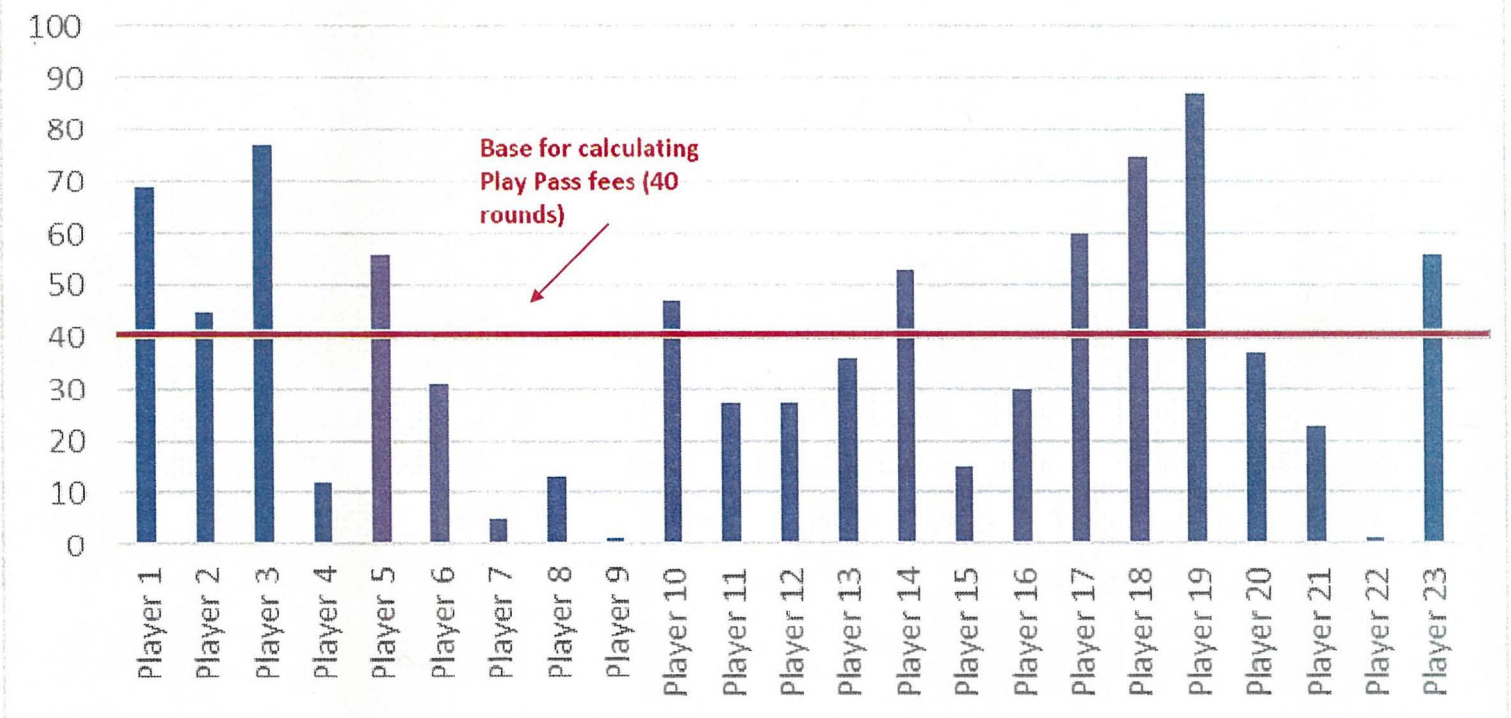
Championship - AYCP-Couples



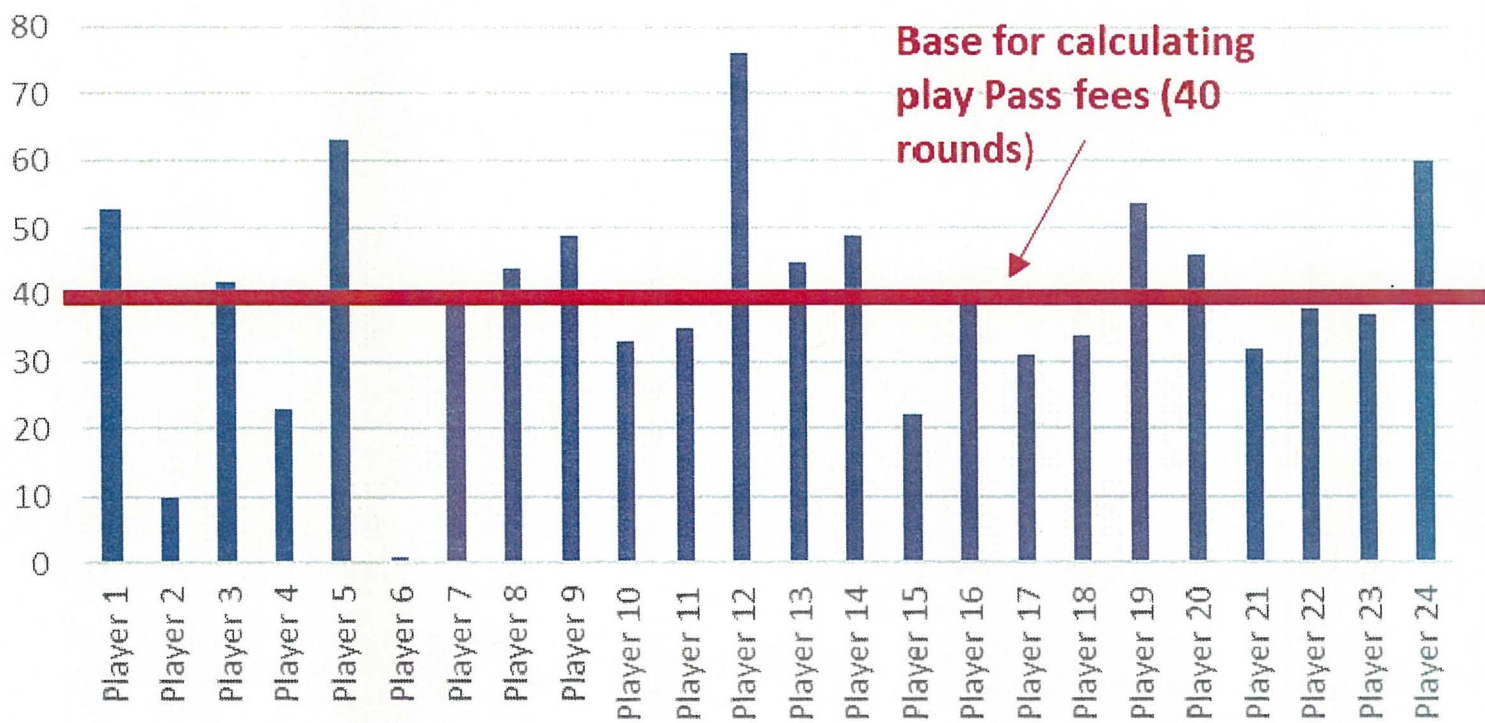
Championship - Limited AYCP-Individual



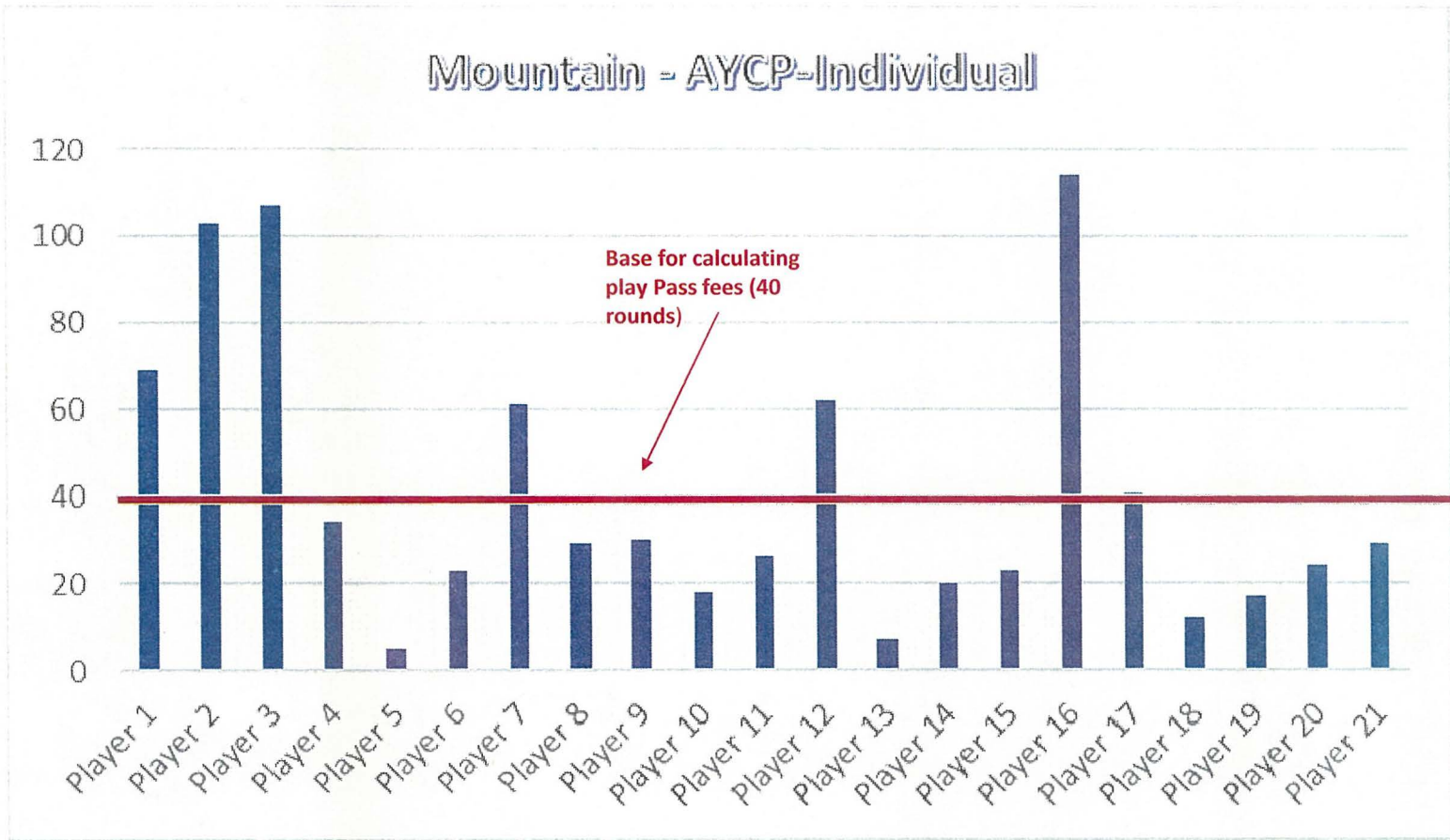
Championship - Limited AYCP-Couples



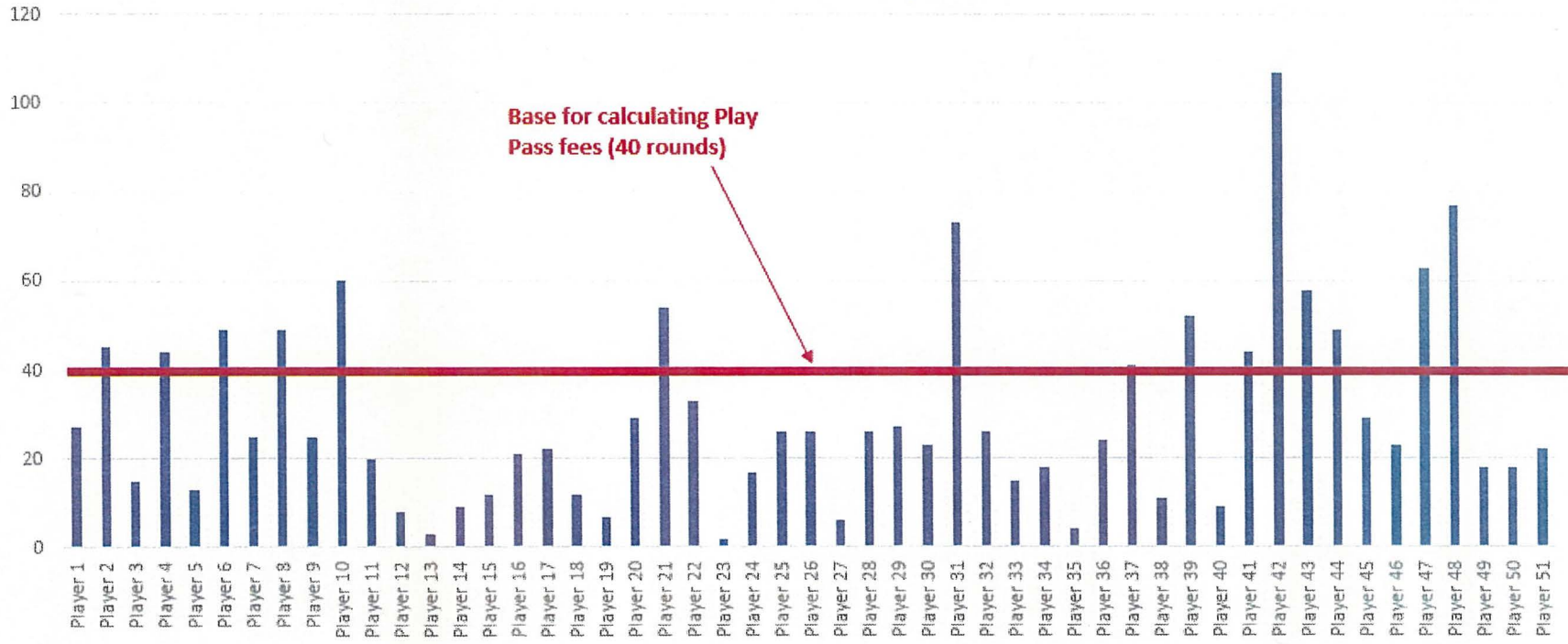
Championship - PM-AYCP



Mountain - AYCP-Individual



Mountain - AYCP-Couples



2020 Play Pass Rates

BOTH COURSES

	2020 Rates	All Play Pass Rates were increased by 10%
UNLIMITED All You Can Play Season Pass - Individual	\$2,695.00	> Includes Free Bag Storage
UNLIMITED All You Can Play Season Pass - Couples	\$4,345.00	
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>		
UNLIMITED Junior Pass	\$250	> Walking Only, Up to age 17, Stand By Only
UNLIMITED College Pass	\$400	> Walking Only, Up to age 26, Currently Enrolled in College, Stand By Only

CHAMPIONSHIP COURSE

	2020 Rates	
10 Play Pass	\$792.00	
20 Play Pass	\$1,430.00	
LIMITED All You Can Play Season Pass - Individual	\$2,145.00	> 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
LIMITED All You Can Play Season Pass - Couples	\$3,355.00	> Includes Free Bag Storage > If playing within Restricted times above = Applicable daily greens fee apply
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>		
PM All You Can Play Season Pass - Individual	\$1,100.00	> Open - June 17 & Sept. 17 - Close = Unlimited Play AFTER 12pm > June 18-Sept. 16 = Unlimited Play AFTER 2pm > If playing within Restricted times above = Applicable daily greens fee apply

MOUNTAIN COURSE

	2020 Rates	
10 Play Pass	\$385.00	
UNLIMITED All You Can Play Season Pass - Individual	\$715.00	
UNLIMITED All You Can Play Season Pass - Couples	\$1,100.00	
<i>*Couple is two married people or domestic partners living together in the same household as a family unit</i>		
PM All You Can Play Season Pass - Individual	\$495.00	> Unlimited Play AFTER 2pm All Season > If playing within Restricted times above = Applicable daily greens fee apply
UNLIMITED Junior Pass	\$150	> Walking Only, Up to age 17, Stand By Only

Option #1

Proposed for 2021/2022 (Recommended)

Championship Course	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	\$782	\$850	\$85.00	\$92.15	8%
20 Play	\$1,430	\$1,600	\$80.00	\$92.15	13%
30 Play	N/A	\$2,250	\$75.00	\$92.15	19%
40 Play	N/A	\$2,800	\$70.00	\$92.15	24%
50 Play	N/A	\$3,250	\$65.00	\$92.15	29%
60 Play	N/A	\$3,600	\$60.00	\$92.15	35%
70 Play	N/A	\$3,850	\$55.00	\$92.15	40%
Junior Unlimited	\$250.00	\$300	\$7.50	\$92.15	92%
College Unlimited	\$400.00	\$450	\$11.25	\$92.15	88%

**Note – All passes will be individual passes or couples living under the same household.*

***Using an average of \$70.00 per round with Option #1, we would go from \$49.92 average to \$70.00 per round average and increase total revenue for Play Passes by \$178,109.60. (*Based on 8870 rounds 2020). These are pure estimates only and we have no way of knowing exactly what play pass type golfers will purchase with the new format. Even as low as \$55 average, the increase would be \$45,059.60. This policy also helps with No-Shows, if someone with a Play Pass does not call or show-up for their tee time, one round will be deducted from their total.*

PM Pass Play Recommendations

Championship Course PM Passes (After 2PM)	Current	Proposed Price	Average	Current Average Daily Rate (Season)	Percentage Savings
10 Play	N/A	\$500	\$50.00	\$60.00	16%
20 Play	N/A	\$900	\$45.00	\$60.00	25%
30 Play	N/A	\$1,200	\$40.00	\$60.00	33%
40 Play	N/A	\$1,400	\$35.00	\$60.00	41%

Option 1

Proposed for 2021/2022 **(Recommended)**

Mountain Course	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	\$350	\$370	\$37.00	\$46.00	19%
20 Play	N/A	\$680	\$34.00	\$46.00	26%
30 Play	N/A	\$930	\$31.00	\$46.00	32%
40 Play	N/A	\$1120	\$28.00	\$46.00	39%
50 Play	N/A	\$1250	\$25.00	\$46.00	46%
Junior Unlimited	\$150	\$160	\$4.00	\$46.00	92%

*After 2pm during season and after 12pm during shoulder season

Option 2 Based on 10% increase

Proposed for 2021/2022

Mountain Course	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	\$350	\$370	\$37.00	\$46.00	19%
Unlimited AYCP-Individual	\$650	\$715	\$17.88	\$46.00	61%
Unlimited AYCP-Couples	\$999	\$1100	\$13.75	\$46.00	70%
PM AYCP-Individual	\$450	\$495	\$12.38	*\$29.50	58%
Junior Unlimited	\$150	\$165	\$4.13	\$46.00	92%

*Note – All passes will be valid at any time, except for PM Passes.

**The average dollar per round for Play Pass's was \$17.83 in the 2020 season and I do not think this is sustainable over a long period of time, especially if we are trying to get the overall Expenses to Revenue ratio closer. Option 1 using the 50 play scenario would mean the average dollar per round would not fall below \$25 per round. This is a \$7.17 per round increase. Using last year's Play Pass totals of 2,957, with the increase of \$7.17 per round, would result in \$21,201.69 increase in Play Pass revenue. Increase would jump to \$38,943.69 if an average of 30 round passes is used. (2,957 rounds x \$13.17 – difference in Play pass average for 2020 and new 2021 average)

***Same rules apply as mentioned above for Championship Play Passes.

Recommended

Mountain Course 9-Hole Passes

Mountain Course 9-Hole Pass Rates	Current	Proposed Price	Average	Current Average Daily Rate (Prime Time)	Percentage Savings
10 Play	N/A	\$250	\$25.00	\$29.50	15%
20 Play	N/A	\$460	\$23.00	\$29.50	22%
30 Play	N/A	\$630	\$21.00	\$29.50	28%
40 Play	N/A	\$760	\$19.00	\$29.50	35%
50 Play	N/A	\$850	\$17.00	\$29.50	42%

Option #2

Proposed for 2021/2022

Championship Course	Current	Average Based on current model of 40 rounds	Real Average based on 50+ rounds	Percentage savings	Proposed	Average	Current Avg Daily Rate (Prime Time)	Percentage savings
Unlimited AYCP	\$2,695	\$67.35	\$53.90	27%	\$3370	\$67.35	\$92.15	27%
Unlimited AYCP-Couples	\$4,345	\$54.31	\$43.45	41%	\$5431	\$56.31	\$92.15	41%
Junior Unlimited	\$250	\$6.25	N/A	93%	\$300	\$7.50	\$92.15	92%
College Unlimited	\$400	\$10.00	N/A	89%	\$450	\$11.25	\$92.15	88%
Limited AYCP	\$3,755	\$53.63	\$42.88	21%	\$3,250	\$53.63	\$70.00	23%
Limited AYCP-Couples	\$3,655	\$41.93	\$33.55	20%	\$2,250	\$41.93	\$70.00	20%
PM Pass	\$1,100	\$27.50	\$22.00	48%	\$1,350	\$27.50	*\$60.00	54%
10 Play	\$792	\$79.20	\$79.20	14%	\$830	\$83.00	\$92.15	10%
20 Play	\$1,430	\$71.50	\$71.50	22%	\$1,500	\$75.00	\$92.15	19%

*After 2pm during season, before 5:30pm.

**This still will not get the average \$/round up high enough and we still cannot charge for No-Shows!

Overview of the Rules for Play Passes

- All Passes will be good any day and anytime of the day, except for PM Passes.
- IVGID Picture Pass Holders who purchase passes will have the opportunity to upgrade one time during the golf season by paying the difference Example: (Original purchase was for 50 Play and you would like to upgrade to 60 Play, the difference would be an additional -\$350).
- Rollovers would still be on a case by case basis like currently – injury, family death, etc. There will be no rollovers if you just don't use all of them.
- No-Shows and No-Calls would have 1 round deducted from their pass for each round they booked that did not show. *Example – Player with pass books a tee time for 4 and only 2 show to play, they would have 2 rounds deducted.*
- One name only per pass. (All passes are individual passes, except couples living under the same household and non-transferable)

Conclusion

- ❑ All You Can Play Passes/PM Passes and Limited All You Can Play Passes were originally created using 40 rounds as the base (80 for Couples) – research shows actual usage is 50+ rounds.
- ❑ Residents are very intelligent and have figured out the pricing structure.
- ❑ There absolutely needs to be a discount for golfers who consistently support the golf courses, but not 60%+ on top of Residents 50%+ discount off the “Rack” rate. I do not think this is what was in mind when Play Passes were originally formulated
- ❑ Demographics Change
 - 76% Resident play (passed 10 year history – 58%-60%)
 - New Residents moving in and using the facilities more often than previous Parcel Owners
 - Ski also saw an increase of 1000+ Pass sales for this ski season
 - Overall less dollars per visit
- ❑ Bottom-line
 - Average dollar per round for Play Passes in 2020 at the Championship Course was - \$49.92
 - Average needs to get closer to \$60 per round
 - Average dollar per round for Play Passes in 2020 at the Mountain Course was - \$17.83
 - Average needs to get closer to \$25 per round


5-Year Pricing Guides for Golf @ Both Courses

Types of Fees	Current	2021	2022	2023	2024	2025
Daily Green Fees	<i>Slide #19, #20 & #21</i>	No Increase	*4%-5%	No Increase	*4%-5%	No Increase
Play Passes	<i>Slide #10</i>	Per Play Passes	No Increase	*3%-5%	No Increase	*3%-5%
Range Fees	<i>Slide #21</i>	No Increase	No Increase	*3%-5%	No Increase	*No Increase
Rider Fee <small>(Space availability only)</small>	<i>\$25/person</i>	\$35/person	No Increase	No Increase	3%-5%	No Increase
* Evaluate based on economy and area courses						

No Change from 2020


2021 CHAMPIONSHIP COURSE -- Daily Rates **PROPOSED******

NON-RESIDENT - Rack Rates

	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 14	\$130	\$150	\$80	\$95	\$60	\$65	\$45	\$50
June 15 - Sept 27	\$199	\$220	\$140	\$150	\$95	\$105	\$60	\$75
Sept 28 - closing	\$145	\$165	\$100	\$120	\$60	\$65	\$45	\$50
<i>all rates include shared cart</i>								

RESIDENT - Rack Rates

(50% or more discount off of Non-Resident rate)

	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 14	\$65	\$75	\$40	\$50	\$30	\$35	\$23	\$25
June 15 - Sept 27	\$90	\$95	\$65	\$75	\$45	\$55	\$30	\$37
Sept 28 - closing	\$65	\$75	\$45	\$55	\$25	\$30	\$23	\$25
<i>all rates include shared cart</i>								

GUEST - Rack Rates

(\$25 more than Res. Rate open-4pm & \$15 more than Res. Rate 4pm-close)

	TIME OF DAY							
	Open - 12 (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 14	\$90	\$100	\$65	\$75	\$45	\$50	\$38	\$40
June 15 - Sept 27	\$115	\$120	\$90	\$100	\$75	\$80	\$45	\$52
Sept 28 - closing	\$90	\$100	\$70	\$80	\$40	\$45	\$38	\$40
<i>all rates include shared cart</i>								

No Change from 2020

2021 MOUNTAIN COURSE -- Daily Rates ****PROPOSED****

18 HOLES	9 HOLES
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NON- RESIDENT - Rack Rates

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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 14	\$50	\$55	\$40	\$55	\$40	\$45
June 15 - Sept 13	\$70	\$75	\$65	\$70	\$45	\$50
Sept 14 - Closing	\$55	\$60	\$50	\$55	\$40	\$45
<i>all rates include shared cart</i>						

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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	\$37	\$29	\$34	\$21	\$27
June 14 - Sept 14	\$42	\$46	\$37	\$42	\$26	\$32
Sept 15 - Closing	\$34	\$37	\$29	\$34	\$21	\$27
<i>all rates include shared cart</i>						

RESIDENT - Rack Rates

(30% or more discount off of Non-Resident rate)

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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 14	\$36	\$41	\$33	\$37	\$21	\$24
June 15 - Sept 13	\$44	\$48	\$44	\$48	\$26	\$29
Sept 14 - Closing	\$36	\$41	\$33	\$37	\$21	\$24
<i>all rates include shared cart</i>						

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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	\$26	\$20	\$24	\$13	\$16
June 14 - Sept 14	\$30	\$33	\$25	\$30	\$16	\$19
Sept 15 - Closing	\$24	\$26	\$20	\$24	\$13	\$16
<i>all rates include shared cart</i>						

GUEST - Rack Rates

(\$10 more than Res. Rate open-12 & \$5 more than Res. Rate 12-4, 4-close = same as Res.)

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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 14	\$46	\$51	\$37	\$42	\$21	\$24
June 15 - Sept 13	\$54	\$58	\$47	\$53	\$26	\$29
Sept 14 - Closing	\$46	\$51	\$37	\$42	\$21	\$24
<i>all rates include shared cart</i>						

 MOUNTAIN COURSE <small>INCLINE VILLAGE LAKE TAHOE</small>	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	\$31	\$25	\$29	\$13	\$16
June 14 - Sept 14	\$35	\$38	\$30	\$35	\$16	\$19
Sept 15 - Closing	\$29	\$31	\$25	\$29	\$13	\$16
<i>all rates include shared cart</i>						

No Change from 2020

2021 Hyatt PREFERRED Daily Rates **PROPOSED******

CHAMPIONSHIP COURSE

	TIME OF DAY							
	Open - 2 (Prime Time)		2-4 (Mid-Day)		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 14	\$100 (\$130)	\$130 (\$150)	\$70 (\$80)	\$80 (\$90)	\$50 (\$55)	\$60 (\$65)	\$40 (\$45)	\$45 (\$50)
June 15 - Sept 23	\$159 (\$199)	\$169 (\$220)	\$110 (\$140)	\$130 (\$150)	\$75 (\$95)	\$85 (\$105)	\$55 (\$60)	\$70 (\$75)
Sept 24 - closing	\$125 (\$145)	\$145 (\$165)	\$90 (\$100)	\$110 (\$120)	\$55 (\$40)	\$50 (\$55)	\$45 (\$45)	\$45 (\$50)
<i>all rates include shared cart</i>								

MOUNTAIN COURSE

18 HOLES							9 HOLES						
	Time of Day							Time of Day					
	Open - 2 (Prime Time)		2-4 (Mid-Day)		After 4 (Super Twilight)			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)		Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)	Mon-Thu	Fri-Sun (& holidays)
Open - June 14	\$40 (\$50)	\$50 (\$55)	\$35 (\$40)	\$45 (\$55)	\$30 (\$40)	\$40 (\$45)	Open - June 14	\$29 (\$34)	\$32 (\$37)	\$24 (\$29)	\$25 (\$28)	\$18 (\$21)	\$22 (\$27)
June 15 - Sept 3	\$60 (\$70)	\$65 (\$75)	\$55 (\$65)	\$60 (\$70)	\$40 (\$45)	\$45 (\$50)	June 15 - Sept 3	\$37 (\$42)	\$40 (\$46)	\$30 (\$37)	\$35 (\$40)	\$20 (\$26)	\$27 (\$32)
Sept 4 - Closing	\$45 (\$55)	\$55 (\$60)	\$40 (\$50)	\$45 (\$55)	\$35 (\$40)	\$40 (\$45)	Sept 4 - Closing	\$29 (\$34)	\$32 (\$37)	\$24 (\$29)	\$28 (\$31)	\$18 (\$21)	\$22 (\$27)
<i>all rates include shared cart</i>							<i>all rates include shared cart</i>						

Range Fees

Non-IVGID Picture Pass Holder

IVGID Picture Pass Holder

Small

\$7.00

\$5.00

Medium

\$12.00

\$10.00

Large

\$17.00

\$15.00

No Change for 2021

Facility/Venue Rates

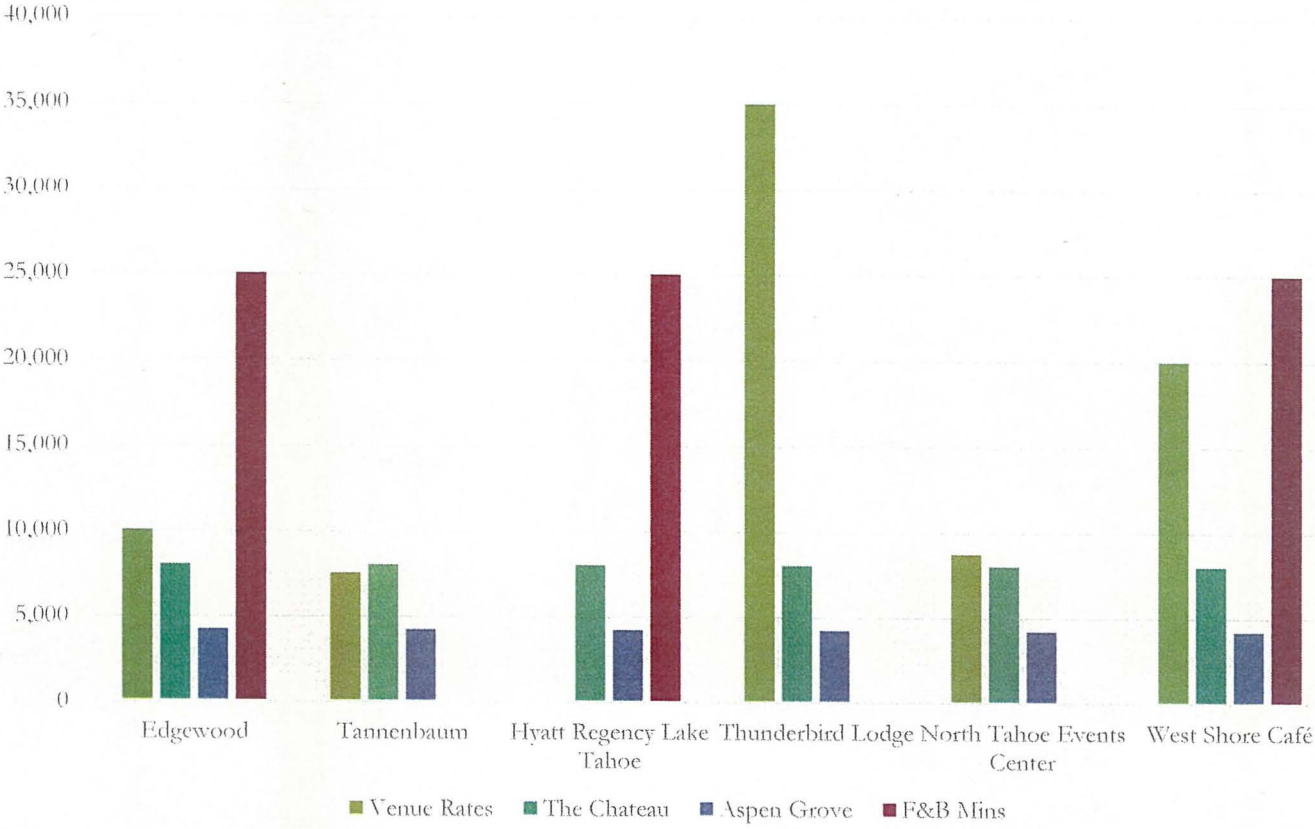
The Chateau

June – October Venue Rates	Non-Picture Pass Holder (current rate)	Proposed Rate	IVGID Picture Pass Holder Rate (current rate)	Proposed Rate
Saturday	\$7,990	No Change	\$5,993	No Change
Friday & Sunday	\$4,970	\$6,390	\$3,528	\$4,793
Monday-Thursday	\$3,045	\$3,990	\$2,286	\$2,993
November – May Venue Rates	Non-Picture Pass Holder (current rate)	Proposed Rate	IVGID Picture Pass Holder Rate (current rate)	Proposed Rate
Saturday	\$4,660	\$6,390	\$3,495	\$4,793
Friday & Sunday	\$3,230	\$3,990	\$2,423	\$2,993
Monday-Thursday	\$2,035	\$2,590	\$1,527	\$1,943

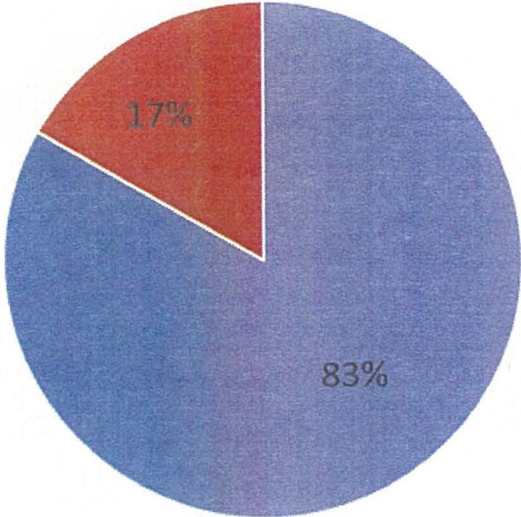
Aspen Grove

June – September	Non-Picture Pass Holder (current rate)	Proposed Rate	IVGID Picture Pass Holder (current rate)	Proposed Rate
Saturday	\$3,160	\$4,190	\$2,370	\$3,143
Friday & Sunday	\$2,085	\$3,390	\$1,565	\$2,543
Monday-Thursday	\$1,150	\$2,790	\$885	\$2,093

Venue Comparisons

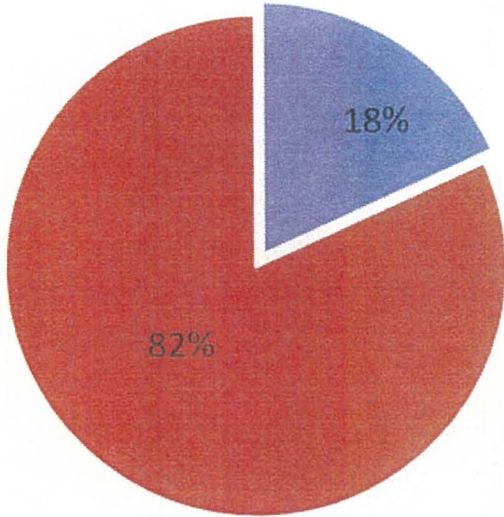


Facility Revenue 2018/19



■ Weddings ■ Community

Number of Events 2018/19



■ Weddings ■ Community