
NOTICE OF MEETING

The special meeting of the Incline Village General Improvement District Board of Trustees will be held starting at 5:00 PM on July 6, 2023 in the Boardroom, 893 Southwood Boulevard, Incline Village, Nevada.

Public comment is allowed and the public is welcome to make their public comment via telephone (the telephone number will be posted to our website on the day of the meeting). The meeting will be available for viewing at <https://livestream.com/accounts/3411104>.

- A. PLEDGE OF ALLEGIANCE*
- B. ROLL CALL OF TRUSTEES*
- C. INITIAL PUBLIC COMMENTS - *Unless otherwise determined, the time limit shall be three (3) minutes for each person wishing to make a public comment. Unless otherwise permitted by the Chair, no person shall be allowed to speak more than once on any single agenda item. Not to include comments on General Business items with scheduled public comment. The Board of Trustees may address matters brought up during public comment at the conclusion of the comment period but may not deliberate on any non-agendized item.*
- D. APPROVAL OF AGENDA (for possible action)
The Board of Trustees may make a motion for a flexible agenda which is defined as taking items on the agenda out of order; combining agenda items with other agenda items; removing items from the agenda; moving agenda items to an agenda of another meeting, or voting on items in a block -OR- the Board of Trustees may make a motion to accept and follow the agenda as submitted/posted.
- E. GENERAL BUSINESS (for possible action)
1. **SUBJECT:** Review, discuss and possibly revise the existing Golf cancellation policy as adopted on May 8, 2023 - **pages 3- 50**
Recommendation for Action: That the Board of Trustees makes a motion to revise the Golf cancellation policy, as presented, effective July 7, 2023.
- F. FINAL PUBLIC COMMENTS - Limited to a maximum of three (3) minutes in duration.
- G. ADJOURNMENT (for possible action)

CERTIFICATION OF POSTING OF THIS AGENDA

I hereby certify that on or before 9 a.m., Thursday, July 6, 2023, a copy of this agenda (IVGID Board of Trustees Session of July 6, 2023) was delivered to the post office addressed to the people who have requested to receive copies of IVGID's agendas; copies were e-mailed to those people who have requested; and a copy was posted, physically or electronically, at the following locations in accordance with Assembly Bill 253:

1. IVGID Anne Vorderbruggen Building (893 Southwood Boulevard, Incline Village, Nevada; Administrative Offices)
2. IVGID's website (www.yourtahoepace.com/ivgid/board-of-trustees/meetings-and-agendas)
3. State of Nevada public noticing website (<https://notice.nv.gov/>)

/s/ Susan A. Herron

Susan A. Herron

Acting District Clerk (e-mail: sah@ivgid.org/phone # 775-832-1207)

Board of Trustees: *Matthew Dent - Chairman, Sara Schmitz, Michaela Tonking, Raymond Tulloch and David Noble*

Notes: *Items on the agenda may be taken out of order; combined with other items; removed from the agenda; moved to the agenda of another meeting; moved to or from the Consent Calendar section; or may be voted on in a block. Items with a specific time designation will not be heard prior to the stated time, but may be heard later. Those items followed by an asterisk (*) are items on the agenda upon which the Board of Trustees will take no action. Members of the public who are disabled and require special accommodations or assistance at the meeting are requested to call IVGID at 832-1100 at least 24 hours prior to the meeting. **IVGID'S agenda packets are available at IVGID's website, www.yourtahoepace.com; go to "Board Meetings and Agendas".***

Incline Village General Improvement District

Incline Village General Improvement District is a fiscally responsible community partner which provides superior utility services and community oriented recreation programs and facilities with passion for the quality of life and our environment while investing in the Tahoe basin.

893 Southwood Boulevard, Incline Village, Nevada 89451 • (775) 832-1100 • EMAIL: info@ivgid.org

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MEMORANDUM

TO: Board of Trustees

THROUGH: Mike Bandelin, Acting General Manager

FROM: Darren Howard, Director of Golf/Community Services and Michaela Tonking, Trustee

SUBJECT: Review, discuss and possibly revise the existing Golf cancellation policy as adopted on May 8, 2023

RELATED STRATEGIC PLAN BUDGET INITIATIVE(S): **LONG RANGE PRINCIPLE #1 - SERVICE**
The District will provide superior quality service through responsible stewardship of District resources and assets with an emphasis on the parcel owner and customer experience.

LONG RANGE PRINCIPLE #3 - FINANCE

The District will ensure fiscal responsibility and sustainability of service capacities through prudent fiscal management and maintaining effective financial policies for internal controls, operating budgets, fund balances, capital improvement and debt management.

LONG RANGE PRINCIPLE #7 - GOVERNANCE

The District is a local agency that delivers exemplary recreational experiences and provides the highest level of water, sewer, and solid waste services while striving for fiscal and environmental sustainability through collaboration, civic participation, and transparency.

RELATED DISTRICT POLICY: Practice 6.1.0, Pricing Practice (Link: [https://www.yourtahoeplace.com/uploads/pdf-ivgid/Practice 6 2 0 Pricing for Products and Services.pdf](https://www.yourtahoeplace.com/uploads/pdf-ivgid/Practice_6_2_0_Pricing_for_Products_and_Services.pdf))

DATE: July 6, 2023

I. RECOMMENDATION

That the Board of Trustees makes a motion to approve reverting the Golf Cancellation policy back to a charge of (1) 50% of booked golf fees for a cancellation made by the booking person between 72 – 48 hours of the tee time, (2) 100% of booked golf fees for a cancellation made by the booking person inside 48 hours of tee time and (3) In the event of a weather cancellation, done by the Golf Course, there will be no cancellation fees charged to any booking person.

II. BACKGROUND

At the May 8th, 2022 Board meeting, meeting minutes excerpt attached, the Board of Trustees adopted a Golf Cancellation policy (attached along with a redline version), which was approved 5-0, and reads as follows:

Cancellation Policy: Email cancelgolf@golfincline.com to cancel tee time reservations. Cancel at least 120 hours prior to your tee time for a full refund. 50% of green fees will be charged for cancellation between 120 – 72 hours of tee time. Within 72 hours of tee times, full green fee will be charged for all golfers in your party.

The Board of Trustees suggested this policy due to concerns of monopolizing tee time due to the removal of the pre-book for picture pass holders. In June 2022, from June 1st to 22nd, the Championship Golf Course was at 84% capacity and the Mountain Golf Course was at 80% capacity. Currently, for June 2023 from June 1st to 22nd, the Championship Golf Course was at 71% capacity and the Mountain Golf Course at 70% capacity for the days the Mountain Golf Course has been open. Please note that the Mountain Golf Course did not open, for the 2023 season, until June 9, 2023. Additionally, there have been daily complaints to Staff and Trustees in reference to the cancellation policy and how it is more penalizing than any other golf course in the Tahoe Area (attached). Also attached, for reference, is the last golf report prepared by the Director of Golf and sent, via email, to the Board of Trustees.

III. BID RESULTS

Not applicable to this agenda item.

IV. FINANCIAL IMPACT AND BUDGET

Recovering revenue that could otherwise be lost.

V. ALTERNATIVES

- 1. Retain current policy
- 2. Adjust hours in the recommendation

VI. COMMENTS

No additional comments at this time.

VII. BUSINESS IMPACT/BENEFIT

Not applicable to this agenda item.

VIII. ATTACHMENTS

- 1. Excerpt of May 8 Meeting Minutes - Golf Cancellation Policy1
- 2. Current Cancellation
- 3. Red-line Cancellation
- 4. Appendix A - Golf
- 5. Golf Report for June 1 through June 22 2023

IX. DECISION POINTS NEEDED FROM THE BOARD OF TRUSTEES

Adoption of a golf cancellation policy effective July 7, 2023

In the Matter Of:

Incline Village General Improvement District Board of Trustees Meeting

TRANSCRIPT OF PUBLIC MEETING

May 08, 2023

Job Number: 986099

EXCERPT RELATED TO THE GOLF CANCELLATION POLICY

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INCLINE VILLAGE
GENERAL IMPROVEMENT DISTRICT
BOARD OF TRUSTEES

TRANSCRIPT OF HEARING
PUBLIC MEETING
Live and Via Zoom

Held at the Chateau at Incline Village
955 Fairway Boulevard
Incline Village, Nevada

Monday, May 8, 2023

Reported by: Brandi Ann Vianney Smith
Job No.: 986099

1 CHAIR DENT: Thank you.

2 Next public comment, please.

3 MATT: That concludes our public comments
4 on Zoom.

5 CHAIR DENT: All right. Thank you.

6 TRUSTEE SCHMITZ: I want to thank Trustee
7 Noble, because Trustee Noble responds to every email
8 that comes in. I'm actually receiving emails that
9 I've never seen before.

10 So I don't know whether there's an issue
11 with the emails coming in. It's something that I
12 thanked Trustee Noble on Sunday, because I'm seeing
13 things now that I didn't see.

14 So I think we need to investigate why us
15 trustees are not getting all of them, and just want
16 to acknowledge the effort and the time the he puts
17 in to do that, and let the community know that he is
18 helping us to get all of our emails.

19 CHAIR DENT: I'll close out item C. Moving
20 on to item D.

21 D. APPROVAL OF AGENDA

22 CHAIR DENT: Any concerns with the agenda?
23 All right. Seeing none, the agenda is approved.

24 We are going to take a nine-minute break,
25 and then we'll come back general business, item E 1.

1 We will come back at 7:50.

2 (Break from 7:41 P.M. to 7:50 P.M.)

3 CHAIR DENT: All right. Welcome back to
4 item E 1, general business. Quiet in the room,
5 please.

6 E. GENERAL BUSINESS

7 CHAIR DENT: Item E 1, general business.
8 Subject: Golf course financials and proposed rates
9 for 2023 golf season. Review and discuss historical
10 financial results of District-owned golf course, and
11 consider options and recommendations for updating
12 rate, rate structure, and course operations for the
13 2023 golf season.

14 Requesting staff member, Director of Golf
15 Darren Howard, Director of Finance Paul Navazio, and
16 Trustee Schmitz.

17 It can be found on pages 4 through 63 of
18 your board packet.

19 General Manager Winqest?

20 MR. WINQUEST: For the record, Indra
21 Winqest, District General Manager.

22 I just want to start out by making sure
23 the everyone is aware, Ms. Sheila Leon in the back,
24 we provided supplemental material late this
25 afternoon, and she has handouts, if you haven't

1 received one already. It's also on the website
2 currently as well.

3 So, just to start out, in the 20 years
4 that I've been here with the District -- and I've
5 seen this conversation many times -- the one thing I
6 will say that is different this time is the amount
7 of material and extreme deep dive of golf, in
8 particular, financially.

9 So, I believe that, even though it was a
10 tremendous amount of work, it is very valuable work,
11 and I'm thankful that we worked through the process.

12 I want to thank, in particular, Mr.
13 Howard, our Director of Golf and Community Services,
14 as well as Mr. Navazio, our Director of Finance, and
15 Trustee Schmitz for putting in a tremendous amount
16 of time and effort into this material.

17 It's never perfect, but I believe it was
18 outstanding work that was done and should help guide
19 us through the process.

20 Staffs will be here to answer questions,
21 join in on the discussion, and, if needed, speak to
22 the staff's recommendations that are attached to
23 this agenda item.

24 So, I'm going to go ahead at this point
25 and pass it on to Trustee Schmitz, who has a brief

1 power point, and we'll get started.

2 Thank you.

3 CHAIR DENT: Reminder to the board,
4 because we do have a court reporter, please wait to
5 be called on so they know who is talking.

6 Trustee Schmitz, the floor's yours.

7 TRUSTEE SCHMITZ: Thank you.

8 We put together just a few slides
9 summarizing all of the work that we did throughout
10 this process. And it was a very collaborative
11 process.

12 We first started off with talking about
13 what's our goal and what are we trying to get to.
14 And the board as really been focused on building
15 sustainable approaches to how we're making our
16 financial decisions.

17 We wanted specifically for the
18 Championship Course, the goal was to address the gap
19 between operational expenses and revenue, reducing
20 the budget, because what we had looked at and what's
21 in the board packet shows that we have pretty
22 consistently over-budgeted expenses.

23 So, the goal was to look at how do we
24 bring those budgets for expenses down to help reduce
25 the gap? Look at different ways to increase the

1 revenue, and recommendations from Darren Howard have
2 been to decrease the tee times intervals to -- first
3 of all, look at how do we evaluate Non-Picture Pass
4 Card Holder rates, and evaluate Picture Pass Card
5 Holder rates, and then monitor our results.

6 So this particular chart is from our --
7 it's a subset of what's in our packet, and it is
8 golf excluding food and the pro shop -- food and
9 beverage and the pro shop.

10 So, total golf operations does incorporate
11 The Grill and the carts and what have you.

12 So, when we did our analysis, we
13 discovered that food and beverage in the last couple
14 years has had some pretty significant loses.

15 So, we didn't want those losses to skew
16 the numbers as it relates to our discussion on golf
17 rates.

18 So, Mr. Navazio, Director of Finance,
19 provided a breakdown. So, this particular chart
20 shows the actual revenue versus expenses,
21 specifically from our financial statements, but
22 excluded food and beverage, and this board had
23 requested that we also exclude the facility fees so
24 that we can truly see the operational effectiveness
25 of golf operations.

1 Understand, these numbers are from our
2 financial statements. The data came directly from
3 the financial statements. So, depreciation is a net
4 expense for enterprise accounting.

5 So, the solid green line is actual revenue
6 specific for golf operations, and the solid red line
7 is actual expenses.

8 And so this does not include any
9 investment and capital. So, it is directly tied to
10 our financial statements.

11 And the line at the bottom, the purple
12 line, which is actually decreasing. It goes from,
13 for those of you in the back, the left-hand side
14 starts out in 2017/2018, through the final number is
15 what our proposed budget is.

16 The purple line at the bottom shows the
17 gap between the expenses and the revenue. That
18 particular gap does not include capital. This is
19 including depreciation. This is directly from our
20 financial statement.

21 The dashed lines are the budget. So, as I
22 mentioned, the budget has always been running up
23 above what the actuals were. So, we've asked staff
24 to address that particular issue.

25 So, with that, the one thing I want to

1 point to everyone, including my fellow trustees, is
2 that purple line, you'll notice, that is in our
3 proposed budget, it's actually slightly higher.

4 So, our gap between revenue and expenses
5 grew a little bit. It's not a significant amount,
6 and in comparison to where we've been the past
7 years, we've made some significant improvements over
8 the past couple of years.

9 So, what did we look at? So what staff
10 did in the their recommendations was they adjusted
11 service levels.

12 So, there's a grid on page 19 of the
13 packet that shows some of the service levels that
14 had been provided in the past and what had been a
15 business decision to discontinue. So, to those
16 adjusted service levels brought some cost savings
17 into our budget.

18 Staff also looked at reducing staffing
19 budgets because of the reality of labor shortages,
20 and then they looked at how to review -- they
21 reviewed and decreased expense budgets.

22 And some of the details that they've
23 already done are on pages 32 or 33 in the packet,
24 but it is something that is still ongoing. And
25 we'll talk more about this when we talk about the

1 Mountain Course as compared to Champ.

2 So, the increase in revenue, the tee
3 times -- the tee time increase in revenue was
4 already incorporated into the projections. Staff
5 did a competitive market analysis of other courses,
6 and determined that they felt comfortable that an
7 eight-percent increase for Non-Picture Pass Card
8 Holders still allowed a competitive, good-priced
9 product.

10 What we had talked about was the board
11 gave direction to have the price of Picture Pass
12 Card Holders at 50 percent of the Non-Picture Pass
13 Card Holder. However, when we look at the numbers,
14 staff's recommendation was to leave that at eight
15 percent also.

16 But what we did -- what we wanted to do
17 was first look at what increase in revenue, given
18 the play mix, would the increase in the Non-Picture
19 Pass Card Holder rates, how would that impact. And
20 then what's left, what needs to be done for our
21 Picture Pass Card Holders.

22 Staff recommended getting rid of the
23 All-You-Can-Play passes. Staff went and put
24 together this grid to show, in 2022, what the
25 revenue -- the total combined revenue per round and

1 the cost per round -- I'm sorry. This is the play
2 mix, compared to the revenue per round.

3 The highest revenue per round in 2022,
4 which is the bar chart furthest to the right, that
5 large, orange box, is \$66.54. And you'll note at
6 the bottom, in 2022 the cost per round, excluded
7 depreciation, capital, and debt, was \$98.58 per
8 round.

9 The reason why we're talking about
10 removing depreciation here and why we had it in the
11 other charts, the other charts were our financial
12 reports. Now we're talking about what needs to
13 cover for Picture Pass Holders.

14 Since the facility fee pays the cash
15 outlay for our capital, we don't believe it's right
16 to then, in turn, have our Picture Pass Holders
17 having to cover depreciation.

18 So, when we're looking at rates and price
19 per rounds, and what's the rate we're looking at for
20 Picture Pass Holders, we're intentionally removing
21 depreciation because those Picture Pass Holders
22 expended money through the recreation fee to outlay
23 capital for the capital investment. Does that make
24 sense? Okay.

25 So, then the last chart is from a Picture

1 Pass Holder perspective. So, this is using the same
2 numbers as before, the only difference is
3 depreciation was removed so that we can look at it
4 from a Picture Pass Holder cost/revenue perspective.

5 And you can see that the amounts of
6 difference between the revenue and expenses are
7 considerably close; they're within \$30,000.

8 So, then the chart at the bottom, which,
9 again, was the difference, what this now includes is
10 now capital is brought into the equation.

11 So, the purple line at the bottom is
12 including -- it's the total funding needed to
13 operate the golf courses. So, the total funding is
14 related to cash flow.

15 So that includes capital improvements,
16 actual, it includes the gap between revenues and
17 expenses, but then it removes depreciation.

18 So, as you can see here for the Champ
19 Course, the gap is virtual closed.

20 What I also wanted to point out is when
21 the numbers were put together -- staff's been really
22 working hard to tweak the revenue numbers and the
23 expense numbers for this budgeted year. It just so
24 happened that \$30,000 of capital reduction that
25 staff did is not reflected in these numbers.

1 So, that number at the bottom in the
2 purple line would be reduced by \$30,000. I just
3 didn't want to change the numbers because they all
4 align with the other charts.

5 So, then it relates to the Mountain
6 Course, we took the same approach. It was adjusting
7 service levels, adjusting staffing levels, and
8 reviewing how we might decrease some expenses.

9 When we looked in more detail at the
10 revenue aspects of it, staff evaluated market
11 competitiveness of the Mountain Course and
12 determined that a 12-percent increase was reasonable
13 for Non-Picture Pass Holders.

14 Then staff looked at the gap, and then
15 staff brought forward their recommendation, and that
16 was to encourage or recommend an eight-percent
17 increase for the Mountain Course.

18 The thing that is really important for all
19 of the Trustees to recognize on this golf -- this,
20 again, in the net income. It does not include the
21 facility fee, it does not include capital
22 improvement, is, again, the red line has been
23 decreasing. That's the actual expenses.

24 That actual expenses have been decreasing;
25 however, the dashed red line has been increasing.

1 So, staff is still in the process of
2 evaluating and determining where we go and do some
3 additional reductions in expenses.

4 The other thing worth noting is, while the
5 green line has been relatively stable and the
6 projected year end is a bit of an uptick, you can
7 see it's below what our budgeted revenue numbers
8 were expected to be.

9 So, again, the purple line at the bottom
10 is nothing more than what is the gap between actual
11 revenue and actual expenses, with the exception of
12 the budgeted, which is the difference in the budget.

13 But staff is still in the process, because
14 it's about a \$400,000 deferential between the
15 budgeted expenses and what it appears our actual
16 expenses have been.

17 So, that's an opportunity for improvement
18 there that hasn't yet been identified by staff.

19 Then, this is the analysis for Picture
20 Pass rates. So, the spikes that you can see right
21 in the middle, that is a significant capital outlay.

22 So, capital outlay does cause our numbers
23 to fluctuate considerably from year to year, but if
24 you look at it, our revenues numbers are still
25 consistently below with this current projected year,

1 the gap is expected to be the smallest it's been in
2 a number of years, but it does still include an
3 increase in the gap in the budget; however, in the
4 budget, this number does not include another
5 \$481,000 of capital improvement reduction that staff
6 had proposed, but I didn't want to go and change the
7 number because I was trying to leave these charts to
8 all be consistent and tied together.

9 So, you can see where we are with the
10 Mountain Course, and as we've talked in the past and
11 prior boards have talked, you know, perhaps, the
12 Mountain Course is one of the courses that we do
13 talk about that pyramid.

14 And I actually asked staff to do a
15 calculation of difference, and it was within that 33
16 percent, which is the top portion of the pyramid.

17 So, next steps would be to -- we need to
18 thoroughly understand why, over the past two years,
19 we've lost a significant amount. It's almost
20 \$300,000 in two seasons on food the beverage.

21 We need to monitor golf utilization, the
22 play mix, and we need to have more timely financial
23 reports so that if adjustments need to be made,
24 we're doing it sooner rather than looking in the
25 rearview mirror and realizing that we've been losing

1 money on food and beverage for two years.

2 So, a takeaway -- so, that's a next step.

3 Another thing that would be a next step,
4 this was part of all of our discussion, was to,
5 perhaps, request that board look at forming a group
6 to have a collaborative effort to analyze the golf
7 club situation, and to come up with some compromises
8 and be creative.

9 So, those were some things that are
10 identified in the board packet, and I just put them
11 up here as a closing comment on next steps.

12 So, this is, in a nutshell, what we've
13 been working on. And I have to give thanks to
14 staff. They've worked very, very hard, and this
15 would not have been accomplished if they wouldn't
16 have had all of this information.

17 But everything that's in the board packet
18 was worked on collaboratively, and the data either
19 came from our audited financial statements or it
20 came from Mr. Howard on the play mixes and the
21 reservations for tee times.

22 So, with that, I'm going to let the board
23 discuss, and I'm going to turn this back over to
24 Mr. Dent.

25 CHAIR DENT: Thank you, Trustee Schmitz.

1 I will take that laptop too to communicate with
2 anyone on Zoom.

3 Any questions? Trustee Tonking?

4 TRUSTEE TONKING: I just have a quick
5 question how we're going to approach this.

6 Are we going to go through each of those
7 numbered items, and then, like, make motions off
8 that? I was wondering what our approach was so that
9 I could make sure I was directed the right manner.

10 CHAIR DENT: The easiest way to tackle
11 this would be go through the numbered items, and if
12 we can make a motion to go through 1 through 5, or 1
13 through 9 all at the same time and approve that, and
14 then we know which ones we have an issue with and
15 need to discuss a little bit further.

16 If there is a need to dive in, I mean, we
17 could just start with number 1, and see if anybody
18 has questions or wants further clarification and go
19 from there.

20 TRUSTEE SCHMITZ: I was going through the
21 presentation, and I had a note written down that I
22 wanted my fellow Trustees to be aware of.

23 So, the charts and the data that was put
24 together by Mr. Navazio, the Championship Course, it
25 was using the five-percent increase.

1 So, the number that I was displaying,
2 where it had them virtual touching, that was not at
3 the eight-percent increase; that was at the
4 five-percent increase.

5 Then, as it relates to the Mountain
6 Course, they did actually update it to be the
7 eight-percent.

8 TRUSTEE TULLOCK: So, this chart that
9 showed the \$10,000 difference between, that's the
10 one you're talking about that was only at five
11 percent?

12 TRUSTEE SCHMITZ: Yes. At the five
13 percent, yes.

14 TRUSTEE TULLOCK: Okay. Great.

15 TRUSTEE TONKING: Thank you, Chair.

16 Are you suggesting that 1 A would be five
17 percent, is that what you're saying?

18 TRUSTEE SCHMITZ: I'm not suggesting it.
19 I just want to be clear that the charts that had the
20 points within \$10,000 of each other, the data behind
21 this is the five percent, not the eight percent.

22 CHAIR DENT: Any other questions for
23 number 1?

24 TRUSTEE TONKING: Okay. So first off, I
25 want to thank Trustee Schmitz, staff, and everybody

1 for being here. It's been a long process.

2 So, I think my mindset on this with my
3 accounting background and looking at budgets all the
4 time, I have been -- the areas that I was, my
5 mindset is, A, making sure that we are making
6 financial sound decisions and we are following our
7 pricing policy, making sure that we are not setting
8 rates that are greater than the operational costs, I
9 appreciate the taking out of depreciation, because
10 that's that double charge. Really helpful.

11 Also, understanding that each of these
12 decisions will have an impact on if people play on
13 the course or not. So, that is the key that the
14 play mix is something we always need to consider as
15 we're having this.

16 And then, can we as a board, if we change
17 so much, measure successes and failures.

18 On this first one, I was good with the
19 Non-Picture Pass increase that was represented.

20 So, if it's five-percent, I think we
21 should stay at the five versus the eight.

22 I agree that the Picture Pass Holder rates
23 to be set at the 50 percent. That's what we talked
24 about with Diamond Peak, similar idea.

25 And that the guest rates be set at the

1 midpoint.

2 I'm good with all of those with that
3 mindset for 1.

4 CHAIR DENT: Trustee Tulloch?

5 TRUSTEE TULLOCK: Thank you, Chair Dent.

6 Actually, before we dive into each of them, I have a
7 couple questions. One is concerning depreciation.

8 If I go to page 50 of the packet, our
9 financial policies, pages 50 of 62, objective of
10 District's pricing policies to ensure that revenues
11 including charges for services and applicable rate
12 fees are sufficient to cover the full cost to
13 providing services to IVGID Picture Pass Holders,
14 guests of IVGID Picture Pass Holders, and others.

15 If then go down to definitions, full cost
16 is intended to represent the per unit cost of
17 providing access, and shall include operating costs
18 including overhead, capital depreciation and debt,
19 as reflected in the budget.

20 So while we're stripping our depreciation
21 there, I think that's incorrect to stop out the full
22 amount.

23 If I look at the play pass mix, on page
24 27, 46 percent of our revenues come from guests and
25 Non-Picture Pass Holders.

1 According to our pricing policy, we should
2 be recovering depreciation and capital costs from
3 that group as well.

4 So, if I take 40 percent of (inaudible) we
5 should not be writing off the full 700k of
6 depreciation calculating these rates. It should be
7 46 -- should be having 54 percent of the
8 depreciation costs.

9 Sorry. 46 percent of the depreciation
10 costs, so it should be \$320,000, approximately.

11 Is that correct?

12 MR. WINQUEST: Your math sounds correct.
13 Yeah.

14 TRUSTEE TULLOCH: Yes, these -- we're
15 not -- at the accounting basis, we would be
16 subsidizing Non-Picture Pass Holders and outsiders
17 from our facility fee, which I believe would be
18 incorrect.

19 CHAIR DENT: What are your thoughts on item
20 1?

21 TRUSTEE TULLOCH: I'd assume that the
22 Non-Picture Pass Holder was the eight percent, given
23 what I've just stated in terms of depreciation, I
24 would prefer to see it at eight percent, as per the
25 proposal.

1 I think I'm okay with the other ones
2 there.

3 CHAIR DENT: Okay. Trustee Noble?

4 TRUSTEE NOBLE: I was going between the
5 five and eight percent for 1 a. I'm fine with the
6 eight percent on this one, and I'm fine in the
7 proposals in b and c, and number 1 as well.

8 CHAIR DENT: Okay. Trustee Schmitz?

9 TRUSTEE SCHMITZ: Are we weighing in on
10 each one of those individually?

11 I'm fine with increasing the Championship
12 Course, but only the five percent. Anything more
13 would be in violation of policies. We'd be
14 over-collecting from the Picture Pass Holders.

15 CHAIR DENT: Are you saying that for
16 Picture Pass Holders and non, do you say stay at
17 eight percent?

18 TRUSTEE SCHMITZ: Yes.

19 CHAIR DENT: So 1 b would be five percent,
20 1 a would be eight percent?

21 TRUSTEE SCHMITZ: Yes.

22 CHAIR DENT: Are you okay with the eight
23 percent for Non-Picture Pass Holders and five
24 percent for Picture Pass Holders?

25 TRUSTEE TONKING: I agree with that.

1 TRUSTEE TULLOCK: I'm okay eight percent.
2 Does that make much difference in the 50 percent?
3 I'm assuming we're using an approximate 50 percent
4 here.

5 CHAIR DENT: Yes. It's close enough.

6 TRUSTEE TULLOCH: I'm okay with that.

7 CHAIR DENT: We're not passing it along.
8 It would be a five percent.

9 TRUSTEE TULLOCH: Yep.

10 TRUSTEE TONKING: Quick question: Do you
11 think it's easier if we make motions to keep track
12 of it all or each one?

13 CHAIR DENT: Let's get through this one,
14 and then look at the other items.

15 Let's just say, like, increase their range
16 fees at \$1 per product, item 8, if no one has an
17 issue with that, we can look around the table really
18 quickly and we can bundle 1 and 8, because it sounds
19 like we're pretty much in agreement on 1 right now.

20 TRUSTEE TONKING: Okay. Great.

21 CHAIR DENT: Trustee Noble?

22 TRUSTEE NOBLE: One point of
23 clarification. I'm looking at page 41 of 62, and
24 the percentage increase from 2022, and when I look
25 at the Picture Pass Holders, there's various

1 percentages.

2 So, is the proposal not to have a
3 50-percent reduction from the Non-Picture Pass
4 Holder rate, but just simply increase the rates by
5 five percent from 2021 for Picture Pass Holders?

6 And the reason why I asked is a few of
7 those rates seem to be out of whack, for lack of a
8 better term.

9 We have, like, there's some corrections.
10 One is 49 percent. Obviously, that's the
11 Non-Picture Pass Holder rate, but then there are, if
12 I look at -- there's an 18, 19, 23, 18 percent
13 various ones.

14 We're going to -- if we just do the five
15 percent, those deltas are going to get magnified.
16 I'm wondering if it would be more appropriate to do
17 the eight percent for Non-Picture Pass Holders, and
18 just do a 50-percent reduction, and then it's clean
19 for all time going forward.

20 Then when there are -- it'll be much
21 easier to make changes based on that based on a
22 percentage standpoint going forward, versus having
23 these -- if you do percentage increases going
24 forward without doing this correction, those deltas
25 will magnify over time?

1 CHAIR DENT: Thank you.

2 Trustee Schmitz?

3 TRUSTEE SCHMITZ: We don't have an
4 official policy that sets this rule. And if we're
5 able to capture enough revenues so that we can lower
6 our Picture Pass Holder rate, we need to do that.
7 That is the right thing to do. It's according to
8 our policy.

9 So, I don't think we should be bound by
10 something that actually isn't even a policy. It
11 might be that standard, but these are internal rates
12 for our internal customers.

13 As a board, we can look at the numbers and
14 make the decisions, but do so after we know what the
15 revenue, given the play mix and given the rates
16 increases are for the Non-Picture Pass Holders.

17 TRUSTEE TULLOCK: I agree with Trustee
18 Noble. We need to be consistent. We put this into
19 practice in ski, and we had the same impact there.
20 We did talk at the time saying we should be
21 consistent about it.

22 I think it would be difficult after all
23 these larger percent increase than in ski when it's
24 actually still making money, and then start using
25 mixing and matching principles.

1 We're either consistent or not consistent.
2 TRUSTEE TONKING: Correct me if I'm wrong,
3 but I actually think if we did the eight and then we
4 did the five, we'd actually see these percents get
5 magnified more, and would be outside of our pricing
6 policy.

7 So I think we're better off doing the 50
8 percent and staying at rate. Otherwise, it gets too
9 big with the way that these percentages are
10 operating.

11 TRUSTEE SCHMITZ: All I'm saying is that
12 we don't have a policy to tie anything to a
13 percentage, and we should just do what is right by
14 our Picture Pass Holders.

15 TRUSTEE TONKING: Our Picture Pass Holders
16 would face higher charges if we did it the five
17 percent way, I think, based off these percentages.

18 TRUSTEE SCHMITZ: I'm just talking about
19 the big picture.

20 MR. HOWARD: To clear some of this up,
21 when we went through and we were determining the
22 Picture Pass Holder rates going at the 50 percent of
23 whatever the Non-Picture Pass Holder rate was, that
24 did to go up considerably.

25 So, if you do it at the percent, it's

1 going to raise it a lot higher than we think it
2 should be.

3 So, my opinion would be if you do the
4 Non-Picture Pass Holder rate at eight percent, you
5 may want to go back to the chart that I had produced
6 before of what the five percent of that looked like.

7 CHAIR DENT: I think that is what we're
8 saying. We're just trying to work through the
9 language for when we do make a motion.

10 For item 1, it would be an eight-percent
11 increase for Non-Picture Pass Holders.

12 For item 1 b, it would 50 percent of a
13 five-percent increase for Non-Picture Pass Holders.
14 We're all on the same page? All right.

15 I think we're good on that one.

16 Item 2. Do we have questions on item 2?

17 So item 1 says -- item 1 a: Increase
18 Non-Picture Pass Holders rates, Championship golf
19 Course by eight percent, right? We're all in
20 alignment on that.

21 However, we don't believe that we should
22 be increasing Picture Pass Holders' rates by 50
23 percent of that eight-percent increase; we believe
24 we should be doing it by 5 percent or 50 percent of
25 the five percent increase.

1 TRUSTEE NOBLE: Instead of the 50-percent
2 discount, it would be closer to a 53-percent
3 discount.

4 CHAIR DENT: Whatever that equals out to.
5 All right. Are we done with item 1?

6 Okay item 2, Mountain Course. Increase
7 Non-Picture Pass daily lay rates by 12 percent.
8 Anyone have an issue with that? 2 a. No.

9 2 b. Increase Picture Pass Holders's
10 guest daily rates at Mountain Course by eight
11 percent. Everyone okay with that? Okay.

12 Item 2 c. Eliminate shoulder season rates
13 and replace with peak season rates from September
14 15th to closing. Does anyone have an issue with 2
15 c?

16 TRUSTEE TONKING: My concern is we might
17 run into this issue because we know that it's
18 usually fire season, there's other things going on,
19 there's not that many people in the basin during
20 that time that we might be able to fill tee times at
21 that higher rate. Some revenue is better than none.

22 TRUSTEE TULLOCK: Question for Mr. Howard.
23 Are we reducing play at Mountain Course to nine
24 holes only from September 15th any?

25 MR. HOWARD: Yes, sir. We are.

1 TRUSTEE TULLOCK: So, we're going to nine
2 holes only, then we can to keep peak season rates.
3 I agree with Trustee Tonking.

4 I think the increment revenue in fact
5 would be minimal. I think it would be minimal. I
6 think given inconvenience of us going down to nine
7 two for two weeks, it typically ends in the first
8 week of October. It doesn't make a lot of sense.

9 CHAIR DENT: You're saying keep those
10 shoulder season rates -- okay.

11 TRUSTEE SCHMITZ: This was staff's
12 recommendation based on doing their competitive
13 analysis, and the others in the area didn't have the
14 fall season rate. So, the thought process was is
15 for Non-Picture Pass Holders that we should maintain
16 that.

17 So, I'm going to supportive of staff's
18 recommendations.

19 MR. WINQUEST: I was actually going to
20 recommend -- Trustee Tulloch's point is a good
21 point. We will be doing the Mountain Course pathway
22 project.

23 Another reason why high staff recommended
24 this is the golf course is in phenomenal condition
25 at that point in the season. I can see in the early

1 shoulder season where we're just trying to get the
2 courses up and going, you know, you're not going to
3 see it in that great of shape.

4 I would recommend -- completely fine with
5 that recommendation. I would recommend that we
6 revisit removing the shoulder season rates in the
7 fall after this coming season, and after we have a
8 chance to monitor the financial performance based on
9 this.

10 CHAIR DENT: Understood. Thank you.

11 TRUSTEE NOBLE: I would like to eliminate
12 the shoulder season rates just to see the impact on
13 it. It's going to be small this time, just sort of
14 a good test, even with just nine holes. It would be
15 worth it.

16 There isn't a lot of downside risk with
17 regards to trying it out this season, given what's
18 going to be going on.

19 CHAIR DENT: Understood. I agree with you
20 on that, Trustee Noble.

21 TRUSTEE TONKING: Trustee Schmitz has said
22 it was just for Non-Picture Pass Holders; is that
23 correct. I didn't quite get that from the packet.

24 MR. WINQUEST: That would be for all.

25 TRUSTEE TONKING: Perfect thank you.

1 TRUSTEE TULLOCK: That was my question as
2 well. I thought we were discussing purely for
3 Picture Pass Holders there. I concur with Trustee
4 Noble. In that case, let's move forward and see the
5 impact of it.

6 CHAIR DENT: Any further discussion on
7 item 2? No. Okay.

8 Do you guys want to discuss item 3? Item
9 4, do we need to have discussion? Okay.

10 TRUSTEE SCHMITZ: Did you say we were
11 coming back to 3?

12 CHAIR DENT: Yeah. I just want to figure
13 out which ones we don't need to talk about. We can
14 make a motion, get those off, and then we can talk
15 about the ones we need to talk about.

16 Item 5?

17 TRUSTEE TULLOCK: Just for the record, on
18 prebook fees, my concern about that is how we
19 prevent abuse of it, particularly the 72-hour
20 cancellation window is pretty short for refilling
21 rounds. I mean, it would be very easy to gain a
22 scenario where somebody could make a boat load of
23 bookings up front and keep consistently canceling
24 them.

25 I want to make sure we have some

1 consistent practices in place to avoid that.

2 I would also like to see it moved to
3 five-days' cancellation rather than three days to
4 give more chance of people actually seeing the
5 vacant tee times.

6 CHAIR DENT: Trustee Tonking?

7 TRUSTEE TONKING: I concur with the
8 concern. I almost wondered if you do five days at a
9 50 percent cancellation, and then three at a hundred
10 percent, something like that, where that fee
11 motivates you to cancel or also not book every time.
12 Some motivation.

13 Or we monitor it for a year and see what
14 happens, but I would be okay doing, like, 50 percent
15 at five days and a hundred percent at three days.

16 CHAIR DENT: Thank you.

17 Trustee Schmitz?

18 TRUSTEE SCHMITZ: I have the same concern.
19 And I think the suggestion is manageable and doable.
20 And I think, perhaps, we should ask staff to closely
21 monitor that.

22 And someone in public comment made a
23 statement about standby alerts. Is that something
24 we have the ability to do and we send out emails
25 blasts to our Picture Pass Holders when we have

1 cancellations?

2 MR. HOWARD: At this point, we do not send
3 out an email blast, but we have people calling in
4 almost on a daily bases that get put in the log.
5 Then we just go off the log.

6 TRUSTEE SCHMITZ: Is to difficult or
7 burdensome to, within five days of a tee time,
8 actually send emails out to our golf community
9 letting them know tee time availability to try to
10 make sure we've got maximum utilization?

11 MR. HOWARD: I'm sure I can get with our
12 IT department and revenue office to see how that
13 could be implemented.

14 TRUSTEE SCHMITZ: If we have higher
15 utilization, that, ultimately, helps our financial
16 situation.

17 And I like the idea of having a stepping
18 system in to the cancellation because I am also
19 concerned about people canceling bookings, and then
20 us ending up with time that are not filled.

21 CHAIR DENT: Mr. Howard, how hard is it to
22 implement something like that where at five days,
23 there's a 50-percent charge, and so on?

24 MR. HOWARD: That's the easier part,
25 change the rule within the system. The harder part,

1 which we'll look at, would be how to get the email
2 blast out for the time. We'll work on that.

3 CHAIR DENT: Number 5. No
4 show/cancellation fee policy. No change. Are we
5 good with number 5?

6 All right. Number 6. Golf club
7 reservations. Do you want to talk about that one?
8 Deep dive? Any discussion? Okay. We'll come back
9 to it.

10 Number 7. Non-profit organization rates.
11 Is there a discussion there?

12 TRUSTEE TULLOCK: I think we should be
13 consistent. We should have a percentage increase on
14 these the same as everywhere else in the system.

15 We also need to look at -- I've expressed
16 my concerns before -- just because it's a
17 not-for-profit doesn't necessarily mean it's a
18 charitable organization. I think that's -- I'm sure
19 that's something we monitor.

20 It's not like our costs have been down
21 over the five-percent increase and that would be
22 acceptable.

23 TRUSTEE NOBLE: I'm fine with keeping it
24 as is this year. However, I'd like to see a
25 proposal next year where it said at least at the

1 Picture Pass Holder rates so they're not paying less
2 than what the Picture Pass Holders pay.

3 CHAIR DENT: Understood.

4 TRUSTEE TONKING: This comes up a lot, all
5 across the District. I wonder if we have an agenda
6 item that is solely about how we deal with
7 non-profit organizations, and we just create some
8 formal mechanism on it.

9 I think we keep the same this year for all
10 the venues, and then we deep dive into. I think
11 that would be helpful.

12 CHAIR DENT: Good suggestion.

13 TRUSTEE SCHMITZ: I asked staff to get
14 some statistics for pages 19, where we have the grid
15 about service levels and reservations.

16 And staff provided me with a number that,
17 Championship Course, there are four non-profit
18 tournaments, and they are shotgun events, I believe
19 is what Mr. Howard had given me.

20 And I believe that there are two at
21 Mountain Course and those are not shotgun format,
22 they are regular set-up tournaments.

23 Those are some shotguns also? Okay.

24 So, there's two at Mountain and four -- at
25 least you know the numbers we're talking about.

1 CHAIR DENT: Okay. Thank you for that.

2 Moving on to item 8, any discussion on
3 item 8? Okay.

4 Then there will definitely be discussion
5 on 9 and 10.

6 Item 1, 2, 4, 5, 7, 8 are all items we
7 don't -- necessarily need much more discussion on.
8 If someone wants to make a motion, I'll entertain
9 one. Or we can have that discussion and try to
10 incorporate it all into one motion.

11 TRUSTEE TULLOCK: Just point on process,
12 when it's been presented to you as a single item,
13 can we make separate motions?

14 CHAIR DENT: Melissa, do you want to
15 weight in on that?

16 MELISSA: Yeah. You can. We broke it up
17 that way to make it a little bit easier. There's A
18 lot of different information here.

19 If you would like to make separate
20 motions, that's appropriate.

21 CHAIR DENT: You're talking about ten
22 motions or a couple?

23 TRUSTEE TULLOCK: I wasn't sure when it
24 was presented as a single item that we could
25 actually change it.

1 CHAIR DENT: Yep. Cool. Thank you
2 Melissa.

3 I'll entertain a motion.

4 TRUSTEE TONKING: I'll read each of these
5 to do a motion.

6 I move that the board increase Non-Picture
7 Pass Holder rates at the Championship Course by
8 eight percent, and increase the Picture Pass Holder
9 rates to be set at 50 percent of a five percent
10 increase on Non-Picture Pass Holder rates for the
11 2023 season. That guest rates will be set at a
12 midpoint of Non-Picture Pass Holder and Picture Pass
13 Holder Rates consistent with industry standards.

14 Mountain Course, we increase Non-Picture
15 Pass daily rates by 12 percent based on market rates
16 for comparable courses, increase Picture Pass Holder
17 and guest daily rates by eight percent and eliminate
18 shoulder season rates and replace those with the
19 peak season rates.

20 I move that we eliminate prebook fees for
21 all Picture Pass Holders at both golf courses, and
22 retain prebook fees for Non-Picture Pass Holders,
23 and amend the no-show cancelation fee policy for a
24 50-percent cancellation fee within five days of tee
25 time and 100 percent within three days of tee time.

1 I move that we restrict golf club
2 reservations during peak season Friday through
3 Sundays to tee times starting at 11:00 A.M., and
4 club will retain one weekend member guest event for
5 the 2023 season.

6 I will strike out that number 6.

7 I move that we maintain non-profit
8 organization rates as approved by the Board of
9 Trustees for the 2022 golf season, and that we
10 increase range fee rates by \$1 per product.

11 CHAIR DENT: Motion's been made. Is there
12 a second?

13 TRUSTEE NOBLE: Second.

14 MR. HOWARD: Okay. Just a point of
15 clarification, the Mountain Course was 12-plus
16 because there was some on one side of it and one on
17 the other. I wanted to make sure we clarified that.

18 TRUSTEE TONKING: I'm fine with it being
19 12-plus.

20 TRUSTEE NOBLE: And I am as well.

21 TRUSTEE SCHMITZ: I have a question: Is
22 it important to be 72 hours versus three days?

23 MR. HOWARD: I think yes.

24 TRUSTEE SCHMITZ: May we amend that?

25 TRUSTEE TONKING: We can amend three days

1 to be 72 hours. And five be 120 hours.

2 CHAIR DENT: Motion's been amended.

3 TRUSTEE NOBLE: I second that.

4 CHAIR DENT: Okay. All right. Any

5 further discussion by the board on these items?

6 Seeing none, call for the question, all those in

7 favor, state aye.

8 TRUSTEE NOBLE: Aye.

9 TRUSTEE TONKING: Aye.

10 TRUSTEE TULLOCH: Aye.

11 TRUSTEE SCHMITZ: Aye.

12 CHAIR DENT: Aye.

13 Opposed? Motion passes 5/0.

14 All right let's move on to item 3 first.

15 TRUSTEE TONKING: Thanks, Chair.

16 I'm going to present something as

17 exciting. I think that we shouldn't element the

18 All-You-Can-Play Passes, and here is my thought on

19 it.

20 I think if we did our increase -- looking

21 at the average expenditure, there's a \$40 difference

22 on average. I was thinking we would do is have your

23 five-percent increase -- 50 percent on five percent.

24 Take that increase and then had additional five

25 percent to get us to almost be that same price per

Cancellation policy: Email cancelgolf@golfincline.com to cancel tee time reservations. Cancel at least 120 hours prior to your tee time for a full refund. 50% of green fees will be charged for cancellations made between 120 - 72 hours of tee time. Within 72 hours of tee time, full green fees will be charged for all golfers in your party.

Cancellation policy: Email cancelgolf@golfincline.com to cancel tee time reservations. Cancel at least 72~~120~~ hours prior to your tee time for a full refund. 50% of green fees will be charged for cancellations made between 72~~120~~ - 48~~72~~ hours of tee time. Within 48~~72~~ hours of tee time, full green fees will be charged for all golfers in your party.

Cancellation Policies of Area Golf Courses

Truckee Area

Coyote Moon – 48 hours
Grays Crossing – 48 hours
Old Greenwood – 48 hours
Northstar – 48 hours

Reno Area

Wolf Run – 24 hours
Lake Ridge – 24 hours

Carson City Area

Genoa Lakes – 24 hours
Genoa Ranch – 24 hours

South Lake area

Edgewood - 72 hours

Incline Village – 120 hours

Also it looks common for courses to also give 1 warning, 2nd time they are charged 50% of fee and 3rd time 100% of fee.

Golf Report for June 1 through June 22, 2023

Golf Operations at the Championship Course and the Mountain Course are in full operations now. Other than the weather interrupting play on a daily basis, operations at both courses are better than expected when you consider the lack of good weather. Please remember that the Mountain Course lost 8 days in the month of June due to the late opening, but otherwise seem to be on budget for the days that it was open. Daily average for the Mountain Course for 2023 in June was \$5,154.85 vs \$4,206.09 in 2022. That is a good sign going forward, but the bottom line is that the Mountain Course will be below budgeted revenue numbers for June 2023. The Championship Course remains steady and on target to exceed revenue projections for June, even with bad weather, but as a reminder, these are budget numbers for 2022/2023 and the new budget numbers do not go into effect until July 1, 2023.

We are still working with the Finance Department to hopefully give estimated expenses going forward. Below are play and revenue numbers (Month-to-Date) for your review and please call me with any questions.

Note: When looking at the Play Pass Sales numbers, do not compare them to play totals for Play Passes. Play Pass revenue is deferred and not recognized until used.

Championship Course

| | 2022 | | | 2023 | | |
|-----------------|-----------|-----------|------------|-----------|-----------|---------------------------|
| | Actual | Budget | Difference | Actual | Budget | Difference |
| Green Fees | \$270,504 | \$221,079 | \$49,425 | \$296,976 | \$256,886 | \$40,090 |
| Range Fees | \$36,340 | \$26,649 | \$<9,691> | \$26,751 | \$30,000 | \$<3,249> |
| Play Pass Sales | \$496,348 | NA | | \$417,611 | NA | \$<78,737> Behind 2022 |
| Club Rentals | \$6,335 | \$8,158 | \$<1,823> | \$9,135 | \$8,565 | \$570 |

- Budgets are for 22 days of the month

Mountain Course

| | 2022 | | | 2023 | | |
|-----------------|----------|----------|------------|----------|----------|---------------------------|
| | Actual | Budget | Difference | Actual | Budget | Difference |
| Green Fees | \$95,534 | \$90,525 | \$5,009 | \$72,168 | \$96,703 | \$24,535 |
| Play Pass Sales | \$81,518 | NA | | \$55,073 | NA | \$<26,445> Behind 2022 |
| Club Rentals | \$6,220 | \$4,400 | \$1,820 | \$3,740 | \$5,133 | \$<1,393> |

- Mountain Course opened on June 9th for the 2023 season

| Championship Course | | | | | | |
|---------------------|----------------------|---|----------|---------------|--------------|------------|
| Time frame | Round Type | # of Rounds | Capacity | % of Capacity | Total \$\$\$ | \$\$/Round |
| 2022 | PPH | 810 | | | \$ 55,044.00 | \$ 67.96 |
| June 1 to 22 | NPPH | 694 | | | \$ 98,160.00 | \$ 141.44 |
| | Guest | 205 | | | \$ 24,214.00 | \$ 118.12 |
| | 10 Play | 168 | | | \$ 14,280.00 | \$ 85.00 |
| | 20 Play | 193 | | | \$ 15,440.00 | \$ 80.00 |
| | AYCP individual | 195 | | | \$ 12,339.60 | \$ 63.28 |
| | AYCP - Couples | 402 | | | \$ 26,749.08 | \$ 66.54 |
| | AYCP limited couples | 60 | | | \$ 4,440.00 | \$ 74.00 |
| | AYCP-Limited | 97 | | | \$ 6,138.16 | \$ 63.28 |
| | Non-Profit/Other | 259 | | | \$ 8,650.00 | \$ 33.40 |
| | PM AYCP Limited | 117 | | | \$ 5,049.72 | \$ 43.16 |
| | Totals | 3200 | 3800 | 84% | \$270,504.56 | \$ 84.53 |
| | | * start time 7:00am and last time for 18 holes is 4:30pm | | | | |
| | | ** Other includes, Juniors, Employees, PGA, Non-profit, etc | | | | |

| Championship Course | | | | | | |
|---------------------|------------------|---|----------|---------------|--------------|------------|
| Time frame | Round Type | # of Rounds | Capacity | % of Capacity | Total \$\$\$ | \$\$/Round |
| 2023 | PPH | 1139 | | | \$ 79,333.00 | \$ 69.65 |
| June 1 to 22 | NPPH | 662 | | | \$106,392.00 | \$ 160.71 |
| | Guest | 235 | | | \$ 30,048.00 | \$ 127.86 |
| | 10 Play | 183 | | | \$ 16,287.00 | \$ 89.00 |
| | 20 Play | 181 | | | \$ 15,204.00 | \$ 84.00 |
| | 30 Play | 113 | | | \$ 8,927.00 | \$ 79.00 |
| | 40 Play | 132 | | | \$ 9,768.00 | \$ 74.00 |
| | AYCP-Limited | 181 | | | \$ 8,347.72 | \$ 46.12 |
| | No-Show PPH | 59 | | | \$ 4,125.00 | \$ 69.92 |
| | No-Show NPPH | 10 | | | \$ 2,508.00 | \$ 250.80 |
| | Non-Profit/Other | 254 | | | \$ 8,580.00 | \$ 33.78 |
| | PM 10 Play | 27 | | | \$ 1,474.20 | \$ 54.60 |
| | PM 20 Play | 47 | | | \$ 2,415.80 | \$ 51.40 |
| | PM 30 Play | 8 | | | \$ 385.60 | \$ 48.20 |
| | PM 40 Play | 17 | | | \$ 764.15 | \$ 44.95 |
| | PM AYCP Limited | 56 | | | \$ 2,416.96 | \$ 43.16 |
| | Totals | 3304 | 4656 | 71% | \$296,976.43 | \$ 89.88 |
| | | * start time 7:00am and last time for 18 holes is 4:30pm | | | | |
| | | ** Other includes, Juniors, Employees, PGA, Non-profit, etc | | | | |

