

## Golf Advisory Committee Correspondence

**From:** John Hancock <[johnnykargo1@gmail.com](mailto:johnnykargo1@gmail.com)>  
**Sent:** Monday, March 25, 2024 8:20:56 PM  
**To:** Michaela Tonking  
**Subject:** Incline Golf Policies

One final comment, I promise.

If Incline Golf will continue to offer play passes, which I think is a great idea and hope you continue, it might be a great idea to offer a twilight option, at 50% off the full round option.

Say for example, for all tee times booked after 4:00 or so, my play pass would be debited ½ of a round. If I have a 40 play pass that cost's me \$80 per 18 hole round, the cost, or pass play deduct for a twilight round would be ½ or .5 of a full round. This might encourage course utilization on off premium times. As a purchaser of an annual play pass, I would take advantage of this.

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**From:** JAY SIMON <[ajsmsn@aol.com](mailto:ajsmsn@aol.com)>  
**Date:** March 27, 2024 at 7:14:19 AM EDT  
**To:** "Timothy K. Sands" <[tk@ivgid.org](mailto:tk@ivgid.org)>  
**Cc:** Michaela Tonking <[tonking\\_trustee@ivgid.org](mailto:tonking_trustee@ivgid.org)>, Robert Bruce <[REB@ivgid.org](mailto:REB@ivgid.org)>  
**Subject: Re: Golf Committee**

All; I want to distribute this memo to the Golf Committee for tomorrow night. As I read the agenda it says nothing about setting advance tee time policy which I thought was the purpose of the meeting. Tim, if you have a problem since it is addressed to you please let me know. We also need written policy on all forms of cancellations; clubs, cash buyer, play pass and unlimited. The person that wrote in has some good points and I personally would have no mercy on all cancellations. We will need another meeting and we need to really focus on what needs to get done for that

4/10 meeting. Jay  
Sent from my iPhone

On Mar 18, 2024, at 9:53 PM, JAY SIMON <[ajsmsn@aol.com](mailto:ajsmsn@aol.com)> wrote:

Tim, good to talk to you today. Here is the summary of where I'm at.

I think the decisions we made at the last Golf Committee meeting need some changes. I think there are two areas that won't fly with the Trustees, but I think there are good solutions. First, I think the golf course needs to block tee times on Friday-Sunday to make sure there is room for non-picture pass play. I don't know what times are best, but something like blocking times from say 9-10 and 12-1, that would be 48 spots each day. You guys decide what times are best, but I would then release the unused times say 1/2 10 days in advance and the rest 5 days. Again, your call. So, when the outside players want a time outside what is blocked they would be subject to what is available, but if we can direct them to the blocked times you would fill them up. I personally think most outside players want the 9-10 times and 12-1 to coincide with lunch or drinks after golf.

Second, I think the course needs to project more outside play. Probably something like 5,400 rounds which is less than the pre-Covid amount in 2019 (about 5,600) and only 100 rounds more than 2022 (5,293). To get there you will need to accept more group play and advertise the availability of tee times Friday-Sunday. Last year outside play went down 400 rounds and I don't know if it was price or just not taking the 12-36 player groups. I do not think increasing outside play 500 rounds over the course of the entire summer will materially impact the local players. I think pricing will assuage most of that.

I think at least 2 of the members of the Golf Committee wanted to keep rates unchanged. That is what is happening at courses around Tahoe after jacking the prices the last few years. I think if some weekend tee times are being blocked it makes sense to offset that to the players with no price increase. In addition, we would need to reprice the all you can play passes to reflect the inherent reductions in available weekend times. I would think something like \$3,700 (55 rounds x \$74 (last years 40 play) less a 10% discount for prepaying for the season. This is 4% over last year's limited pass. A couples pass at 1.65x is \$6,100, a 16% increase over 2022, which

I think is fair given the large increases last year. The important thing I believe is to block enough tee times for outside play over the weekends and the times not used will get snapped up by residents.

The key to all this is projecting it all out, play type x proposed rates. I believe the projection will show an increase over 2023 of at least \$200,000; 1,200 rounds more (5% higher utilization at \$107/round average (last year's) and 500 more outside rounds at an additional \$140/round over the \$107. This is rough, but you get the idea. I think to sell this you need to think like a Trustee (me thinking like a Trustee); making sure outside players are accommodated and not blocked by resident all you can play players, and fairly pricing the all you can play passes. I agree with you that the courses need to bring back and accommodate the resident players, but I think there is room to do that and bring in more non-picture pass players.

Last, as to the Friday and Saturday open play times for the Clubs (I think only 3-4 times each day) I would not eliminate them. I believe the reserved times limit the club players to those times for the most part. If no times are reserved, each club will have groups of players that reserve at times you don't control and they will book more and cancel more at the last minute. You should dictate the times that work for the course. I also think you should dictate how to run the weekday shotguns and add additional players if demand is there and not waste tee times to give the clubs free reign of the golf course.

Sorry for the long message, but time is starting to run short and I think we need to get general agreement and bring it back to the Golf Committee. Jay