

MEMORANDUM

TO: Board of Trustees

THROUGH: Indra Winqest, District General Manager

FROM: Darren Howard, Director of Golf/Community Services

SUBJECT: Review, discuss and possibly approve Golf Play Pass rate structure, Daily Green fees, Charity rates and Range fee rates for the Incline Village Golf Courses for the 2023 season. (Requesting Staff Member: Director of Golf/Community Services Darren Howard)

RELATED STRATEGIC PLAN INITIATIVE(S): Long Range Principle #2 – Finance

RELATED DISTRICT POLICIES, PRACTICES, RESOLUTIONS OR ORDINANCES: Board Practice 6.2.0 - Pricing for products and services

DATE: March 8, 2023

I. RECOMMENDATION

That the Board of Trustees makes a motion to approve Golf Play Pass rate structure, Daily Green fees and Charity fee rates for the Incline Village Golf Courses for the 2023 season.

II. BACKGROUND

This agenda item presents for Board consideration a recommendation related to rates to be charged for use of the Championship and Mountain golf courses, based on:

Working with the Board and the Community to incorporate ways of increasing revenue at the golf courses, the average dollar per round has increased from \$70.54 in 2019 to \$90.63 for the 2022 season at the Championship Course and from \$39.11 in 2019 to \$40.77 in 2022 at the Mountain Course. (More resident rounds than in the past is the reason for the small increase at the Mountain course). Factors informing the proposed rates include:

- Popularity of golf worldwide.
- Residents emphasize that the golf courses are here for the residents first.

- Inflation and increase in wages due to competition within the region.
- Increase in rates for other venues within the region.

While staff believes that daily rates charged for Non-Picture Pass and Guests, on average, meet or exceed target cost-recovery levels, the 2022 season rates charged for Picture Pass and Golf Play Passes fall below target cost-recovery levels.

This agenda item seeks Board approval to establish 2023 golf season rates for Daily Green Fees, Play Passes and Range fees.

III. BID RESULTS

Not applicable to this agenda item.

IV. FINANCIAL IMPACT AND BUDGET

The proposed rates, Golf Play Passes and Daily Rates for the 2023 golf season as recommended in this report are expected to increase revenues by an estimated \$430,234+ for the Championship Golf Course and \$137,403+ for the Mountain Golf Course, (Note – Mountain Course will be closing early again this season to complete the golf cart path project).

Championship Course

Estimated Revenue per Round

Picture Pass.....	\$74.43*
Guests.....	\$133.64*
Non-Picture Pass.....	\$160.32*
Play Pass.....	\$66.57*

Total \$/round for green fees - \$96.43

Total \$/round green fees, range fees & club rentals - \$106.00

Note (*) – Revised to reflect the proposed 5% rate increases contained in this agenda item, *but not the recommendation to move to 10-minute start time intervals or eliminating the 2pm-4pm discounted rats.*

Rounds of Golf 24,632

Cost Per round

Operating Costs.....	\$94.07
Operating Costs + Overhead.....	\$113.78
Operating, OVHD, Capital.....	\$139.19
Operating, OVHD, Capital, Debt.....	\$136.19

Proposed revenue increases:

- Proposed increase from deleting 2pm to 4pm discounts - \$101,411 to \$163,000 (depends on play mix)
- Proposed increase for Range Fees - \$16,722
- Proposed increase for moving to 10 minute intervals - \$272,688 (using a 65% fill rate)

- Proposed 5% increase in Green Fees at Championship Course - \$56,135 (includes updated play mix)
- Club rental increases - \$3,410
- Projected revenue increase with recommendations - \$3,055,273 vs \$2,408,937 (27% increase)

Mountain Course

Estimated Revenue per Round

Picture Pass	\$ 35.84*
Guests	\$ 54.66*
Non-Picture Pass	\$ 66.06*
Play Pass	\$ 26.64*

Note (*) – Revised to reflect the proposed 5% rate increases contained in this agenda item.

Rounds of Golf 17,435

- Operating Costs \$52.95
- Operating + Overhead \$64.79
- Operating, OVHD, Capital \$73.80
- Operating, OVHD, Capital, Debt \$73.80

Proposed revenue increases:

- Proposed increase for moving to 12 minute intervals at the Mountain course - \$110,242 (using a 65% fill rate)
- Proposed 5% increase at Mountain Course - \$27,161 Total \$/round for green fees - \$46.80

Total \$/round for green fees and club rentals - \$48.75

Projected revenue increases with recommendations - \$962,500 vs \$850,350 (13% increase)

Throughout this year, staff has analyzed cost associated with operating the District's two golf courses to determine the extent to which existing rates charged to golfers covers the fully-loaded cost per round, based on historical budget and usage information. This preliminary analysis suggests that rates charged for Non-Picture Pass Holders, on average, exceed the fully-loaded cost per round of golf, while rates charged for Guests cover, on average, the operating costs (including overhead). The discounts afforded to Residents and Guests recognizes that Facility Fees are assessed to parcel owners within the District specifically to cover costs of capital and debt associated with District venues.

The preliminary cost-recovery analysis also demonstrated that the current rates charged for Picture Pass Holders and Golf Play Passes, in relation to the average rounds of golf played by those who purchase this product, fall well below the suggested cost-recovery target for play at both golf courses.

With the recommended increases for Golf Play Passes and Daily Resident Rates, the

proposed rates, while generating a slightly higher level of cost-recovery in comparison to current rates, will remain at a level below the cost per round.

V. ALTERNATIVES

None

VI. COMMENTS

Golf Play Passes – (See Exhibit A)

The revised recommendation related to Golf Play Pass rates for the 2023 golf season is as follows (See Exhibit A):

- 1) Delete 2pm to 4pm discount at Championship Course and move to Open to 4pm price, after 4pm and after 5:30pm rates.
- 2) Increase all Play Passes by 5%.
- 3) Move PM Pass to after 3pm at Championship Course.

Daily Green Fee Rates – (See Exhibits B and C)

Based on discussions with representatives from various golf groups in the past, and consistent with the Board's direction to increase the level of cost-recovery from golf user charges for services, staff are recommending increases of the Daily Green Fees charged to Picture Pass by 5%, Non-Picture Pass 5% and Guests 5%.

- Guest Daily Green Fees for the Championship Course are proposed to be increased in the range of 5% . (See Exhibit B).
- Guest Daily Green Fees for the Mountain Course are proposed to be in the range of 5%, based on time of year and time slots (See Exhibit C).

Preferred Partner Rates – (See Exhibit D)

Guests at the Hyatt Hotel have historically been afforded discounted daily green fees at Incline Village golf courses. These rates reflect a discount on the Non-Picture Pass rates but remain, in all cases, higher than the rates charged for Picture Passes and Guests. (See Exhibit D).

- Staff is recommending increases to the Hyatt rates for play at the Championship Golf Course, 5%.
- Hyatt rates for the Mountain Course are proposed to also be increased by 5%.

Charity Golf Event Rates- (See Exhibit E)

Multiple Incline Village Charitable Organizations benefitting Incline Village/Crystal Bay, use both Incline Village Golf Courses to host their annual fund-raising tournaments. Rates are being proposed to cover the operational costs for each golf course.

- Championship Course rate - \$4290
- Mountain Course rate - \$2310

Range Fees – (See Exhibit E) (*For Informational purposes only, no action required*)

Range Fees, including driving range, golf club rentals and rider rentals are proposed for the 2023 season (See Exhibit E).

- Picture Pass and Non-Picture Pass rates for the driving range rates are proposed to increase \$1 per bucket size.
- Golf club rentals are proposed to increase by \$10 and rider fees at the Championship Course are proposed to remain unchanged.

Golf club rentals and rider fees at the Mountain Course are proposed to be unchanged.

VII. DISTRICT IMPROVEMENT, COST REDUCTION, RETURN ON INVESTMENT OR PRODUCTIVITY ENHANCEMENT

Increase revenues at both golf courses.

VIII. 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.

IX. ATTACHMENTS

1. Exhibit A - Play Passes
2. Exhibit B - Championship Course Rates
3. Exhibit C - Mountain Course Rates
4. Exhibit D - Hyatt Rates
5. Exhibit E - Range Fees

X. DECISION POINTS NEEDED FROM THE BOARD OF TRUSTEES

With the proposed recommendations, the Championship course will cover operational costs and the Mountain course while getting closer, will be slightly behind the target. If the board requires that the golf courses cover Operational, Overhead, Debt and Capital on a yearly basis, this would require an entirely different business model.



Exhibit A

Play Passes			
Both Courses	2023	2022	Percentage change 2023 vs 2022
Unlimited All you Can Play - Individual	\$3,425.00	\$ 3,260.00	5%
Unlimited All you Can Play - Couples	\$5,521.00	\$ 5,258.00	5%
Unlimited Junior	\$ 315.00	\$ 300.00	5%
Unlimited College	\$ 499.00	\$ 475.00	5%
Championship Course Only			
10 Play	\$ 873.00	\$ 831.00	5%
20 Play	\$1,575.00	\$ 1,500.00	5%
Limited All You Can Play - Individual	\$2,726.00	\$ 2,596.00	5%
Limited All You Can Play - Couple	\$4,263.00	\$ 4,060.00	5%
All You Can Play PM (After 3pm)	\$1,335.00	\$ 1,270.00	5%
Mountain Course Only			
10 Play	\$ 425.00	\$ 405.00	5%
Unlimited All You Can Play - Individual	\$ 908.00	\$ 865.00	5%
Unlimited All You Can Play - Couples	\$1,398.00	\$ 1,331.00	5%
All You Can Play - PM	\$ 630.00	\$ 600.00	5%
10 Play Nine Holes (new in 2022)	\$ 284.00	\$ 270.00	5%
Unlimited Junior	\$ 189.00	\$ 180.00	5%

Exhibit B

Championship Course Rates				2022 Rates									
2023				2022 Rates									
Time of Day	Open-4pm	2pm-4pm	After 4pm	After 5:30pm	Open-2pm	2pm-4pm	After 4pm	After 5:30pm					
Shoulder Season (Open - June 11)								Percentage Increase from 2022					
Monday-Thursday					Monday-Thursday								
Resident	\$ 73.00		\$ 34.00	\$ 25.00	Resident	\$ 69.00	\$ 43.00	\$ 32.00	\$ 24.00	6%	###	6%	4%
Guest	\$ 109.00		\$ 51.00	\$ 38.00	Guest	\$ 104.00	\$ 75.00	\$ 48.00	\$ 36.00	5%	###	6%	6%
Non-Resident	\$ 142.00		\$ 66.00	\$ 49.00	Non-Resident	\$ 135.00	\$ 85.00	\$ 63.00	\$ 47.00	5%	###	5%	4%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)								
Resident	\$ 84.00		\$ 39.00	\$ 28.00	Resident	\$ 80.00	\$ 54.00	\$ 37.00	\$ 27.00	5%	###	5%	4%
Guest	\$ 128.00		\$ 56.00	\$ 49.00	Guest	\$ 122.00	\$ 90.00	\$ 53.00	\$ 47.00	5%	###	6%	4%
Non-Resident	\$ 165.00		\$ 73.00	\$ 56.00	Non-Resident	\$ 157.00	\$ 100.00	\$ 69.00	\$ 53.00	5%	###	6%	6%
High Season (June 12 - September 24)													
Monday-Thursday					Monday-Thursday								
Resident	\$ 101.00		\$ 50.00	\$ 34.00	Resident	\$ 96.00	\$ 70.00	\$ 48.00	\$ 32.00	5%	###	4%	6%
Guest	\$ 162.00		\$ 79.00	\$ 50.00	Guest	\$ 154.00	\$ 110.00	\$ 75.00	\$ 48.00	5%	###	5%	4%
Non-Resident	\$ 219.00		\$ 104.00	\$ 66.00	Non-Resident	\$ 209.00	\$ 147.00	\$ 99.00	\$ 63.00	5%	###	5%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)								
Resident	\$ 106.00		\$ 62.00	\$ 42.00	Resident	\$ 101.00	\$ 80.00	\$ 59.00	\$ 40.00	5%	###	5%	5%
Guest	\$ 176.00		\$ 90.00	\$ 55.00	Guest	\$ 168.00	\$ 120.00	\$ 86.00	\$ 60.00	5%	###	5%	-8%
Non-Resident	\$ 240.00		\$ 116.00	\$ 71.00	Non-Resident	\$ 229.00	\$ 158.00	\$ 110.00	\$ 49.00	5%	###	5%	45%
Shoulder Season (September 25-Closing)													
Monday-Thursday					Monday-Thursday								
Resident	\$ 73.00		\$ 28.00	\$ 25.00	Resident	\$ 69.00	\$ 48.00	\$ 27.00	\$ 24.00	6%	###	4%	4%
Guest	\$ 118.00		\$ 48.00	\$ 38.00	Guest	\$ 112.00	\$ 78.00	\$ 46.00	\$ 36.00	5%	###	4%	6%
Non-Resident	\$ 160.00		\$ 66.00	\$ 49.00	Non-Resident	\$ 152.00	\$ 105.00	\$ 63.00	\$ 47.00	5%	###	5%	4%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)								
Resident	\$ 84.00		\$ 34.00	\$ 28.00	Resident	\$ 80.00	\$ 59.00	\$ 32.00	\$ 27.00	5%	###	6%	4%
Guest	\$ 134.00		\$ 54.00	\$ 43.00	Guest	\$ 128.00	\$ 94.00	\$ 51.00	\$ 41.00	5%	###	6%	5%
Non-Resident	\$ 182.00		\$ 72.00	\$ 56.00	Non-Resident	\$ 173.00	\$ 126.00	\$ 68.00	\$ 53.00	5%	###	6%	6%

Exhibit C

Mountain Course Rates					2022 Rates							
2023					2022 Rates							
Time of Day												
Fee Type	Open-2pm	2pm-4pm	After 4pm	After 5:30pm	Fee Type	Open-2pm	2pm-4pm	After 4pm	After 5:30pm			
Shoulder Season (Open-June 11)					Shoulder Season (Open-June 13)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 41.00	\$ 37.00	\$ 23.00		Resident	\$ 39.00	\$ 35.00	\$ 22.00		5%	6%	5%
Guest	\$ 49.00	\$ 41.00	\$ 35.00		Guest	\$ 47.00	\$ 39.00	\$ 33.00		4%	5%	6%
Non-Resident	\$ 57.00	\$ 45.00	\$ 45.00		Non-Resident	\$ 54.00	\$ 43.00	\$ 43.00		6%	5%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 46.00	\$ 42.00	\$ 27.00		Resident	\$ 44.00	\$ 40.00	\$ 26.00		5%	5%	4%
Guest	\$ 56.00	\$ 52.00	\$ 39.00		Guest	\$ 53.00	\$ 49.00	\$ 37.00		6%	6%	5%
Non-Resident	\$ 62.00	\$ 62.00	\$ 50.00		Non-Resident	\$ 59.00	\$ 59.00	\$ 48.00		5%	5%	4%
High Season (June 12 - September 24)					High Season (June 14 - September 12)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 49.00	\$ 49.00	\$ 29.00		Resident	\$ 47.00	\$ 47.00	\$ 28.00		4%	4%	4%
Guest	\$ 64.00	\$ 61.00	\$ 40.00		Guest	\$ 61.00	\$ 58.00	\$ 38.00		5%	5%	5%
Non-Resident	\$ 79.00	\$ 72.00	\$ 50.00		Non-Resident	\$ 75.00	\$ 69.00	\$ 48.00		5%	4%	4%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 54.00	\$ 54.00	\$ 33.00		Resident	\$ 51.00	\$ 51.00	\$ 31.00		6%	6%	6%
Guest	\$ 69.00	\$ 66.00	\$ 45.00		Guest	\$ 66.00	\$ 63.00	\$ 43.00		5%	5%	5%
Non-Resident	\$ 84.00	\$ 79.00	\$ 57.00		Non-Resident	\$ 80.00	\$ 75.00	\$ 54.00		5%	5%	6%
Shoulder Season (September 25-Closing)					Shoulder Season (September 13-Closing)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 41.00	\$ 37.00	\$ 23.00		Resident	\$ 39.00	\$ 35.00	\$ 22.00		5%	6%	5%
Guest	\$ 49.00	\$ 41.00	\$ 35.00		Guest	\$ 47.00	\$ 39.00	\$ 33.00		4%	5%	6%
Non-Resident	\$ 62.00	\$ 57.00	\$ 45.00		Non-Resident	\$ 59.00	\$ 54.00	\$ 43.00		5%	6%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 46.00	\$ 42.00	\$ 27.00		Resident	\$ 44.00	\$ 40.00	\$ 26.00		5%	5%	4%
Guest	\$ 56.00	\$ 51.00	\$ 39.00		Guest	\$ 53.00	\$ 49.00	\$ 37.00		6%	4%	5%
Non-Resident	\$ 67.00	\$ 62.00	\$ 50.00		Non-Resident	\$ 64.00	\$ 59.00	\$ 48.00		5%	5%	4%
Nine Hole Rates (Mountain Course)												
Shoulder Season (Open-June 11)					Shoulder Season (Open-June 13)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 27.00	\$ 22.00	\$ 15.00		Resident	\$ 26.00	\$ 21.00	\$ 14.00		4%	5%	7%
Guest	\$ 33.00	\$ 27.00	\$ 19.00		Guest	\$ 31.00	\$ 26.00	\$ 18.00		6%	4%	6%
Non-Resident	\$ 38.00	\$ 33.00	\$ 23.00		Non-Resident	\$ 36.00	\$ 31.00	\$ 22.00		6%	6%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 29.00	\$ 27.00	\$ 18.00		Resident	\$ 28.00	\$ 26.00	\$ 17.00		4%	4%	6%
Guest	\$ 36.00	\$ 33.00	\$ 24.00		Guest	\$ 34.00	\$ 31.00	\$ 23.00		6%	6%	4%
Non-Resident	\$ 42.00	\$ 38.00	\$ 31.00		Non-Resident	\$ 40.00	\$ 36.00	\$ 29.00		5%	6%	7%
High Season (June 12 - September 24)					High Season (June 14 - September 12)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 34.00	\$ 28.00	\$ 18.00		Resident	\$ 32.00	\$ 27.00	\$ 17.00		6%	4%	6%
Guest	\$ 41.00	\$ 36.00	\$ 24.00		Guest	\$ 39.00	\$ 34.00	\$ 23.00		5%	6%	4%
Non-Resident	\$ 47.00	\$ 42.00	\$ 29.00		Non-Resident	\$ 45.00	\$ 40.00	\$ 28.00		4%	5%	4%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 37.00	\$ 34.00	\$ 21.00		Resident	\$ 35.00	\$ 32.00	\$ 20.00		6%	6%	5%
Guest	\$ 44.00	\$ 41.00	\$ 28.00		Guest	\$ 42.00	\$ 39.00	\$ 27.00		5%	5%	4%
Non-Resident	\$ 51.00	\$ 47.00	\$ 36.00		Non-Resident	\$ 49.00	\$ 45.00	\$ 34.00		4%	4%	6%
Shoulder Season (September 25-Closing)					Shoulder Season (September 13-Closing)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 27.00	\$ 22.00	\$ 15.00		Resident	\$ 26.00	\$ 21.00	\$ 14.00		4%	5%	7%
Guest	\$ 34.00	\$ 28.00	\$ 18.00		Guest	\$ 32.00	\$ 27.00	\$ 17.00		6%	4%	6%
Non-Resident	\$ 38.00	\$ 33.00	\$ 23.00		Non-Resident	\$ 36.00	\$ 31.00	\$ 22.00		6%	6%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 29.00	\$ 27.00	\$ 18.00		Resident	\$ 28.00	\$ 26.00	\$ 17.00		4%	4%	6%
Guest	\$ 36.00	\$ 33.00	\$ 24.00		Guest	\$ 34.00	\$ 31.00	\$ 23.00		6%	6%	4%
Non-Resident	\$ 42.00	\$ 36.00	\$ 31.00		Non-Resident	\$ 40.00	\$ 34.00	\$ 29.00		5%	6%	7%

Exhibit D

Hyatt Rates		2023 Rates				2022 Rates								
Championship Course														
Time of Day	Open-4pm	2pm-4pm	After 4pm	After 5:30pm	Time of Day	Open-2pm	2pm-4pm	After 4pm	After 5:30pm					
Shoulder Season (Open-June 11)														
Monday-Thursday	\$ 116.00		\$ 59.00	\$ 46.00	Monday-Thursday	\$ 110.00	\$ 78.00	\$ 56.00	\$ 44.00	5%	0%	5%		
Friday-Sunday (Holidays)	\$ 151.00		\$ 69.00	\$ 53.00	Friday-Sunday (Holidays)	\$ 144.00	\$ 88.00	\$ 66.00	\$ 50.00	5%	0%	5%		
High Season - (June 12-September 24)														
Monday-Thursday	\$ 193.00		\$ 92.00	\$ 66.00	Monday-Thursday	\$ 184.00	\$ 127.00	\$ 88.00	\$ 63.00	5%	0%	5%		
Friday-Sunday (Holidays)	\$ 205.00		\$ 104.00	\$ 83.00	Friday-Sunday (Holidays)	\$ 195.00	\$ 150.00	\$ 99.00	\$ 79.00	5%	0%	5%		
Shoulder Season - (September 25 - Closing)														
Monday-Thursday	\$ 145.00		\$ 59.00	\$ 49.00	Monday-Thursday	\$ 138.00	\$ 100.00	\$ 56.00	\$ 47.00	5%	0%	5%		
Friday-Sunday (Holidays)	\$ 170.00		\$ 64.00	\$ 49.00	Friday-Sunday (Holidays)	\$ 162.00	\$ 118.00	\$ 61.00	\$ 47.00	5%	0%	5%		
Mountain Course 18 Holes														
Shoulder Season (Open-June 11)														
				N/A										
Monday-Thursday	\$ 52.00		\$ 36.00		Monday-Thursday	\$ 49.00	\$ 39.00	\$ 34.00		6%	0%	6%		
Friday-Sunday (Holidays)	\$ 59.00		\$ 46.00		Friday-Sunday (Holidays)	\$ 56.00	\$ 49.00	\$ 44.00		5%	0%	5%		
High Season - (June 12-September 24)														
Monday-Thursday	\$ 73.00		\$ 48.00		Monday-Thursday	\$ 69.00	\$ 64.00	\$ 46.00		6%	0%	4%		
Friday-Sunday (Holidays)	\$ 80.00		\$ 56.00		Friday-Sunday (Holidays)	\$ 76.00	\$ 69.00	\$ 53.00		5%	0%	6%		
Shoulder Season - (September 25 - Closing)														
Monday-Thursday	\$ 56.00		\$ 41.00		Monday-Thursday	\$ 53.00	\$ 44.00	\$ 39.00		6%	0%	5%		
Friday-Sunday (Holidays)	\$ 64.00		\$ 46.00		Friday-Sunday (Holidays)	\$ 61.00	\$ 49.00	\$ 44.00		5%	0%	5%		
Mountain Course 9 Holes														
Shoulder Season (Open-June 11)														
Monday-Thursday	\$ 35.00		\$ 21.00		Monday-Thursday	\$ 33.00	\$ 27.00	\$ 20.00		6%	0%	5%		
Friday-Sunday (Holidays)	\$ 40.00		\$ 25.00		Friday-Sunday (Holidays)	\$ 38.00	\$ 33.00	\$ 24.00		5%	0%	4%		
High Season - (June 12-September 24)														
Monday-Thursday	\$ 45.00		\$ 24.00		Monday-Thursday	\$ 43.00	\$ 35.00	\$ 23.00		5%	0%	4%		
Friday-Sunday (Holidays)	\$ 48.00		\$ 34.00		Friday-Sunday (Holidays)	\$ 46.00	\$ 41.00	\$ 32.00		4%	0%	6%		
Shoulder Season - (September 25 - Closing)														
Monday-Thursday	\$ 35.00		\$ 21.00		Monday-Thursday	\$ 33.00	\$ 28.00	\$ 20.00		6%	0%	5%		
Friday-Sunday (Holidays)	\$ 38.00		\$ 25.00		Friday-Sunday (Holidays)	\$ 36.00	\$ 33.00	\$ 24.00		6%	0%	4%		

Exhibit E

2023				2022		
Range Fees	Small	Medium	Large	Small	Medium	Large
Resident	\$ 6.00	\$ 11.00	\$ 16.00	\$ 5.00	\$ 10.00	\$ 15.00
Non-Resident	\$ 8.00	\$ 13.00	\$ 18.00	\$ 7.00	\$ 12.00	\$ 17.00
Last changed in 2020						
Championship Course						
	2023		2022			
Golf Club Rentals	\$ 95.00		\$ 85.00			
Rider Fees (per person)	\$ 35.00		\$ 35.00			
Mountain Course						
	2023		2022			
Golf Club Rentals	\$50 - 18 Holes		\$ 50.00			
	\$25 - 9 Holes		\$ 25.00			
Rider Fees (per person)	\$15 - 18 Holes		\$15 - 18 Holes			
	\$10 - 9 Holes		\$10 - 9 Holes			
Charity Tournaments						
				2023	20212	
Charity Rates for Championship Course -				\$4,290	\$2,000	
Charity Rates for Mountain Course -				\$2,310	\$1,000	
*Based on Operating costs for length of time for event, plus 10%						

