

Item G.6.
Proposed Revisions by Trustee David Noble
[deletions] / additions / (comments)

For the 2024/2025 season the rates are recommended as follows:

Championship Course:

1. 10 Play Pass - \$900

(This pass was \$890 in 2023.)

2. 20 Play Pass - \$1700

(This pass was \$1,680 in 2023.)

3. Seasonal Pass [~~of 50~~] - \$3,600 includes both courses [~~, \$300 driving range pass, and bag storage~~]

(This pass was \$3,260 in 2022 and \$3,552 in 2023 with restrictions (after 12pm weekend high season). In 2022, the average number of rounds played by seasonal pass holders was 40 rounds--some will play more and some will play less. Limiting the number of rounds for IVGID's most avid golfers does not support increased course utilization and the corresponding increase in revenues for the driving range, food and beverage, and additional rounds played by guests these golfers bring to play with them.)

4. **Couples Seasonal Pass - \$6,000 includes both courses**

(This pass was \$5,258 in 2022. The rate represents a 33% discount of the individual season pass rate for the second person, which is more reasonable than the 50+% discount in 2022. Based on legal counsel's comments during the special golf advisory committee meeting on 5/3/24 (Livestream 50:30-51:40), the definition of "couples" needs to be crafted carefully to avoid discriminatory application.)

- [4]5. Seasonal PM Pass (**after 12pm**) - [~~\$2800~~] **\$2,600 includes both courses**

(This pass was \$2,158 in 2023 with 12pm shoulder seasons and 2pm high season starts. If the pass is aligned with the 2pm price drop for daily rates, it should be lowered to \$2,000. This pass was \$1,270 in 2022. By including the MT course, it increases utilization of the MT course and opens spots at the CH course.)

- [5]6. College [~~Play~~] **Seasonal** Pass includes both courses - \$500

(This pass was \$499 in 2023, limited to the CH course. Play should be encouraged at the MT course where there is more availability. With the standby-only and walking-only restrictions these golfers are not taking any spots from paying customers.)

- [6]7. Junior [~~Play~~] **Seasonal** Pass includes both courses – age [~~17~~] **18 & under** - \$345

(This pass was \$315 in 2023, limited to the CH course. Play should be encouraged at the MT course where there is more availability. The age should be increased to 18 because a lot of high school seniors are excluded from the lower age cutoff. With the standby and walking only restrictions, these golfers are not taking any spots from paying customers)

Mountain Course:

1. 10 Play Pass - \$430

(This pass was \$414 in 2023.)

2. 20 Play Pass - \$815

(This pass was \$780 in 2023.)

3. Seasonal Pass - \$1,800

(This pass was \$865 in 2022 and \$1,637 in 2023, the latter with restrictions (after 12pm weekend high season).)

4. **Couples Seasonal Pass - \$3,000**

(The rate represents a 33% discount from the individual season pass rate for the second person. Based on legal counsel's comments during the special golf advisory committee meeting on 5/3/24 (Livestream 50:30-51:40), the definition of "couples" needs to be crafted carefully to avoid discriminatory application.)

[4]5. 10 Play **Pass** - Nine Hole - \$300

(This pass was \$283 in 2023.)

[5]6. 20 Play **Pass** - Nine Hole - \$560

(This pass was \$532 in 2023.)

[6]7. Seasonal **Pass** - Nine Hole [**Pass**] - \$1,200

(This pass was \$1118 in 2023.)

8. **College Seasonal Pass - \$300**

(There was no MT-only college pass in 2023. There should be an MT-only option for those still learning to play. It's more affordable and encourages more play at the MT course. With the standby-only and walking-only restrictions these golfers are not taking any spots from paying customers.)

9. **Junior Seasonal Pass – age 18 & under - \$200**

(This pass was \$200 in 2023. There should be an MT-only option for those still learning to play. It's more affordable and encourages more play at the MT course. The age cutoff should be 18, because a lot of high school seniors are excluded from the lower age cutoff of 17. With the standby-only and walking-only restrictions these golfers are not taking any spots from paying customers.)

ALL OF THESE REVISIONS ARE MEANT TO INCREASE UTILIZATION OF BOTH COURSES AND INCREASE OVERALL REVENUES FOR GOLF, INCLUDING GUARANTEED REVENUES FROM THESE OFFERINGS.