

MEMORANDUM

TO: Board of Trustees

THROUGH: Indra Winquest
District General Manager

FROM: Darren Howard
Director of Golf & Community Services

SUBJECT: Review, discuss and possibly approve Golf Play Pass rate structure, and Daily Green Fees schedules for the Incline Village Golf Courses for the 2022 season.

STRATEGIC PLAN: Long Range Principle #2 – Finance

DATE: March 30, 2022

I. RECOMMENDATION

Staff recommends that the Board of Trustees:

- 1) Review discuss and possibly approve Golf Play Pass rate structure, and Daily Green Fees schedules for the Incline Village Golf Courses for the 2022 season.
- 2) Receive and review Charity Golf Event rates and Range Fees for the 2022 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:

- Daily average dollar per round decreasing due to increase in overall resident play. (increase of 11% over 12-year average)
- Popularity of golf worldwide.
- Residents emphasizing 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.

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

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- Progressing Picture Pass Holder and Play Pass rates closer to the cost recovery model.
- Input from the Golf Advisory Committee

2021 Season Golf Rates

At the March 10, 2021 Board meeting, staff presented a recommendation to restructure and increase rates for Golf Play passes, while maintaining Picture Pass Holder, Guest and Non-Picture Pass daily green fees at the then current (2020 season) rates. This recommendation was based on an analysis of current rates in relation to both cost-recovery targets for each category of golf rates as well as a comparative analysis of golf rates in the local market.

While staff believes that daily rates charged for Non-Picture Pass and Guests, on average, meet or exceed target cost-recovery levels, the 2021 season rates charged for Picture Pass and Golf Play Passes fell below target cost-recovery levels. In addition, staff had proposed modifying the rate structure for Golf Play Passes to better reflect both the average rounds and wide range in rounds actually played by residents who purchase Golf Play Passes, relative to the assumptions built into the current Golf Play Pass rates.

Board Practice 6.2.0 – Pricing

At their meeting of March 1, 2022, the Board of Trustees approved Board Practice 6.2.0 related to pricing of Community Services and Beach products and services, including both District Golf Courses. The following represents Community Services pricing guidelines contained in Board Practice 6.2.0:

3.0 Pricing for IVGID Picture Pass holders and others is defined as follows:

3.1 Others (Non IVGID Picture Pass holders):

3.1.1 Rates charged for use of venues, services, and programs shall be set to cover no less than 100% of the Full-Cost of the venue rental, venue access, service provided and programs made available.

3.2 Guests:

3.2.1 Guest rates may be set at a discount, provided that the guest rates shall, at a minimum, cover the Operating Costs of access to venues, or program.

3.3 IVGID Picture Pass holders:

3.3.1 Rates charged to IVGID Picture-Pass Holders shall be discounted from the Full-Cost of services, in recognition of the Recreation Facility Fee assessed.

Rates established for IVGID Picture-Pass holders shall generally be set at no greater than the rate required to cover the Operating Costs of programs and services. In some cases, rates charged may exceed Operating Costs (to the extent that the Facility Fee approved through the budget process is insufficient to cover the cost of annual Capital Costs and Debt Costs).

In addition, within Practice 6.2.0, Section 3.5.1 – Golf Course Fees further provides that:

3.5.1.1 Fees charged to Picture-Pass holders, Guests and Non-Residents may vary based on season, day of week, time-of-day and partial (9-hole) use of golf courses.

3.5.1.2 Play-Passes offered to Picture Pass Holders may be priced at a discount from daily fees.

3.5.1.3 In doing so, management shall track and report average revenue-per round, in relation to the defined cost-recovery targets for Picture-Pass Holders, Guests, Non-Residents and Play-Pass rounds sold.

Additionally, Section 5.0 (Administration) of Practice 6.2.0 provides that:

5.1 The Board of Trustees will establish overall financial performance targets for each venue through the annual budget process.

5.2 The Board of Trustees will approve, through the budget process or when appropriate during the fiscal year Key Rates to include:

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

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5.2.1 Golf Rates for Picture Pass Holders, Play Passes, Guests and Non-Residents.

This agenda item seeks Board approval to establish 2022 golf season rates for Daily Green Fees, Play Passes and Range fees.

III. DISCUSSION

2022 Golf Rates

Staff has developed a recommendation for 2022 golf season rates, consistent with Board Practice 6.2.0, with the goal of continuing to make progress toward the overall cost recovery targets within the existing rate structure for both golf courses.

On March 8, 2022, staff met with representatives from various golf groups to review the recommended golf rates for the 2022 season and solicit feedback prior to finalizing rate recommendations for consideration by the Board of Trustees.

Staff has included suggestions from the Golf Advisory Committee in the recommendations contained in this agenda item. Specifically, the Committee expressed concern over a proposed increase of 20% to the Couples Play Pass, citing concern that those who traditionally purchased these passes would opt for other Play Pass options. The Committee was generally supportive of the overall rate recommendations, and urged that staff highlight the fact that Picture Pass Holders have absorbed increases over the last three years and Play Passes have increased now, 30% over these last three years.

The Committee also expressed a strong interest in reviewing how revenues-per-round are reported, and that future budget presentations should acknowledge the net revenues derived by retail activity at the golf courses as well as the revenue earned from rental of the Chateau as these, arguably, are revenues being generated as a result of the District operating a world-class golf facility.

Golf Play Passes – (See Exhibit A)

The revised recommendation related to Golf Play Pass rates for the 2022 golf season is as follows (See Exhibit A):

- 1) Maintain the existing rate structure.

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- 2) Increase rates charged for All You Can Play Golf Play Passes by 10%.
- 3) Increase all other Play Passes 5%.

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

Based on discussions with representatives from various golf groups, and consistent with Board's direction to increase the level of cost-recovery from golf user charges for services, staff is recommending increases for the Daily Green Fees charged to Picture Pass by 7%, Non-Picture Pass 5% and Guests fees to fit half-way between Picture Pass and Non-Picture Pass pricing.

- Guest Daily Green Fees for the Championship Course are proposed to be increased in the range of -5% to 40.0% (14.5% average), based on time of year and time slots (See Exhibit B).
- Guest Daily Green Fees for the Mountain Course are proposed to be in the range of -4% to 43% (9.2% average), based on time of year and time slots (See Exhibit C).

Hyatt 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 from the Non-Picture Pass rates but remain, in all cases, higher than the rates charged to Picture Pass 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%.

Additional Rates - (For Informational purposes only, no action required)

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.

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

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- Championship Course rate - \$4,290
- Mountain Course rate - \$,2310

Range Fees –

Range Fees, include driving range, golf club rentals and rider rentals are proposed for the 2022 season (See Exhibit E).

- Picture Pass and Non-Picture Pass rates for the driving range rates are proposed to remain unchanged.
- Golf club rentals 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.

IV. FINANCIAL IMPACT AND BUDGET

The proposed rates, Golf Play Passes and Daily Rates for the 2022 golf season as recommended in this report are expected to increase revenues by an estimated \$225,000+ for the Championship Golf Course and \$25,000+ for the Mountain Golf Course, (*Note – Mountain Course will be closing early again this season to complete the golf cart path project*).

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 *below* the suggested cost-recovery target for play at both golf courses.

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

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Championship Course

Cost Per Round*	
Rounds =	24,000
Operating Costs	\$ 83.23
Operating w/ OVHD	\$ 100.16
Oper. + OVHD + Capital	\$ 126.13
Oper. + OVHD + Capital + Debt	\$ 133.86

** Cost per round EXCLUDES Food and Beverage, Merchandise and Driving Range
Based on FY2022/23 preliminary budget (July 2022 - June 2023).
2022 Golf Season - May 2022 - October 2023*

Estimated Revenue per Round – Revised to reflect proposed rate increases contained in this agenda item

<i>Picture Pass</i>	<i>\$ 68.72</i>
<i>Guests</i>	<i>\$ 135.00</i>
<i>Non-Picture Pass</i>	<i>\$ 155.59</i>
<i>Play Pass</i>	<i>\$ 63.20</i>

Based on an preliminary FY2022/23 budget figures, the cost-recovery analysis suggests that, based on the rates recommended in this agenda item, rates charged for Non-Picture Pass and Guests would continue to exceed, on average, the full-cost of a round of golf at the Championship Golf Course.

With the recommended increases for Picture Pass Holder Golf Play Passes and Picture Pass 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.

Average revenue-per round for Picture Pass and Play Pass holders fall below covering the operating cost-recovery target, based on historical mix of rounds played (71% resident rounds in 2021). Actual cost-per round incurred for the 2022 golf season will be dependent on mix of rounds (dates/times) as well as actual (versus budgeted) costs for the season.

In addition, the cost-per-round figures excludes net revenues earned at the Championship Course from Driving Range, Merchandise Sales (Pro Shop) and Food and Beverage services. These revenues nonetheless support the overall Golf Fund (320).

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

The cost-per-round estimates also excludes revenues generated from facility rental and events held at the Chateau, which are tracked and reported within the District’s Facility Fund (330).

Mountain Course

Cost Per Round*	
Rounds =	18,920
Operating Costs	\$ 44.01
Operating w/ OVHD	\$ 53.04
Oper. + OVHD + Capital	\$ 63.54
Oper. + OVHD + Capital + Debt	\$ 63.64

** Cost per round EXCLUDES Food and Beverage and Merchandise
Based on FY2022/23 preliminary budget (July 2022 - June 2023).
2022 Golf Season - May 2022 - October 2023*

Estimated Revenue per Round – Revised to reflect proposed rate increases contained in this agenda item

<i>Picture Pass</i>	<i>\$ 35.64</i>
<i>Guests</i>	<i>\$ 48.33</i>
<i>Non-Picture Pass</i>	<i>\$ 56.70</i>
<i>Play Pass</i>	<i>\$ 20.61</i>

Golf revenues for the Mountain Course, across all rate categories, continues to fall below cost-recovery targets.

Facility Fee Allocation to Golf Fund (320):

Based on the pricing guidelines included in Board Practice 6.2, Picture Pass Holders are afforded discounted golf rates as a result of the facility fee assessed on parcel owners, historically set to cover the cost of capital and debt.

For FY2022/23, the capital (depreciation) and debt supporting the Championship Golf Course is preliminarily estimated at \$808,839 (or roughly \$99 per parcel), while the capital (depreciation) and debt supporting the Mountain Golf Course is preliminarily estimated at \$200,402 (or roughly \$24 per parcel).

V. ALTERNATIVES

- Maintain golf course rates at the current rates
- Request Staff seek more information
- Adopt alternative rate(s)

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

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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.

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

EXHIBIT A

Play Passes			
	<u>2022</u>	<u>2021</u>	<u>Percentage change 2022</u>
Both Courses			
Unlimited All you Can Play - Individual	\$3,260.00	\$ 2,965.00	10%
Unlimited All you Can Play - Couples	\$5,258.00	\$ 4,780.00	10%
Unlimited Junior	\$ 300.00	\$ 275.00	9%
Unlimited College	\$ 475.00	\$ 440.00	8%
Championship Course Only			
10 Play	\$ 831.00	\$ 792.00	5%
20 Play	\$1,500.00	\$ 1,430.00	5%
Limited All You Can Play - Individual	\$2,596.00	\$ 2,360.00	10%
Limited All You Can Play - Couple	\$4,060.00	\$ 3,691.00	10%
All You Can Play PM	\$1,270.00	\$ 1,210.00	5%
Mountain Course Only			
10 Play	\$ 405.00	\$ 385.00	5%
Unlimited All You Can Play - Individual	\$ 865.00	\$ 787.00	10%
Unlimited All You Can Play - Couples	\$1,331.00	\$ 1,210.00	10%
All You Can Play - PM	\$ 600.00	\$ 545.00	10%
10 Play Nine Holes (new)	\$ 270.00	\$ -	
Unlimited Junior	\$ 180.00	\$ 165.00	9%

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

EXHIBIT B

Championship Course Rates					2021 Rates									
2022					2021 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 13)										Percentage change 2022 vs 2021				
Monday-Thursday					Monday-Thursday									
Resident	\$ 69.00	\$ 43.00	\$ 32.00	\$ 24.00	Resident	\$ 65.00	\$ 40.00	\$ 30.00	\$ 23.00	6%	8%	7%	4%	
Guest	\$ 104.00	\$ 75.00	\$ 48.00	\$ 36.00	Guest	\$ 90.00	\$ 65.00	\$ 45.00	\$ 38.00	16%	15%	7%	-5%	
Non-Resident	\$ 135.00	\$ 85.00	\$ 63.00	\$ 47.00	Non-Resident	\$ 130.00	\$ 80.00	\$ 60.00	\$ 45.00	4%	6%	5%	4%	
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)									
Resident	\$ 80.00	\$ 54.00	\$ 37.00	\$ 27.00	Resident	\$ 75.00	\$ 50.00	\$ 35.00	\$ 25.00	7%	8%	6%	8%	
Guest	\$ 122.00	\$ 90.00	\$ 53.00	\$ 47.00	Guest	\$ 100.00	\$ 75.00	\$ 50.00	\$ 40.00	22%	20%	6%	18%	
Non-Resident	\$ 157.00	\$ 100.00	\$ 69.00	\$ 53.00	Non-Resident	\$ 150.00	\$ 95.00	\$ 65.00	\$ 50.00	5%	5%	6%	6%	
High Season (June 14 - September 26)														
Monday-Thursday					Monday-Thursday									
Resident	\$ 96.00	\$ 70.00	\$ 48.00	\$ 32.00	Resident	\$ 90.00	\$ 65.00	\$ 45.00	\$ 30.00	7%	8%	7%	7%	
Guest	\$ 154.00	\$ 110.00	\$ 75.00	\$ 48.00	Guest	\$ 115.00	\$ 90.00	\$ 75.00	\$ 45.00	34%	22%	0%	7%	
Non-Resident	\$ 209.00	\$ 147.00	\$ 99.00	\$ 63.00	Non-Resident	\$ 199.00	\$ 140.00	\$ 95.00	\$ 60.00	5%	5%	4%	5%	
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)									
Resident	\$ 101.00	\$ 80.00	\$ 59.00	\$ 40.00	Resident	\$ 95.00	\$ 75.00	\$ 55.00	\$ 37.00	6%	7%	7%	8%	
Guest	\$ 168.00	\$ 120.00	\$ 86.00	\$ 60.00	Guest	\$ 120.00	\$ 100.00	\$ 80.00	\$ 52.00	40%	20%	8%	15%	
Non-Resident	\$ 229.00	\$ 158.00	\$ 110.00	\$ 49.00	Non-Resident	\$ 220.00	\$ 150.00	\$ 105.00	\$ 75.00	4%	5%	5%	-35%	
Shoulder Season (September 27-Closing)														
Monday-Thursday					Monday-Thursday									
Resident	\$ 69.00	\$ 48.00	\$ 27.00	\$ 24.00	Resident	\$ 65.00	\$ 45.00	\$ 25.00	\$ 23.00	6%	7%	8%	4%	
Guest	\$ 112.00	\$ 78.00	\$ 46.00	\$ 36.00	Guest	\$ 90.00	\$ 70.00	\$ 40.00	\$ 38.00	24%	11%	15%	-5%	
Non-Resident	\$ 152.00	\$ 105.00	\$ 63.00	\$ 47.00	Non-Resident	\$ 145.00	\$ 100.00	\$ 60.00	\$ 45.00	5%	5%	5%	4%	
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)									
Resident	\$ 80.00	\$ 59.00	\$ 32.00	\$ 27.00	Resident	\$ 75.00	\$ 55.00	\$ 30.00	\$ 25.00	7%	7%	7%	8%	
Guest	\$ 128.00	\$ 94.00	\$ 51.00	\$ 41.00	Guest	\$ 100.00	\$ 80.00	\$ 45.00	\$ 40.00	28%	18%	13%	3%	
Non-Resident	\$ 173.00	\$ 126.00	\$ 68.00	\$ 53.00	Non-Resident	\$ 165.00	\$ 120.00	\$ 65.00	\$ 50.00	5%	5%	5%	6%	

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

EXHIBIT C

Mountain Course Rates					2021 Rates							
2022					2021 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 13)					Shoulder Season (Open-June 13)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 39.00	\$ 35.00	\$ 22.00		Resident	\$ 36.00	\$ 33.00	\$ 21.00		8%	6%	5%
Guest	\$ 47.00	\$ 39.00	\$ 33.00		Guest	\$ 46.00	\$ 37.00	\$ 23.00		2%	5%	43%
Non-Resident	\$ 54.00	\$ 43.00	\$ 43.00		Non-Resident	\$ 50.00	\$ 40.00	\$ 40.00		8%	8%	8%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 44.00	\$ 40.00	\$ 26.00		Resident	\$ 41.00	\$ 37.00	\$ 24.00		7%	8%	8%
Guest	\$ 53.00	\$ 49.00	\$ 37.00		Guest	\$ 53.00	\$ 46.00	\$ 26.00		0%	7%	42%
Non-Resident	\$ 59.00	\$ 59.00	\$ 48.00		Non-Resident	\$ 55.00	\$ 55.00	\$ 45.00		7%	7%	7%
High Season (June 14 - September 12)					High Season (June 14 - September 12)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 47.00	\$ 47.00	\$ 28.00		Resident	\$ 44.00	\$ 44.00	\$ 26.00		7%	7%	8%
Guest	\$ 61.00	\$ 58.00	\$ 38.00		Guest	\$ 59.00	\$ 52.00	\$ 29.00		3%	12%	31%
Non-Resident	\$ 75.00	\$ 69.00	\$ 48.00		Non-Resident	\$ 70.00	\$ 65.00	\$ 45.00		7%	6%	7%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 51.00	\$ 51.00	\$ 31.00		Resident	\$ 48.00	\$ 48.00	\$ 29.00		6%	6%	7%
Guest	\$ 66.00	\$ 63.00	\$ 43.00		Guest	\$ 64.00	\$ 58.00	\$ 32.00		3%	9%	34%
Non-Resident	\$ 80.00	\$ 75.00	\$ 54.00		Non-Resident	\$ 75.00	\$ 70.00	\$ 50.00		7%	7%	8%
Shoulder Season (September 13-Closing)					Shoulder Season (September 13-Closing)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 39.00	\$ 35.00	\$ 22.00		Resident	\$ 36.00	\$ 33.00	\$ 21.00		8%	6%	5%
Guest	\$ 47.00	\$ 39.00	\$ 33.00		Guest	\$ 49.00	\$ 40.00	\$ 23.00		-4%	-3%	43%
Non-Resident	\$ 59.00	\$ 54.00	\$ 43.00		Non-Resident	\$ 55.00	\$ 50.00	\$ 40.00		7%	8%	8%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 44.00	\$ 40.00	\$ 26.00		Resident	\$ 41.00	\$ 37.00	\$ 24.00		7%	8%	8%
Guest	\$ 53.00	\$ 49.00	\$ 37.00		Guest	\$ 55.00	\$ 45.00	\$ 26.00		-4%	9%	42%
Non-Resident	\$ 64.00	\$ 59.00	\$ 48.00		Non-Resident	\$ 60.00	\$ 55.00	\$ 45.00		7%	7%	7%
Nine Hole Rates (Mountain Course)												
Shoulder Season (Open-June 13)					Shoulder Season (Open-June 13)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 26.00	\$ 21.00	\$ 14.00		Resident	\$ 24.00	\$ 20.00	\$ 13.00		8%	5%	8%
Guest	\$ 31.00	\$ 26.00	\$ 18.00		Guest	\$ 31.00	\$ 26.00	\$ 15.00		0%	0%	20%
Non-Resident	\$ 36.00	\$ 31.00	\$ 22.00		Non-Resident	\$ 34.00	\$ 29.00	\$ 21.00		6%	7%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 28.00	\$ 26.00	\$ 17.00		Resident	\$ 26.00	\$ 24.00	\$ 16.00		8%	8%	6%
Guest	\$ 34.00	\$ 31.00	\$ 23.00		Guest	\$ 34.00	\$ 30.00	\$ 18.00		0%	3%	28%
Non-Resident	\$ 40.00	\$ 36.00	\$ 29.00		Non-Resident	\$ 37.00	\$ 34.00	\$ 27.00		8%	6%	7%
High Season (June 14 - September 12)					High Season (June 14 - September 12)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 32.00	\$ 27.00	\$ 17.00		Resident	\$ 30.00	\$ 25.00	\$ 16.00		7%	8%	6%
Guest	\$ 39.00	\$ 34.00	\$ 23.00		Guest	\$ 39.00	\$ 32.00	\$ 19.00		0%	6%	21%
Non-Resident	\$ 45.00	\$ 40.00	\$ 28.00		Non-Resident	\$ 42.00	\$ 37.00	\$ 26.00		7%	8%	8%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 35.00	\$ 32.00	\$ 20.00		Resident	\$ 33.00	\$ 30.00	\$ 19.00		6%	7%	5%
Guest	\$ 42.00	\$ 39.00	\$ 27.00		Guest	\$ 42.00	\$ 38.00	\$ 21.00		0%	3%	29%
Non-Resident	\$ 49.00	\$ 45.00	\$ 34.00		Non-Resident	\$ 46.00	\$ 42.00	\$ 32.00		7%	7%	6%
Shoulder Season (September 13-Closing)					Shoulder Season (September 13-Closing)							
Monday-Thursday					Monday-Thursday							
Resident	\$ 26.00	\$ 21.00	\$ 14.00		Resident	\$ 24.00	\$ 20.00	\$ 13.00		8%	5%	8%
Guest	\$ 32.00	\$ 27.00	\$ 17.00		Guest	\$ 30.00	\$ 26.00	\$ 15.00		7%	4%	13%
Non-Resident	\$ 36.00	\$ 31.00	\$ 22.00		Non-Resident	\$ 34.00	\$ 29.00	\$ 21.00		6%	7%	5%
Friday-Sunday (Holidays)					Friday-Sunday (Holidays)							
Resident	\$ 28.00	\$ 26.00	\$ 17.00		Resident	\$ 26.00	\$ 24.00	\$ 16.00		8%	8%	6%
Guest	\$ 34.00	\$ 31.00	\$ 23.00		Guest	\$ 33.00	\$ 30.00	\$ 18.00		3%	3%	28%
Non-Resident	\$ 40.00	\$ 34.00	\$ 29.00		Non-Resident	\$ 37.00	\$ 34.00	\$ 27.00		8%	0%	7%

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

EXHIBIT D

Hyatt Rates		2022 Rates				2021 Rates								
Championship Course														
Time of Day	Open-2pm	2pm-4pm	After 4pm	After 5:30pm	Time of Day	Open-2pm	2pm-4pm	After 4pm	After 5:30pm					
Shoulder Season (Open-June 13)														
Monday-Thursdays	\$ 110.00	\$ 78.00	\$ 56.00	\$ 44.00	Monday-Thursdays	\$ 105.00	\$ 74.00	\$ 53.00	\$ 42.00	5%	5%	6%	5%	
Friday-Sunday (Holidays)	\$ 144.00	\$ 88.00	\$ 66.00	\$ 50.00	Friday-Sunday (Holidays)	\$ 137.00	\$ 84.00	\$ 63.00	\$ 48.00	5%	5%	5%	4%	
High Season - (June 14-September 26)														
Monday-Thursdays	\$ 184.00	\$ 127.00	\$ 88.00	\$ 63.00	Monday-Thursdays	\$ 175.00	\$ 121.00	\$ 84.00	\$ 60.00	5%	5%	5%	5%	
Friday-Sunday (Holidays)	\$ 195.00	\$ 150.00	\$ 99.00	\$ 79.00	Friday-Sunday (Holidays)	\$ 186.00	\$ 143.00	\$ 94.00	\$ 75.00	5%	5%	5%	5%	
Shoulder Season - (September 27 - Closing)														
Monday-Thursdays	\$ 138.00	\$ 100.00	\$ 56.00	\$ 47.00	Monday-Thursdays	\$ 131.00	\$ 95.00	\$ 53.00	\$ 45.00	5%	5%	6%	4%	
Friday-Sunday (Holidays)	\$ 162.00	\$ 118.00	\$ 61.00	\$ 47.00	Friday-Sunday (Holidays)	\$ 154.00	\$ 112.00	\$ 58.00	\$ 45.00	5%	5%	5%	4%	
Mountain Course 18 Holes														
Shoulder Season (Open-June 13)														
				N/A										
Monday-Thursdays	\$ 49.00	\$ 39.00	\$ 34.00		Monday-Thursdays	\$ 47.00	\$ 37.00	\$ 32.00		4%	5%	6%		
Friday-Sunday (Holidays)	\$ 56.00	\$ 49.00	\$ 44.00		Friday-Sunday (Holidays)	\$ 53.00	\$ 47.00	\$ 42.00		6%	4%	5%		
High Season - (June 14-September 12)														
Monday-Thursdays	\$ 69.00	\$ 64.00	\$ 46.00		Monday-Thursdays	\$ 66.00	\$ 61.00	\$ 44.00		5%	5%	5%		
Friday-Sunday (Holidays)	\$ 76.00	\$ 69.00	\$ 53.00		Friday-Sunday (Holidays)	\$ 72.00	\$ 66.00	\$ 50.00		6%	5%	6%		
Shoulder Season - (September 13 - Closing)														
Monday-Thursdays	\$ 53.00	\$ 44.00	\$ 39.00		Monday-Thursdays	\$ 50.00	\$ 42.00	\$ 37.00		6%	5%	5%		
Friday-Sunday (Holidays)	\$ 61.00	\$ 49.00	\$ 44.00		Friday-Sunday (Holidays)	\$ 58.00	\$ 47.00	\$ 42.00		5%	4%	5%		
Mountain Course 9 Holes														
Shoulder Season (Open-June 13)														
Monday-Thursdays	\$ 33.00	\$ 27.00	\$ 20.00		Monday-Thursdays	\$ 31.00	\$ 26.00	\$ 19.00		6%	4%	5%		
Friday-Sunday (Holidays)	\$ 38.00	\$ 33.00	\$ 24.00		Friday-Sunday (Holidays)	\$ 36.00	\$ 31.00	\$ 23.00		6%	6%	4%		
High Season - (June 14-September 12)														
Monday-Thursdays	\$ 43.00	\$ 35.00	\$ 23.00		Monday-Thursdays	\$ 41.00	\$ 33.00	\$ 22.00		5%	6%	5%		
Friday-Sunday (Holidays)	\$ 46.00	\$ 41.00	\$ 32.00		Friday-Sunday (Holidays)	\$ 44.00	\$ 39.00	\$ 30.00		5%	5%	7%		
Shoulder Season - (September 13 - Closing)														
Monday-Thursdays	\$ 33.00	\$ 28.00	\$ 20.00		Monday-Thursdays	\$ 31.00	\$ 27.00	\$ 19.00		6%	4%	5%		
Friday-Sunday (Holidays)	\$ 36.00	\$ 33.00	\$ 24.00		Friday-Sunday (Holidays)	\$ 34.00	\$ 31.00	\$ 23.00		6%	6%	4%		

Review, discuss and possibly approve Golf Play Pass and Daily Green Fees schedules for the 2022 golf season

EXHIBIT E

<u>2022</u>				<u>2021</u>		
Range Fees	Small	Medium	Large	Small	Medium	Large
Resident	\$ 5.00	\$ 10.00	\$ 15.00	\$ 5.00	\$ 10.00	\$ 15.00
Non-Resident	\$ 7.00	\$ 12.00	\$ 17.00	\$ 7.00	\$ 12.00	\$ 17.00
Championship Course						
	<u>2022</u>		<u>2021</u>			
Golf Club Rentals	\$ 85.00		\$ 85.00			
Rider Fees (per person)	\$ 35.00		\$ 35.00			
Mountain Course						
	<u>2022</u>		<u>2021</u>			
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		
					<u>2022</u>	<u>2021</u>
				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%						