## <u>M E M O R A N D U M</u>

**TO:** Board of Trustees

**THROUGH:** Robert Harrison, District General Manager

- **FROM:** Rob Bruce, PGA , Senior Head Golf Professional
- **SUBJECT:** Review and Discuss Historical Financial results of District-Owned Golf Courses (Mountain, and Championship) and possibly Approve the Recommended Rates, Rate Structure and Course Operations for the 2025 Golf Season; Discussion, and Possible Action. (Requesting Staff Member: Senior Head Golf Professional Rob Bruce)

**DATE:** March 19, 2025

### I. <u>RECOMMENDATION</u>

That the Board of Trustees make a motion to Approve the Rates, Rate Structure and Course Operations for the Mountain, and Championship Golf Courses as recommended for the 2025 Golf Season

### II. <u>BACKGROUND</u>

Attached are the fee rates for both golf courses. The fees were generated using the historical method of developing these fees and are competitive in the marketplace.

## III. <u>ALTERNATIVES</u>

That the Board of Trustees provide feedback on the recommended fees and provide direction for staff to revise the recommended rates and return to the Board for reconsideration.

## **ATTACHMENTS**

. Historical and Proposed Golf Rate Recommendation for 2025 Season

## MEMORANDUM

| TO:      | Board of Trustees   |
|----------|---|
| THROUGH: | General Manager   |
| FROM:    | Rob Bruce<br>Senior Head Golf Professional  |
| SUBJECT: | Review and Discuss Historical Financial results of the<br>District -Owned Golf Courses (Mountain, and<br>Championship) and Possibly Approve the<br>Recommended Rates, Rate Structure and Course<br>Operations for the 2025 Golf Season. |
| DATE:    | March 19, 2025  |

## I. <u>RECOMMENDATION</u>

That the Board of Trustees make a motion to approve the Rates, Rate Structure and Couse Operations for the Mountain and Championship Courses as recommended for the 2025 Golf Season.

### II. <u>BACKGROUND</u>

Daily green fee is the highest revenue impact at the golf course of Incline Village. Therefore, determining the proper rate is critical. Since 2020 the daily green fee rate for a Resident of Incline Village has increased by 27%. The daily green fee for Non-Resident of Incline Village has increased 16%. The golf staff feels we have currently reached a plateau for green fee rates. The staff recommendation is to have little to no change for the 2025 daily green fee rates. The golf staff feels raising daily green fees rates at this time will negatively impact utilization of the golf courses at Incline Village.

Staff recommendation of Daily Green Fees Rates:

- 2025 daily green fee rates stay the same as 2024 daily green fee rates other than the 9-hole rate after 5:30pm
- > Proposed rate for the 5:30pm 9-hole rate.

In 2024 5:30pm 9-hole rate was \$45 for Resident, Guest, and Non-Resident.

Propose 5:30pm 9-hole rate to be a consistent variance between Resident, Guest, and Non-Resident as other daily green fees. See Rate sheet

Staff Recommendation of Play Pass Options:

> 2025 Play pass Options CHAMPIONSHIP course

- o 10 Play Pass
- o 20 Play Pass
- o 30 Play Pass
- Mid-Week Pass Good Monday Thursday anytime
- Mid-Week Pass Couples Good Monday Thursday anytime
- Season Pass Ch/Mt Good all week anytime both courses include free bag storage and \$200 range ball card
- Season Pass Couples Ch/Mt Good all week anytime both courses include free bag storage and \$200 range ball card
- PM Season Pass Shoulder season good after 12pm High season good after 2pm all week
- PM 10 Play Pass
- o PM 20 Play Pass
- College Pass must have valid college school identification
- Jr Pass 17 years of age or younger
- 2025 Play Pass Options MOUNTAIN course
  - o 10 Play Pass
  - o 20 Play Pass
  - Mid-Week Pass– Good Monday Thursday anytime
  - Season Pass Good all week anytime
  - 10 Play Pass 9 holes
  - o 20 Play Pass 9 holes
  - Season Pass 9 holes

## Staff Recommendation of Play Pass Rates

- > 2025 Play Pass Rates CHAMPIONSHIP course
  - o 10 Play Pass \$900
  - o 20 Play Pass \$1,700
  - o 30 Play Pass \$2,460
  - Mid-Week Pass \$3,000
  - Mid-Week Pass Couples \$5,760
  - Season Pass Ch/Mt \$3,600
  - Season Pass Couples Ch/Mt \$6,300
  - PM Season Pass \$2,800

- PM 10 Play Pass \$750
- o PM 20 Play Pass \$1,400
- College Pass \$500
- o Jr Pass \$350
- > 2025 Play Pass Rates MOUNTAIN course
  - 10 Play Pass \$430
  - o 20 Play Pass \$815
  - o Mid-Week Pass \$1,500
  - Season Pass \$1,800
  - 10 Play Pass 9 holes \$300
  - 20 Play Pass 9 holes \$560
  - Season Pass 9 holes \$1,200

This agenda items seeks Board approval to finalize 2025 golf season rates for all Golf fees.

## IV. FINANCIAL IMPACT AND BUDGET

Over the past couple seasons Play Pass options were limited. The change in the options caused a loss in play pass revenue and loss of course utilization. The proposed Golf Play Pass options and rates and Daily rates for the 2025 golf season as recommended in this report are expected to increase revenues by offering play pass options that will entice residents to return to the golf courses at Incline Village.

## I. <u>ALTERNATIVES</u>

1. Decline the recommended fees and provide direction to staff related to reconsideration.

## II. <u>ATTACHMENTS</u>

**A.** Historical and Proposed Rate Recommendation for 2025 Golf Season

| SHEET 1                | P  | <u>ک</u> | RATES          |           |                |               |     |           |
|------------------------|----|----------|----------------|-----------|----------------|---------------|-----|-----------|
| 2025 Pass Rates        |    |          |                |           |                |               | e   | estimated |
| Champ                  |    |          |                | # of Rnds | \$ off HS rate | % off HS rate |     | #         |
| 10 Play                | \$ | 900.00   | ه عال          | 10        | \$ 30.00       | 25%           |     | 140       |
| 20 Play                | \$ | 00.00    | \$ 7 0         |           | \$ 35.00       | 30%           |     | 65        |
| 30 Play                |    | 16.00    | \$ 82.00       | -31       | \$ 78.00       | 32%           |     | 5         |
| Mid Week Pass          | \$ | 25       | \$ 75.00       | 35        | \$ 45.         | 37%           |     | 20        |
| Mid Week Pass Cpls     | \$ | 5,11 0   | 73.00          | 70        |                | 40%           |     | 20        |
| Season Pass CH/MT      | \$ | 3,375.00 | \$ 75          | 45        | \$ 4.0         | 7%            |     | 40        |
| Season Pass Cpls CH/MT | \$ | 6,300.00 | 0.             |           | \$ 50.00       | 42°           |     | 40        |
| PM Season Pass         | \$ | 2,790.00 | \$ 62          |           | <b>23.00</b>   | 27            |     | 10        |
| PM 10 play             | \$ | 750      | <b>ۇ</b> 75.00 | 10        | 10.00          | 12%           |     | 5         |
| PM 20 play             | \$ | 1,4 .0   | 0.00           | 20        | 2.0            | 18%           |     |           |
| College pass           | \$ | 500.0    |                |           |                |               |     | 6         |
| Ir Pass                | \$ | 350.00   |                |           |                |               |     | 10        |
|                        |    |          |                |           |                |               |     | 362       |
| Mountain               |    |          |                |           |                |               |     | 50        |
| 10 Play                | \$ | 450.00   | \$ 45.00       | 10        |                | 25%           |     |           |
| 20 play                | \$ | 840.00   | \$ 42.00       | 20        | \$ 18.0        | 30%           |     | 10        |
| Mid Week Pass          | \$ | 1,400.00 | \$ 40.00       | 35        | \$ 20.00       | ~~~           |     |           |
| Season Pass            | \$ | 1,710.00 | \$ 38.00       | 45        | \$ 22.00       | 4/0           | 12  | 20        |
| 10 Play 9 holes        | \$ | 300.00   | \$ 30.00       | 10        | \$ 10.00       | 25%           | 18  |           |
| 20 play 9 holes        | \$ | 560.00   | \$ 28.00       | 20        | \$ 12.00       | 30%           | 1   |           |
| Season Pass 9 holes    | \$ | 1,170.00 | \$ 26.00       | 45        | \$ 14.00       | 35%           | 211 |           |
|                        |    |          |                |           |                |               |     |           |

| SHEET 1                | PL | AY PASS  | F           | RATES    |           |      |             |               |   |           |                  |             |         |
|------------------------|----|----------|-------------|----------|-----------|------|-------------|---------------|---|-----------|------------------|-------------|---------|
| 2025 Pass Rates        |    |          |             |          |           |      |             |               |   | estimated | 2025 sales       |             |         |
| Champ                  |    |          | <b>\$</b> p | er round | # of Rnds | \$ o | off HS rate | % off HS rate | _ | #         |                  |             |         |
| 10 Play                | \$ | 900.00   | \$          | 90.00    | 10        | \$   | 30.00       | 25%           | _ | 140       | \$<br>126,000.00 |             |         |
| 20 Play                | \$ | 1,700.00 | \$          | 85.00    | 20        | \$   | 35.00       | 30%           | _ | 65        | \$<br>110,500.00 |             |         |
| 30 Play                | \$ | 2,460.00 | \$          | 82.00    | 30        | \$   | 38.00       | 32%           | _ | 5         | \$<br>12,300.00  |             |         |
| Mid Week Pass          | \$ | 2,625.00 | \$          | 75.00    | 35        | \$   | 45.00       | 37%           | _ | 20        | \$<br>52,500.00  |             |         |
| Mid Week Pass Cpls     | \$ | 5,110.00 | \$          | 73.00    | 70        | \$   | 47.00       | 40%           | _ | 20        | \$<br>102,200.00 |             |         |
| Season Pass CH/MT      | \$ | 3,600.00 | \$          | 72.00    | 50        | \$   | 48.00       | 40%           |   | 40        | \$<br>144,000.00 |             |         |
| Season Pass Cpls CH/MT | \$ | 6,300.00 | \$          | 70.00    | 90        | \$   | 50.00       | 42%           |   | 40        | \$<br>252,000.00 |             |         |
| PM Season Pass         | \$ | 2,790.00 | \$          | 62.00    | 45        | \$   | 23.00       | 27%           |   | 10        | \$<br>27,900.00  |             |         |
| PM 10 play             | \$ | 750.00   | \$          | 75.00    | 10        | \$   | 10.00       | 12%           |   | 5         | \$<br>3,750.00   |             |         |
| PM 20 play             | \$ | 1,400.00 | \$          | 70.00    | 20        | \$   | 15.00       | 18%           |   | 2         | \$<br>2,800.00   |             |         |
| College pass           | \$ | 500.00   |             |          |           |      |             |               |   | 5         | \$<br>2,500.00   |             |         |
| Jr Pass                | \$ | 350.00   |             |          |           |      |             |               |   | 10        | \$<br>3,500.00   |             |         |
|                        |    |          |             |          |           |      |             |               |   | 362       |                  | \$<br>839,  | ,950.00 |
| Mountain               |    |          |             |          |           |      |             |               |   | 50        | \$<br>22,500.00  |             |         |
| 10 Play                | \$ | 450.00   | \$          | 45.00    | 10        | \$   | 15.00       | 25%           |   | 2         | \$<br>1,680.00   |             |         |
| 20 play                | \$ | 840.00   | \$          | 42.00    | 20        | \$   | 18.00       | 30%           |   | 10        | \$<br>14,000.00  |             |         |
| Mid Week Pass          | \$ | 1,400.00 | \$          | 40.00    | 35        | \$   | 20.00       | 32%           |   | 10        | \$<br>17,100.00  |             |         |
| Season Pass            | \$ | 1,710.00 | \$          | 38.00    | 45        | \$   | 22.00       | 37%           |   | 120       | \$<br>36,000.00  |             |         |
| 10 Play 9 holes        | \$ | 300.00   | \$          | 30.00    | 10        | \$   | 10.00       | 25%           |   | 18        | \$<br>10,080.00  |             |         |
| 20 play 9 holes        | \$ | 560.00   | \$          | 28.00    | 20        | \$   | 12.00       | 30%           |   | 1         | \$<br>1,170.00   |             |         |
| Season Pass 9 holes    | \$ | 1,170.00 | \$          | 26.00    | 45        | \$   | 14.00       | 35%           |   | 211       | \$<br>942,480.00 | \$<br>102,  | ,530.00 |
|                        |    |          |             |          |           |      |             |               |   |           |                  | \$<br>942,4 | 480.00  |

## #2 Play Matrix 5 Year History

|  | SHEET 2   | PLAY MATRIX  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
|--|---|--|--|---|--|---|---|---|----------------------------|---|---|--|--|---|--|--|---|--|--|--|--|-------------------|
| Image: Probability         Marge:   |   |  |  |   |  |   |   |   |                            |   |   | Mountain   |  |   |  |  |   |  |  |  |  |                   |
| Perma         Perma <th< td=""><td></td><td></td><td>May</td><td>lune</td><td>luly</td><td>August</td><td>Sentember</td><td>October</td><td></td><td>total</td><td></td><td></td><td></td><td>May</td><td>lune</td><td>luly</td><td>August</td><td>Sentember</td><td>October</td><td>total</td><td></td><td></td></th<>  |   |  | May  | lune  | luly   | August  | Sentember   | October   |                            | total   |   |  |  | May   | lune   | luly   | August  | Sentember  | October  | total  |  |                   |
| Image: sector   |   | Picture Pass Holder  |  |   |  |   |   |   |                            |   | 36%   | 20   | Picture Pass Holder  |   |  |  |   |  |  |  | 50%  |                   |
| Non-fielder  |   |  |  |   |  |   |   |   |                            |   |   | 75%  |  |   |  |  |   |  |  |  | 16%  | 66%               |
| One-         Obs         Obs </td <td></td> <td>Guests of Resident</td> <td>151</td> <td>381</td> <td>593</td> <td>592</td> <td>457</td> <td>223</td> <td></td> <td>2,397</td> <td>11%</td> <td></td> <td>Guests of Resident</td> <td>80</td> <td>331</td> <td>547</td> <td>497</td> <td>413</td> <td>94</td> <td>1,962</td> <td>11%</td> <td></td>  |   | Guests of Resident   | 151  | 381   | 593  | 592   | 457   | 223   |                            | 2,397   | 11%   |  | Guests of Resident   | 80  | 331  | 547  | 497   | 413  | 94   | 1,962  | 11%  |                   |
| But         But <td></td> <td>Non- Resident</td> <td>79</td> <td>355</td> <td>730</td> <td>627</td> <td>629</td> <td>330</td> <td></td> <td>2,750</td> <td>12%</td> <td></td> <td>Non- Resident</td> <td></td> <td>521</td> <td>903</td> <td>884</td> <td>929</td> <td>315</td> <td>3,624</td> <td>20%</td> <td></td>  |   | Non- Resident  | 79   | 355   | 730  | 627   | 629   | 330   |                            | 2,750   | 12%   |  | Non- Resident  |   | 521  | 903  | 884   | 929  | 315  | 3,624  | 20%  |                   |
| Diamine         Diamine <t< td=""><td></td><td>Other</td><td>65</td><td>125</td><td>151</td><td>131</td><td>162</td><td>89</td><td></td><td>468</td><td>2%</td><td></td><td>Other</td><td>23</td><td>116</td><td>112</td><td>85</td><td>219</td><td>12</td><td>567</td><td>3%</td><td></td></t<>   |   | Other  | 65   | 125   | 151  | 131   | 162   | 89  |                            | 468   | 2%  |  | Other  | 23  | 116  | 112  | 85  | 219  | 12   | 567  | 3%   |                   |
| Order         1         1.5.8.8.8.7  |   | total  | 1627   | 4,074   | 5,468  | 5,269   | 4,287   | 2,328   |                            | 22,798  |   |  | Total  | 701   | 3,390  | 4,587  | 4,204   | 4,124  | 1,316  | 18,322   | 100%   | 41,120 total rnds |
| Order         1         1.5.8.8.8.7  | Deee Celes  | ¢ CE0 447 11   |  |   |  |   |   | Dace Salac  |                            |   |   | Daga Salaa   | ¢ 52.102.55  |   |  |  |   |  | Dace Salac   |  |  |                   |
| Paced         Pace         Pace        Pace        Pace   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Originary         Originary <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>01111 663</td><td></td><td></td><td></td><td>Ginnees</td><td>φ 733,341.33</td><td></td><td></td><td></td><td></td><td></td><td>Unifiees</td><td></td><td></td><td></td></t<>  |   |  |  |   |  |   |   | 01111 663   |                            |   |   | Ginnees  | φ 733,341.33   |   |  |  |   |  | Unifiees   |  |  |                   |
| 1          | Tiscut  | φ 2,000,007.47   |  | 1 1   |  |   | I I   |   |                            | 1   | 1   |  |  |   |  |  |   | 1 1  |  | I  |  |                   |
| Perture base Holder         Ses         1.58 <td>Champ</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>1</td> <td></td> <td></td> <td>Mountain</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>   </td> <td></td> <td></td> <td></td> <td></td>   | Champ   |  |  |   |  |   |   |   | 1                          |   |   | Mountain   |  |   |  |  |   |  |  |  |  |                   |
| Twy Pack         51         2.00         1.04         5.00         7.00        7.00         7.00 <th< td=""><td>21</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>21</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>   | 21  |  |  |   |  |   |   |   |                            |   |   | 21   |  |   |  |  |   |  |  |  |  |                   |
| Guies of Reader         33         43         53         53         74         53         74         53         74         53         74  |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Nov. Function         315         03         0.0         0.0         0.0         0.0         0.00        0.00         0.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>69%</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>64%</td></t<>   |   |  |  |   |  |   |   |   |                            |   |   | 69%  |  |   |  |  |   |  |  |  |  | 64%               |
| Other         Other         No         Other         No         Other         No         No        No         No        No     <   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| bit         bit<         bit<         bit         bit </td <td></td>   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Spacial         Spacial <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>20.252 total meda</td></t<>   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  | 20.252 total meda |
| Omesa     1     LAR2.720     I   |   | เบเสเ  | 1/93   | 5,256   | 5,560  | 3,974   | 3,642   | 1,617   | <u> </u>                   | 21,842  | 100%  |  | iotal  | 867   | 4,344  | 4,846  | 3,242   | 2,585  | 627  | 16511  | 100%   | 38,333 total mas  |
| Field         5         1.94.09.200         1.00        1.00        1.00        <  | Pass Sales  | \$ 344,196.55  |  |   |  |   |   | Pass Sales  | \$                         |   |   | Pass Sales   | \$ 26,569.33   |   |  |  |   |  |  |  |  |                   |
| Chamo         Control         Control         Control         Control         Nume         August         Septemble         Control         Co   | Grn Fees  | \$ 1,436,277.50  |  |   |  |   |   | Grn Fees  | \$                         | 1,395,185.50  |   | Grn Fees   | \$ 506,635.30  |   |  |  |   |  | Grn Fees   | \$ 509,210.15  |  |                   |
| Part         Part <th< td=""><td>Fiscal</td><td>\$ 1,942,912.80</td><td></td><td></td><td></td><td></td><td></td><td>Season</td><td>\$</td><td>1,904,395.65</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>   | Fiscal  | \$ 1,942,912.80  |  |   |  |   |   | Season  | \$                         | 1,904,395.65  |   |  |  |   |  |  |   |  |  |  |  |                   |
| Part         Part <th< td=""><td>Champ</td><td>1</td><td></td><td>,<br/> </td><td>- · · ·</td><td></td><td></td><td></td><td>1</td><td> i</td><td>1</td><td>Mountain</td><td>1</td><td></td><td>1</td><td></td><td></td><td>1 1</td><td></td><td></td><td>1</td><td></td></th<>  | Champ   | 1  |  | ,<br>   | - · · ·  |   |   |   | 1                          | i   | 1   | Mountain   | 1  |   | 1  |  |   | 1 1  |  |  | 1  |                   |
| Protue Pass Moder         755         1,79         1,79         1,79         1,78         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         334         677         1,38         33         634         677         1,38         34         677         1,38         35         335  |   |  | Mav  | lune  | luly   |   | Sentember   | October   | +                          | total   |   |  | +  | May   | lune   | luly   |   | Sentember  | October  | total  |  |                   |
| Pay Pass       003       1.622       1.627       1.63       0.00       654       0.00   | 22  | Picture Pass Holder  |  |   |  |   |   |   | 1                          |   | 29%   | 22   | Picture Pass Holder  |   |  |  |   |  |  |  | 40%  |                   |
| Cursts of Resident         338         399         64.6         51.7         333         180         21.9         Concentration         Concentr   |   |  |  |   |  |   |   |   |                            |   |   | 65%  |  |   |  |  |   |  |  |  |  | 62%               |
| Non-Resident         545         1.065         1.068         1.003         1.266         1.256         1.266         1.256   |   |  |  |   |  |   |   |   |                            |   |   | 3070   |  |   |  |  |   |  |  |  |  | 52.70             |
| Other         Other         Other         12         51         98         08         66         1.7         2023         4.56         5.43         4.56         5.43         4.56         5.43         4.56         5.43         4.56         5.43         4.56 <td><u> </u></td> <td></td>   | <u> </u>  |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| India         2201         4.616         5.433         4.809         3.884         3.784         100%         2029         7.44         16830         100%         38824         India           Pars Sate         \$         0.60,07.28         0         0         0         983         38.88         1         0         983         38.88         3.800         3.80  |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Sales         S <td></td> <td>39824 total rnds</td>  |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  | 39824 total rnds  |
| Gn Fescal         S         1.657, 284.10         C  |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Fiscal       §       2,237,115.00       Image: Second Se   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Chang         May         June         July         August         September         October         total         23         Picture Pass Holder         May         June         July         August         September         October         Total         23         Picture Pass Holder         May         June         July         August         September         October         Total         23         Picture Pass Holder         May         June         July         August         September         October         Total         23         Picture Pass Holder         0         1,23         4,28         6,51         4,28         1,56         <  |   |  |  |   |  |   |   |   |                            |   |   | Grn Fees   | \$ 579,161.80  |   |  |  |   |  | Grn Fees   | \$ 615,944.05  |  |                   |
| 123         June   | Fiscal  | \$ 2,237,115.90  |  |   |  |   | -   | Season  | \$                         | 2,273,175.05  |   |  |  |   |  |  |   |  |  |  |  |                   |
| 123         June   |   |  |  |   |  |   |   |   |                            |   |   |  |  |   |  |  |   |  |  |  |  |                   |
| Picture Pass Holder         451         1528         1,906         2,710         1,204         724         7,533         33%         Picture Pass Holder         0         1,235         2,055         1,70         963         428         6651         4439         0         75           Guests of Resident         75         331         688         711         437         143         2286         6166         Play Pass         0         303         715         737         739         215         2369         116         646         75         331         668         756         726         733         1,61         109         430         266         10.00         720         1,333         1,61         109         430         266         100   |   | 1  |  |   | 1  |   | 1   |   | 1                          | I   |   | Maximatic  | 1  |   | 1  |  |   | 1 1  |  |  |  |                   |
| Play Pass         176         1.76         1.637         1.72         955         11         6.211         6.213         6.213         7.37         3.38         7.15         7.34         6.39         7.145         7.34  |   |  | May  | lune  | luby   | August  | Contombor   | Ostahar   |                            | total   |   |  |  | May   | luna   | huby   | August  | Contombor  | Ostabar  | total  |  |                   |
| Guests of Resident         75         331         698         711         437         143         2395         11%         Guests of Resident         0         261         609         530         214         56         1670         11%         Comparison           Non-Resident         92         962         1,45         1,256         414         4962         22%         Non-Resident         0         720         1,33         8.8         45         619         44%         736         <  |   | Picture Pass Holder  |  |   |  |   |   |   | -                          |   | 33%   |  | Picture Pass Holder  |   |  |  |   |  |  |  | 43%  |                   |
| Non-Resident         92         962         1,125         <  |   |  | 451  | 1,528   | 1,906  | 1,710   | 1,204   | 734   |                            | 7,533   |   | 23   |  | 0   | 1,235  | 2,055  | 1,870   | 963  | 428  | 6551   |  | 5204              |
| Other         46         323         344         324         316         101         1454         66%         Other         0         105         208         173         88         45         1619         4%         101         111          101         111         1144         66%         0         0ther         0%         55%         72%         61%         55%         15219         100%         37,854         101          101         101         102         0         0         0         0%         55%         75%         72%         61%         55%         55%         100%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         37,854         101%         101%         37,854         101%         101%         101%         101%         101%   |   | Play Pass  | 451<br>176   | 1,528<br>1,387  | 1,906<br>1,637   | 1,710<br>1,725  | 1,204<br>955  | 734<br>411  |                            | 7,533<br>6291   | 28%   | 23   | Play Pass  | 0<br>0  | 1,235<br>303   | 2,055<br>715   | 1,870<br>737  | 963<br>379   | 428<br>215   | 6551<br>2349   | 15%  | 58%               |
| Utilization       75%       73%       86%       81%       73%       64%       22,635       100%       intermed in the second in  |   | Play Pass<br>Guests of Resident  | 451<br>176<br>75   | 1,528<br>1,387<br>331   | 1,906<br>1,637<br>698  | 1,710<br>1,725<br>711   | 1,204<br>955<br>437   | 734<br>411<br>143   |                            | 7,533<br>6291<br>2395   | 28%<br>11%  | 23   | Play Pass<br>Guests of Resident  | 0<br>0<br>0   | 1,235<br>303<br>261  | 2,055<br>715<br>609  | 1,870<br>737<br>530   | 963<br>379<br>214  | 428<br>215<br>56   | 6551<br>2349<br>1670   | 15%<br>11%   | 58%               |
| Pass Sales         \$ 332,890.21         Pass Sales         \$ 332,890.21         Pass Sales         \$ 363,227.33         Pass Sales         \$ 663,352.06         Pass Sales         \$ 47,905.75         Pass Sales         \$ 47,905.75           Pass Sales         \$ 30,075,954.45         Total usage         75%         Season         \$ 2,668,513.89         Gm Fees         \$ 772,283.67         Pass Sales         \$ 672,922.05         Pass Sales         Pass Sales         \$ 672,922.05         Pass Sales         Pass Sales         Pass Sales         Pass Sales         \$ 672,922.05         Pass Sales         Pass Sales   |   | Play Pass<br>Guests of Resident<br>Non- Resident   | 451<br>176<br>75<br>92   | 1,528<br>1,387<br>331<br>962  | 1,906<br>1,637<br>698<br>1,145   | 1,710<br>1,725<br>711<br>1,093  | 1,204<br>955<br>437<br>1,256  | 734<br>411<br>143<br>414  |                            | 7,533<br>6291<br>2395<br>4962   | 28%<br>11%<br>22%   | 23   | Play Pass<br>Guests of Resident<br>Non- Resident   | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720   | 2,055<br>715<br>609<br>1,336   | 1,870<br>737<br>530<br>1,161  | 963<br>379<br>214<br>614   | 428<br>215<br>56<br>199  | 6551<br>2349<br>1670<br>4030   | 15%<br>11%<br>26%  | 58%               |
| Gm Fees       \$ 2,303,670.78       (model)  |   | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other  | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323   | 1,906<br>1,637<br>698<br>1,145<br>344  | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316   | 734<br>411<br>143<br>414<br>101   |                            | 7,533<br>6291<br>2395<br>4962<br>1454   | 28%<br>11%<br>22%<br>6%   | 23   | Play Pass<br>Guests of Resident<br>Non- Resident   | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105  | 2,055<br>715<br>609<br>1,336<br>208  | 1,870<br>737<br>530<br>1,161<br>173   | 963<br>379<br>214<br>614<br>88   | 428<br>215<br>56<br>199<br>45  | 6551<br>2349<br>1670<br>4030<br>619  | 15%<br>11%<br>26%<br>4%  |                   |
| Gm Fees       \$ 2,303,670.78       (model)  |   | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other  | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323   | 1,906<br>1,637<br>698<br>1,145<br>344  | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316   | 734<br>411<br>143<br>414<br>101   |                            | 7,533<br>6291<br>2395<br>4962<br>1454   | 28%<br>11%<br>22%<br>6%   | 23   | Play Pass<br>Guests of Resident<br>Non- Resident   | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105  | 2,055<br>715<br>609<br>1,336<br>208  | 1,870<br>737<br>530<br>1,161<br>173   | 963<br>379<br>214<br>614<br>88   | 428<br>215<br>56<br>199<br>45  | 6551<br>2349<br>1670<br>4030<br>619  | 15%<br>11%<br>26%<br>4%  |                   |
| Champ         Image         Image <th< td=""><td>23</td><td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>Utilization</td><td>451<br/>176<br/>75<br/>92<br/>46</td><td>1,528<br/>1,387<br/>331<br/>962<br/>323</td><td>1,906<br/>1,637<br/>698<br/>1,145<br/>344</td><td>1,710<br/>1,725<br/>711<br/>1,093<br/>324</td><td>1,204<br/>955<br/>437<br/>1,256<br/>316<br/>73%</td><td>734<br/>411<br/>143<br/>414<br/>101<br/>64%</td><td></td><td>7,533<br/>6291<br/>2395<br/>4962<br/>1454<br/><b>22,635</b></td><td>28%<br/>11%<br/>22%<br/>6%</td><td>61%</td><td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other</td><td>0<br/>0<br/>0<br/>0</td><td>1,235<br/>303<br/>261<br/>720<br/>105</td><td>2,055<br/>715<br/>609<br/>1,336<br/>208</td><td>1,870<br/>737<br/>530<br/>1,161<br/>173</td><td>963<br/>379<br/>214<br/>614<br/>88<br/>61%</td><td>428<br/>215<br/>56<br/>199<br/>45<br/>52%</td><td>6551<br/>2349<br/>1670<br/>4030<br/>619<br/>15219</td><td>15%<br/>11%<br/>26%<br/>4%</td><td></td></th<>   | 23  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization   | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323   | 1,906<br>1,637<br>698<br>1,145<br>344  | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%  |                            | 7,533<br>6291<br>2395<br>4962<br>1454<br><b>22,635</b>  | 28%<br>11%<br>22%<br>6%   | 61%  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other  | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105  | 2,055<br>715<br>609<br>1,336<br>208  | 1,870<br>737<br>530<br>1,161<br>173   | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%   | 6551<br>2349<br>1670<br>4030<br>619<br>15219   | 15%<br>11%<br>26%<br>4%  |                   |
| 24       May       June       July       August       September       October       total       24       May       June       July       August       September       October       total       (1,02)       September       October       (1,02)   | 23<br>Pass Sales  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78   | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323   | 1,906<br>1,637<br>698<br>1,145<br>344  | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84   | 28%<br>11%<br>22%<br>6%   | 23<br>61%<br>Pass Sales  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06  | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105  | 2,055<br>715<br>609<br>1,336<br>208  | 1,870<br>737<br>530<br>1,161<br>173   | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75   | 15%<br>11%<br>26%<br>4%  |                   |
| 24       May       June       July       August       September       October       total       24       May       June       July       August       September       October       total       (1,02)       September       October       September <td>23<br/>Pass Sales<br/>Grn Fees</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>Utilization<br/>\$ 332,890.21<br/>\$ 2,303,670.78</td> <td>451<br/>176<br/>75<br/>92<br/>46</td> <td>1,528<br/>1,387<br/>331<br/>962<br/>323<br/>73%</td> <td>1,906<br/>1,637<br/>698<br/>1,145<br/>344<br/>86%</td> <td>1,710<br/>1,725<br/>711<br/>1,093<br/>324</td> <td>1,204<br/>955<br/>437<br/>1,256<br/>316<br/>73%</td> <td>734<br/>411<br/>143<br/>414<br/>101<br/>64%<br/>Pass Sales<br/>Grn Fees</td> <td>\$</td> <td>7,533<br/>6291<br/>2395<br/>4962<br/>1454<br/>22,635<br/>363,227.33<br/>1,995,591.84</td> <td>28%<br/>11%<br/>22%<br/>6%</td> <td>23<br/>61%<br/>Pass Sales</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>\$ 58,352.06</td> <td>0<br/>0<br/>0<br/>0</td> <td>1,235<br/>303<br/>261<br/>720<br/>105<br/>56%</td> <td>2,055<br/>715<br/>609<br/>1,336<br/>208<br/>75%</td> <td>1,870<br/>737<br/>530<br/>1,161<br/>173<br/>72%</td> <td>963<br/>379<br/>214<br/>614<br/>88<br/>61%</td> <td>428<br/>215<br/>56<br/>199<br/>45<br/>52%<br/>Pass Sales</td> <td>6551<br/>2349<br/>1670<br/>4030<br/>619<br/>15219<br/>\$ 47,905.75</td> <td>15%<br/>11%<br/>26%<br/>4%</td> <td></td>   | 23<br>Pass Sales<br>Grn Fees  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78   | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323<br>73%  | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%   | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84   | 28%<br>11%<br>22%<br>6%   | 23<br>61%<br>Pass Sales  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06  | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%   | 1,870<br>737<br>530<br>1,161<br>173<br>72%  | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75   | 15%<br>11%<br>26%<br>4%  |                   |
| 24       May       June       July       August       September       October       total       24       May       June       July       August       September       October       total       (1,02)       September       October       September <td>23<br/>Pass Sales<br/>Grn Fees</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>Utilization<br/>\$ 332,890.21<br/>\$ 2,303,670.78</td> <td>451<br/>176<br/>75<br/>92<br/>46</td> <td>1,528<br/>1,387<br/>331<br/>962<br/>323<br/>73%</td> <td>1,906<br/>1,637<br/>698<br/>1,145<br/>344<br/>86%</td> <td>1,710<br/>1,725<br/>711<br/>1,093<br/>324</td> <td>1,204<br/>955<br/>437<br/>1,256<br/>316<br/>73%</td> <td>734<br/>411<br/>143<br/>414<br/>101<br/>64%<br/>Pass Sales<br/>Grn Fees</td> <td>\$</td> <td>7,533<br/>6291<br/>2395<br/>4962<br/>1454<br/>22,635<br/>363,227.33<br/>1,995,591.84</td> <td>28%<br/>11%<br/>22%<br/>6%</td> <td>23<br/>61%<br/>Pass Sales</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>\$ 58,352.06</td> <td>0<br/>0<br/>0<br/>0</td> <td>1,235<br/>303<br/>261<br/>720<br/>105<br/>56%</td> <td>2,055<br/>715<br/>609<br/>1,336<br/>208<br/>75%</td> <td>1,870<br/>737<br/>530<br/>1,161<br/>173<br/>72%</td> <td>963<br/>379<br/>214<br/>614<br/>88<br/>61%</td> <td>428<br/>215<br/>56<br/>199<br/>45<br/>52%<br/>Pass Sales</td> <td>6551<br/>2349<br/>1670<br/>4030<br/>619<br/>15219<br/>\$ 47,905.75</td> <td>15%<br/>11%<br/>26%<br/>4%</td> <td></td>   | 23<br>Pass Sales<br>Grn Fees  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78   | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323<br>73%  | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%   | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84   | 28%<br>11%<br>22%<br>6%   | 23<br>61%<br>Pass Sales  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06  | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%   | 1,870<br>737<br>530<br>1,161<br>173<br>72%  | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75   | 15%<br>11%<br>26%<br>4%  |                   |
| Picture Pass Holder       1,323       1,500       1,671       1,596       1,008       810       8,108       31%       Picture Pass Holder       373       1,712       1,821       1,777       1,255       505       7443       41%       O         Play Pass       395       1,320       1,609       1,767       1,085       433       6719       26%       57%       Play Pass       61       760       718       606       331       147       263       15%       56%       7643       41%       56% </td <td>23<br/>Pass Sales<br/>Gm Fees<br/>Fiscal</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>Utilization<br/>\$ 332,890.21<br/>\$ 2,303,670.78</td> <td>451<br/>176<br/>75<br/>92<br/>46</td> <td>1,528<br/>1,387<br/>331<br/>962<br/>323<br/>73%</td> <td>1,906<br/>1,637<br/>698<br/>1,145<br/>344<br/>86%</td> <td>1,710<br/>1,725<br/>711<br/>1,093<br/>324</td> <td>1,204<br/>955<br/>437<br/>1,256<br/>316<br/>73%</td> <td>734<br/>411<br/>143<br/>414<br/>101<br/>64%<br/>Pass Sales<br/>Grn Fees</td> <td>\$</td> <td>7,533<br/>6291<br/>2395<br/>4962<br/>1454<br/>22,635<br/>363,227.33<br/>1,995,591.84</td> <td>28%<br/>11%<br/>22%<br/>6%</td> <td>23<br/>61%<br/>Pass Sales<br/>Grn Fees</td> <td>Play Pass<br/>Guests of Resident<br/>Non- Resident<br/>Other<br/>\$ 58,352.06</td> <td>0<br/>0<br/>0<br/>0</td> <td>1,235<br/>303<br/>261<br/>720<br/>105<br/>56%</td> <td>2,055<br/>715<br/>609<br/>1,336<br/>208<br/>75%</td> <td>1,870<br/>737<br/>530<br/>1,161<br/>173<br/>72%</td> <td>963<br/>379<br/>214<br/>614<br/>88<br/>61%</td> <td>428<br/>215<br/>56<br/>199<br/>45<br/>52%<br/>Pass Sales<br/>Grn Fees</td> <td>6551<br/>2349<br/>1670<br/>4030<br/>619<br/>15219<br/>\$ 47,905.75</td> <td>15%<br/>11%<br/>26%<br/>4%</td> <td></td>  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal   | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78   | 451<br>176<br>75<br>92<br>46   | 1,528<br>1,387<br>331<br>962<br>323<br>73%  | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%   | 1,710<br>1,725<br>711<br>1,093<br>324   | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84   | 28%<br>11%<br>22%<br>6%   | 23<br>61%<br>Pass Sales<br>Grn Fees                              | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06  | 0<br>0<br>0<br>0  | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%   | 1,870<br>737<br>530<br>1,161<br>173<br>72%  | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75   | 15%<br>11%<br>26%<br>4%  |                   |
| Play Pass       395       1,320       1,669       1,767       1,085       483       6719       26%       57%       Play Pass       61       760       718       606       331       147       2633       15%       56%         Guests of Resident       184       382       802       732       369       155       2654       10%       Guests of Resident       58       611       571       351       69       2030       11%            666       331       147       2633       15%       56%        Outer       18       611       571       351       69       2030       11%             57%       76%       82       284       574       30%                         31       19%       265       28%       0ther       28       119       90       109       613       542       2%       4409       100%       100%       100%       100%       100%       100%       100%  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78   | 451<br>176<br>75<br>92<br>46<br>75%  | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage   | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%  | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%  | 1,204<br>955<br>437<br>1,256<br>316<br>73%  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227,33<br>1,995,591.84<br>2,668,513.89   | 28%<br>11%<br>22%<br>6%   | 23<br>61%<br>Pass Sales<br>Grn Fees<br>Mountain                  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06  | 0   | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%   | 963<br>379<br>214<br>614<br>88<br>61%  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%  | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05  | 15%<br>11%<br>26%<br>4%  |                   |
| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45  | 451<br>176<br>75<br>92<br>46<br>75%  | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage   | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%  | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%  | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September   | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season  | \$<br>\$<br>\$             | 7,533<br>6291<br>2395<br>4962<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total  | 28%<br>11%<br>22%<br>6%<br>100%   | 23<br>61%<br>Pass Sales<br>Grn Fees<br>Mountain                  | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67   | 0<br>0<br>0<br>0%   | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%   | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05  | 15%<br>11%<br>26%<br>4%<br>100%  |                   |
| Non-Resident         513         874         1,571         1,452         612         612         6550         25%         Non-Resident         155         941         1,672         1,537         882         284         5471         30%         6           0ther         304         806         249         172         331         196         2057         8%         0ther         28         19         90         109         61         35         442         2%         1         100         100         100         61         35         442         2%         100         100         100         61         35         440         2%         100         100         100         610         350         440         2%         100   | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder  | 451<br>176<br>75<br>92<br>46<br>75%<br>  | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage   | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%  | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596                                 | 1,204<br>955<br>316<br>73%<br>September<br>1,008  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108   | 28%<br>11%<br>6%<br>100%<br>100%  | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder   | 0<br>0<br>0<br>0<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%  | 1,235<br>303<br>261<br>720<br>105<br>56%   | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>August<br>1,777                                      | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505  | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443   | 15%<br>11%<br>26%<br>4%<br>100%  | 37,854 total mds  |
| Other       304       805       249       172       331       196       2057       8%       Other       28       119       90       109       61       35       442       2%       100         Utilization       576       76%       82%       81%       77%       66%       77%       66%       73%       66%       73%       66%       57%       45%       1800       100%       44,097       totamas         1       - <t< td=""><td>23<br/>Pass Sales<br/>Gm Fees<br/>Fiscal<br/>Champ</td><td>Play Pass<br/>Guests of Resident<br/>Non-Resident<br/>Utilization<br/>\$ 332,890.21<br/>\$ 2,303,670.78<br/>\$ 3,075,954.45<br/>Picture Pass Holder<br/>Play Pass</td><td>451<br/>176<br/>75<br/>92<br/>46<br/>75%<br/>May<br/>1,323<br/>395</td><td>1,528<br/>1,387<br/>331<br/>962<br/>323<br/>73%<br/>Total usage</td><td>1,906<br/>1,637<br/>698<br/>1,145<br/>344<br/>86%<br/>75%<br/>75%</td><td>1,710<br/>1,725<br/>711<br/>1,093<br/>324<br/>81%</td><td>1,204<br/>955<br/>437<br/>1,256<br/>316<br/>73%<br/></td><td>734<br/>411<br/>143<br/>414<br/>101<br/>64%<br/>Pass Sales<br/>Grn Fees<br/>Season<br/>October<br/>810<br/>483</td><td>\$</td><td>7,533<br/>6291<br/>2395<br/>4962<br/>1454<br/>22,635<br/>363,227,33<br/>1,995,591.84<br/>2,668,513.89<br/>total<br/>8,108<br/>6719</td><td>28%<br/>11%<br/>22%<br/>6%<br/>100%<br/>100%<br/>31%<br/>26%</td><td>23 61% Pass Sales Grn Fees Mountain 24</td><td>Play Pass<br/>Guests of Resident<br/>Non-Resident<br/>Other<br/>\$ 58,352.06<br/>\$ 772,283.67<br/>Picture Pass Holder<br/>Play Pass</td><td>0<br/>0<br/>0<br/>0<br/>0%<br/>0%<br/>4<br/>0%<br/>4<br/>0%<br/>4<br/>0%<br/>4<br/>0%<br/>5<br/>73<br/>373<br/>61</td><td>1,235<br/>303<br/>261<br/>720<br/>105<br/>56%<br/></td><td>2,055<br/>715<br/>609<br/>1,336<br/>208<br/>75%<br/>Total usag<br/>July<br/>1,821<br/>718</td><td>1,870<br/>737<br/>530<br/>1,161<br/>173<br/>72%<br/>63%<br/>August<br/>1,777<br/>606</td><td>963<br/>379<br/>214<br/>614<br/>88<br/>61%<br/></td><td>428<br/>215<br/>56<br/>199<br/>45<br/>52%<br/>Pass Sales<br/>Grn Fees<br/>63%<br/>October<br/>505<br/>507</td><td>6551<br/>2349<br/>1670<br/>4030<br/>619<br/>15219<br/>\$ 47,905.75<br/>\$ 672,922.05<br/>total<br/>7443<br/>2623</td><td>15%<br/>11%<br/>26%<br/>100%<br/>100%</td><td>37,854 total mds</td></t<> | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass  | 451<br>176<br>75<br>92<br>46<br>75%<br>May<br>1,323<br>395   | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage   | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%   | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%  | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483   | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227,33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719   | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%                     | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass  | 0<br>0<br>0<br>0<br>0%<br>0%<br>4<br>0%<br>4<br>0%<br>4<br>0%<br>4<br>0%<br>5<br>73<br>373<br>61                          | 1,235<br>303<br>261<br>720<br>105<br>56%<br>                                       | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718                       | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>August<br>1,777<br>606                               | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>507   | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623   | 15%<br>11%<br>26%<br>100%<br>100%  | 37,854 total mds  |
| Utilization       57%       76%       82%       81%       74%       63%       26,088       100%       6       53%       64%       73%       68%       57%       45%       18009       100%       44,097       total inds         A   | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident  | 451<br>176<br>75<br>92<br>46<br>75%<br>75%<br>May<br>1,323<br>395<br>184                           | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage   | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%   | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732                 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September<br>1,008<br>1,085<br>369                        | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>185  | \$                         | 7,533<br>6291<br>2395<br>4962<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654   | 28%<br>11%<br>22%<br>6%<br>100%<br>100%                                   | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident   | 0<br>0<br>0<br>0<br>0%<br>0%<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4<br>4                             | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330            | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611         | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>August<br>1,777<br>606<br>571                        | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>1477<br>69                                  | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905,75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030   | 15%<br>11%<br>26%<br>4%<br>100%<br>  | 37,854 total mds  |
| Pass Sales         \$ 682,181.33         C         C         Pass Sales         \$ 509,745.25         Pass Sales         \$ 73,472.85         C         C         Pass Sales         \$ 77,472.85         C         Pass Sales         \$ 75,1003.63         C         C         Pass Sales         \$ 964,377.42         C         C         Pass Sales   | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident  | 451<br>176<br>75<br>92<br>46<br>75%<br>1,323<br>395<br>184<br>4513                                 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage<br>June<br>1,500<br>1,320<br>382<br>874                           | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>1,069<br>802<br>1,571                                      | 1,710<br>1,725<br>7,711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>7322<br>1,458     | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September<br>1,008<br>1,085<br>369<br>1,522               | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>1855<br>612  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2655                                 | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%       | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident                            | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>0<br>%<br>0<br>%<br>0<br>%<br>0<br>%<br>0<br>%<br>0<br>%                          | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330<br>941     | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611<br>1,672       | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>August<br>1,777<br>606<br>571<br>1,537               | 963<br>379<br>214<br>614<br>88<br>61%<br>501%<br>501<br>501<br>501<br>501<br>501<br>501<br>331<br>351<br>882 | 428<br>215<br>566<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284                           | 6551<br>2349<br>1670<br>4030<br>619<br><b>15219</b><br>\$ <b>47,905.75</b><br>\$ <b>672,922.05</b><br>total<br>7443<br>2623<br>2030<br>5471                      | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>4%<br>100%<br>41%<br>15%<br>11%<br>30%        | 37,854 total mds  |
| Gm Fees \$ 1,614,187.16 Gm Fees \$ 2,355,048.19 Gm Fees \$ 751,003.63 Gm Fees \$ 751,003.63 Gm Fees \$ 964,377.42 Gm Fe  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident<br>Other                                 | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage<br>June<br>1,500<br>1,320<br>382<br>874<br>805                    | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>2,49                     | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September<br>1,008<br>1,085<br>369<br>1,522<br>331        | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>185<br>612<br>196  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227,33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057                 | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident                            | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330<br>941     | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611<br>1,672<br>90 | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>4ugust<br>1,777<br>606<br>571<br>1,537<br>109 | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>566<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35                     | 6551<br>2349<br>1670<br>4030<br>619<br><b>15219</b><br><b>\$ 47,905.75</b><br><b>\$ 672,922.05</b><br><b>672,922.05</b><br>total<br>7443<br>2623<br>2030<br>5471 | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
| Gm Fees \$ 1,614,187.16 Gm Fees \$ 2,355,048.19 Gm Fees \$ 751,003.63 Gm Fees \$ 751,003.63 Gm Fees \$ 964,377.42 Gm Fe  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ                                | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident<br>Other                                 | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage<br>June<br>1,500<br>1,320<br>382<br>874<br>805                    | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>2,49                     | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September<br>1,008<br>1,085<br>369<br>1,522<br>331        | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>185<br>612<br>196  | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227,33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057                 | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24                           | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident                            | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330<br>941     | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611<br>1,672<br>90 | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>4ugust<br>1,777<br>606<br>571<br>1,537<br>109 | 963<br>379<br>214<br>614<br>88<br>61%<br>  | 428<br>215<br>566<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35                     | 6551<br>2349<br>1670<br>4030<br>619<br><b>15219</b><br><b>\$ 47,905.75</b><br><b>\$ 672,922.05</b><br><b>672,922.05</b><br>total<br>7443<br>2623<br>2030<br>5471 | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
|  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24                          | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>Utilization         | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage<br>June<br>1,500<br>1,320<br>382<br>874<br>805                    | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>2,49                     | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>September<br>1,008<br>1,085<br>369<br>1,522<br>331<br>74% | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>185<br>612<br>196<br>63%                                       | \$                         | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227,33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088       | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Gm Fees Mountain 24 57%                        | Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident<br>Other                   | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330<br>941     | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611<br>1,672<br>90 | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>4ugust<br>1,777<br>606<br>571<br>1,537<br>109 | 963<br>379<br>214<br>614<br>88<br>61%<br>September<br>1,255<br>331<br>351<br>882<br>61<br>57%                | 428<br>215<br>566<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%              | 6551<br>2349<br>1670<br>4030<br>619<br><b>\$ 47,905.75</b><br><b>\$ 672,922.05</b><br><b>672,922.05</b><br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009 | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
| 1100       2,00,100,10       100       100       100,100,10       100,10  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24<br>Pass Sales            | Play Pass<br>Guests of Resident<br>Non-Resident<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non-Resident<br>Other<br>Utilization<br>\$ 682,181.33 | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>Total usage<br>June<br>1,500<br>1,320<br>382<br>874<br>805                    | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>2,49                     | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>October<br>810<br>483<br>185<br>612<br>1966<br>63%<br>Pass Sales                        | \$<br>\$<br>\$<br>\$<br>4  | 7,533<br>6291<br>2395<br>4962<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088<br>509,745.25 | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24 57% Pass Sales Pass Sales | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 73,472.85 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>June<br>1,712<br>760<br>330<br>941     | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag<br>July<br>1,821<br>718<br>611<br>1,672<br>90 | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>4ugust<br>1,777<br>606<br>571<br>1,537<br>109 | 963<br>379<br>214<br>614<br>88<br>61%<br>59<br>59<br>59<br>59<br>59<br>50<br>57%<br>57%                      | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%<br>Pass Sales | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009<br>\$ 97,144.75           | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
|  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24<br>Pass Sales<br>Gm Fees | Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 682,181.33<br>\$ 1,614,187.16     | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>73%<br>73%<br>73%<br>73%<br>73%<br>1,500<br>1,320<br>382<br>874<br>805<br>76% | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>249<br>82% | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>0ctober<br>810<br>483<br>185<br>612<br>196<br>63%<br>Pass Sales<br>Grn Fees<br>Grn Fees | \$<br>\$<br>\$<br>\$<br>\$ | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088       | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24 57% Pass Sales Pass Sales | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 73,472.85 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>56%<br>760<br>330<br>941<br>119<br>64% | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>63%<br>63%<br>571<br>1,537<br>109<br>68%      | 963<br>379<br>214<br>614<br>88<br>61%<br>59<br>59<br>59<br>59<br>59<br>50<br>57%<br>57%                      | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%<br>Pass Sales | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009<br>\$ 97,144.75           | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
|  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24<br>Pass Sales<br>Gm Fees | Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 682,181.33<br>\$ 1,614,187.16     | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>73%<br>73%<br>73%<br>73%<br>73%<br>1,500<br>1,320<br>382<br>874<br>805<br>76% | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>249<br>82% | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>0ctober<br>810<br>483<br>185<br>612<br>196<br>63%<br>Pass Sales<br>Grn Fees<br>Grn Fees | \$<br>\$<br>\$<br>\$<br>\$ | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088       | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24 57% Pass Sales Pass Sales | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 73,472.85 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>56%<br>760<br>330<br>941<br>119<br>64% | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>63%<br>63%<br>571<br>1,537<br>109<br>68%      | 963<br>379<br>214<br>614<br>88<br>61%<br>59<br>59<br>59<br>59<br>59<br>50<br>57%<br>57%                      | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%<br>Pass Sales | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009<br>\$ 97,144.75           | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
|  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24<br>Pass Sales<br>Gm Fees | Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 682,181.33<br>\$ 1,614,187.16     | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>73%<br>73%<br>73%<br>73%<br>73%<br>1,500<br>1,320<br>382<br>874<br>805<br>76% | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>249<br>82% | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>0ctober<br>810<br>483<br>185<br>612<br>196<br>63%<br>Pass Sales<br>Grn Fees<br>Grn Fees | \$<br>\$<br>\$<br>\$<br>\$ | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088       | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24 57% Pass Sales Pass Sales | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 73,472.85 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>56%<br>760<br>330<br>941<br>119<br>64% | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>63%<br>63%<br>571<br>1,537<br>109<br>68%      | 963<br>379<br>214<br>614<br>88<br>61%<br>59<br>59<br>59<br>59<br>59<br>50<br>57%<br>57%                      | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%<br>Pass Sales | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009<br>\$ 97,144.75           | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |
|  | 23<br>Pass Sales<br>Gm Fees<br>Fiscal<br>Champ<br>24<br>Pass Sales<br>Gm Fees | Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 332,890.21<br>\$ 2,303,670.78<br>\$ 3,075,954.45<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Other<br>Utilization<br>\$ 682,181.33<br>\$ 1,614,187.16     | 451<br>176<br>75<br>92<br>46<br>75%<br>46<br>75%<br>46<br>75%<br>1,323<br>395<br>184<br>513<br>304 | 1,528<br>1,387<br>331<br>962<br>323<br>73%<br>73%<br>73%<br>73%<br>73%<br>73%<br>1,500<br>1,320<br>382<br>874<br>805<br>76% | 1,906<br>1,637<br>698<br>1,145<br>344<br>86%<br>75%<br>75%<br>75%<br>75%<br>1,871<br>1,669<br>802<br>1,571<br>249<br>82% | 1,710<br>1,725<br>711<br>1,093<br>324<br>81%<br>August<br>1,596<br>1,767<br>732<br>1,458<br>172 | 1,204<br>955<br>437<br>1,256<br>316<br>73%<br>  | 734<br>411<br>143<br>414<br>101<br>64%<br>Pass Sales<br>Grn Fees<br>Season<br>0ctober<br>810<br>483<br>185<br>612<br>196<br>63%<br>Pass Sales<br>Grn Fees<br>Grn Fees | \$<br>\$<br>\$<br>\$<br>\$ | 7,533<br>6291<br>2395<br>4962<br>1454<br>22,635<br>363,227.33<br>1,995,591.84<br>2,668,513.89<br>total<br>8,108<br>6719<br>2654<br>6550<br>2057<br>26,088       | 28%<br>11%<br>22%<br>6%<br>100%<br>100%<br>31%<br>26%<br>10%<br>25%<br>8% | 23 61% Pass Sales Grn Fees Mountain 24 57% Pass Sales Pass Sales | Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 58,352.06<br>\$ 772,283.67<br>Picture Pass Holder<br>Play Pass<br>Guests of Resident<br>Non- Resident<br>Other<br>\$ 73,472.85 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>%<br>4<br>0<br>0<br>0<br>0 | 1,235<br>303<br>261<br>720<br>105<br>56%<br>56%<br>760<br>330<br>941<br>119<br>64% | 2,055<br>715<br>609<br>1,336<br>208<br>75%<br>Total usag   | 1,870<br>737<br>530<br>1,161<br>173<br>72%<br>63%<br>63%<br>63%<br>63%<br>571<br>1,537<br>109<br>68%      | 963<br>379<br>214<br>614<br>88<br>61%<br>59<br>59<br>59<br>59<br>59<br>50<br>57%<br>57%                      | 428<br>215<br>56<br>199<br>45<br>52%<br>Pass Sales<br>Grn Fees<br>63%<br>October<br>505<br>147<br>69<br>284<br>35<br>45%<br>Pass Sales | 6551<br>2349<br>1670<br>4030<br>619<br>15219<br>\$ 47,905.75<br>\$ 672,922.05<br>total<br>7443<br>2623<br>2030<br>5471<br>442<br>18009<br>\$ 97,144.75           | 15%<br>11%<br>26%<br>4%<br>100%<br>100%<br>100%<br>10%<br>10%<br>15%<br>11%<br>30%<br>2% | 37,854 total mds  |

### SHEET 3 CHAMP DAILY RATES

## 2025 CHAMPIONSHIP COURSE -- Daily Rates PROPOSED

|                                  |                   |              | Non-Pictu     | ire Pass Ho  | older       |                |         |              | Club Rentals - \$85.00                    |
|----------------------------------|-------------------|--------------|---------------|--------------|-------------|----------------|---------|--------------|---|
|                                  |                   |              |               | TIME C       | OF DAY      |                |         |              | Rider Fee - \$35 per person               |
| <b>CHAMPION</b> <sup>®</sup> HIP | <b>Open - 2</b> ( | Prime Time)  | <b>2-4</b> (7 | Twilight)    | After 4 (Su | ıper Twilight) | Afte    | r 5:30       |   |
| COURSE 1                         | Mon-Thu           | Fri-Sun      | Mon-Thu       | Fri-Sun      | Mon-Thu     | Fri-Sun        | Mon Thu | Fri-Sun      |   |
|                                  | Mon-mu            | (& holidavs) | Mon-mu        | (& holidavs) | Mon-Inu     | (& holidavs)   | Mon-Thu | (& holidavs) | * Holiday pricing for Non-Residents ba    |
| L'and                            | \$150             | \$170        | \$115         | \$130        | \$70        | \$80           | \$45    | \$50         | Holidays: Memorial Day - Mon. May 26th    |
| J INCLINE VILLAGE                | \$235             | \$255        | \$175         | \$190        | \$115       | \$120          | \$50    | \$55         | Holidays: July 4th- Tu/We/Th July 1st-3rd |
| Sept 22nd - Closing              | \$170             | \$185        | \$125         | \$145        | \$75        | \$85           | \$50    | \$55         | Holidays: None                            |
| all rates include sl             | hared cart        |              |               |              |             |                |         |              | -   |

Sth Brd | Labor Day- Mon. Sept. 1st

|                      |                   |              | <b>Picture</b> | Pass Hold    | <u>er</u>   |               |         |              |    |
|----------------------|-------------------|--------------|----------------|--------------|-------------|---------------|---------|--------------|----|
|                      |                   |              |                | TIME C       | DF DAY      |               |         |              | 1  |
| <b>CHAMPION</b> SHIP | <b>Open - 2</b> ( | Prime Time)  | <b>2-4</b> (7  | Twilight)    | After 4 (Su | per Twilight) | Afte    | r 5:30       |    |
| <b>COURSE</b>        | Mon-Thu           | Fri-Sun      | Mon-Thu        | Fri-Sun      | Mon-Thu     | Fri-Sun       | Mon-Thu | Fri-Sun      | 1  |
|                      | Hon-mu            | (& holidays) | Pion-Ind       | (& holidays) | Pion-ma     | (& holidays)  | Pion-ma | (& holidays) |    |
| - Line               | \$75              | \$85         | \$55           | \$65         | \$40        | \$45          | \$30    | \$35         | Ho |
| JI INCLINE VILLAGE   | \$110             | \$120        | \$80           | \$85         | \$50        | \$60          | \$35    | \$40         | Ho |
| Sept 22nd - Closing  | \$85              | \$90         | \$70           | \$75         | \$40        | \$50          | \$35    | \$40         | Ho |
| all rates include si | hared cart        |              |                |              |             |               |         |              | -  |

lidays: Memorial Day - Mon. May 26th lidays: July 4th- Tu/We/Th July 1st-3rd | Labor Day- Mon. Sept. 1st lidays: None

|                     |                   | <u>G</u>                     | uest of Pic   | ture Pass H                  | <u> Holder</u> |                      |         |                      |
|---------------------|-------------------|------------------------------|---------------|------------------------------|----------------|----------------------|---------|----------------------|
| CHARLENON           |                   |                              |               | TIME C                       | OF DAY         |                      |         |                      |
| CHAMPIONSHIP        | <b>Open - 2</b> ( | Prime Time)                  | <b>2-4</b> (7 | Twilight)                    | After 4 (Su    | per Twilight)        | Afte    | r 5:30               |
| COURSE              | Mon-Thu           | Fri-Sun                      | Mon-Thu       | Fri-Sun                      | Mon-Thu        | Fri-Sun              | Mon-Thu | Fri-Sun              |
| INCLINE VILLAGE     | \$110             | (& holidavs)<br><b>\$130</b> | \$85          | (& holidavs)<br><b>\$100</b> | \$55           | (& holidavs)<br>\$65 | \$35    | (& holidavs)<br>\$40 |
|                     | \$175             | \$190                        | \$125         | \$135                        | \$85           | \$90                 | \$45    | \$50                 |
| Sept 22nd - Closing | \$125             | \$140                        | \$90          | \$100                        | \$55           | \$60                 | \$45    | \$50                 |
| all rates include s | hared cart        |                              |               |                              |                |                      |         |                      |

Holidays: Memorial Day - Mon. May 26th Holidays: July 4th- Tu/We/Th July 1st-3rd | Labor Day- Mon. Sept. 1st Holidays: None

### based on availability/demand

## #3 Championship Course Proposed Rates 2025

| File                    | Home  | In              | sert                                       | Ρ                    | age l          | Layout                                   | t         | Formula                  | as D                    | ata Re                        | view                                      | View  | Acrob                   | at                     | ₽ Te     | ll me wł       | nat you wa  | ant to do                  |                          |   |   |   |                |                                       |  |                   |                |                    |                      |                    |
|-------------------------|---|-----------------|--|----------------------|----------------|--|-----------|--------------------------|-------------------------|-------------------------------|---|---|-------------------------|------------------------|----------|----------------|-------------|----------------------------|--------------------------|---|---|---|----------------|---------------------------------------|--|-------------------|----------------|--------------------|----------------------|--------------------|
| Ð                       | PROTECTED VIE   | w               | Be ca                                      | reful-               | -em            | ail atta                                 | achme     | ents can                 | n contain               | viruses. Un                   | less y                                    | ou need to edit                                       | , it's s                | afer to s              | tay in   | Protect        | ed View.    |                            | Editing                  |   |   |   |                |                                       |  |                   |                |                    |                      |                    |
| р: .т                   | Fable   |                 | Tabl                                       | e                    | Pictu          |  | Online    |                          | s SmartA                | Art Screensh                  |   | 🎝 My Add-in:  | 5 - V                   | isio Data<br>/isualize | r<br>r   | People         | Graph       | Recommend<br>Charts        |                          | · 达 - 读                                     | M T T   | 3D Line Co<br>ap -                                    |                | Vin/ Sli<br>Loss                      | icer Timeline  | Hyperlink         |                | Header<br>& Footer | WordArt<br>•<br>Text | Signatur<br>Line * |
|                         | H<br>GID Golf Committ<br>24 Staff Becomr                          |                 | н  |                      |                | 1  | J         |                          | ĸ                       | L                             |   | 141   |                         | N                      |          | U              | Р           | ų                          |                          | н   |   | 5   |                | I                                     |  | 0                 |                |                    | - CAC                |                    |
| 3                       | 24 Julii Necoliii   | -               |  |                      |                |  |           | 2023                     | 3 Season                |                               |   |   | _                       |                        |          | 2024 9         | (S)-        | ff Projections             |                          |   |   |   |                |                                       | cenario A: Estimate  | 40                |                |                    |                      |                    |
| 4                       |   |                 |  | Т                    |                |  |           | 202.                     | Joeason                 |                               | T   |   |                         | Staff                  | Т        | 2024.3         |             | Staff                      |                          |   |   |   |                | ion constant<br>lependent             | ;;<br>;;   | o Demano          |                | Utili              |                      | V                  |
| 5                       |   |                 | Rate                                       |                      | Per F          | Round                                    | Char<br>% |                          | Sold                    | Rounds<br>Played <sup>6</sup> |   | Revenue <sup>6</sup>                                  | Rec                     | ommende<br>d Rate      | Pe       | r Round        | Change<br>% | Projected<br>Sold          |                          | <sup>p</sup> rojected<br>venue <sup>7</sup> | Notes   |   | proje<br>and p | ction of rate<br>ass change<br>impact |  | Notes             |                | E                  |                      |                    |
| 19 PM<br>20 PM<br>21 PM | CP College<br>110 Play<br>120 Play<br>130 Play<br>140 Play<br>her | \$              | 499.<br>546.<br>1,028.<br>1,446.<br>1,798. | 00 =<br>00 =<br>00 = | \$<br>\$<br>\$ | 7.68<br>54.60<br>51.40<br>48.20<br>44.95 |           | 05%                      | 5<br>35<br>15<br>2<br>3 | 304<br>273<br>52              | 3 \$<br>4 \$<br>3 \$<br>2 \$<br>9 \$<br>0 | 2,495.0<br>19,110.0<br>15,420.0<br>2,892.0<br>5,394.0 | ) nla<br>) nla<br>) nla |                        |          |                |             |                            |                          |   | Staff recommendatio<br>pass<br>PM passes eliminated<br>PM passes eliminated<br>PM passes eliminated<br>PM passes eliminated | -<br>1<br>1   |                |                                       |  |                   |                |                    |                      |                    |
| 25 Ma                   | ountain Course<br>n-resident Peak                                 | \$              | 90.  | 00 :                 | \$             | 90.00                                    | 12.5      | 50%                      |                         | 4,142                         | 2\$                                       | 659,025.5   | D \$                    | 90.00                  | \$       | 90.00          | 0.00%       | 4,142                      | \$                       | 281,448.90                                  | Reduced rates based<br>time of day (\$61-\$90)  |   | \$             | 281,448.90                            | Rates unchang<br>) unchanged.  |                   |                | \$                 |                      |                    |
| 27 Re                   | sident Peak   | \$              | 55.  | 00 :                 | \$             | 55.00                                    | 7.6       | 84%                      |                         | 6,692                         | 2   |   | \$                      | 55.00                  | \$       | 55.00          | 0.00%       | 6,692                      | \$                       | 292,105.80                                  | Reduced rates based<br>time of day (\$42-\$55)  | )   | \$             | 292,105.80                            | Rates unchang<br>) unchanged.  |                   |                | \$                 |                      |                    |
| 28 Gu                   | est Peak  | \$              | 71   | 00 :                 | 8              | 71.00                                    | 7.9       | 58%                      |                         | 1,676                         | 6   |   | \$                      | 71.00                  | \$       | 71.00          | 0.00%       | 1,676                      | \$                       | 92,012.40                                   | Reduced rates based<br>time of day (\$51-\$71)  |   | \$             | 92,012.40                             | Rates unchang<br>unchanged.  | ed, therefore,    | demand         | \$                 |                      |                    |
| 9 10                    | Play Pass   | \$              | 414  | 00 :                 | \$             | 41.40                                    | 2.2       | 22%                      |                         | 292                           | 2\$                                       | 14,076.0  | \$                      | 450.00                 | \$       | 45.00          | 8.70%       | 28                         | \$                       | 12,600.00                                   |   |   | \$             | 14,076.00                             | Decreased dem<br>) offset by elimina                                 |                   |                | s \$               |                      |                    |
| 31 30                   | Play Pass<br>Play Pass<br>Play Pass                               | \$              | 780.<br>1,096.<br>1,364.                   | 00 :                 | \$             | 39.00<br>36.53<br>34.10                  |           |                          |                         | 15                            | 3\$<br>5\$<br>5\$                         | 6,240.0<br>1,096.0<br>8,184.0                         | ) n/a                   | 850.00                 | \$       | 42.50          | 8.97%       | 10                         | \$                       | 8,500.00                                    | 30 & 40 Play passes<br>30 & 40 Play passes<br>As with CH, MC AYCF   | eliminated in 2024<br><sup>o</sup> should not see any | \$             | 8,500.00                              | Decreased dem<br>) offset by elimina                                 |                   |                | s \$               |                      |                    |
| 33 AY                   | 'CP Individual  | \$              | 1,637.                                     | 00 :                 | \$             | 25.18                                    | 89.2      | 25%                      |                         | 124                           | 4 \$                                      | 4,911.0   | *                       | 1,751.00               | \$       | 26.94          | 6.96%       | 3                          | \$                       | 5,253.00                                    | Reintroduction of Ma<br>AYCP Couples @ 1.55   | untain Course only<br>5 of Individual just as         | \$             | 5,253.00                              | ) Increase in rate   |                   |                | \$                 |                      |                    |
| 34 AY                   | CP Couples  |                 |  |                      |                |  |           |                          |                         |                               |   |   | \$                      | 2,714.00               | \$       | 41.75          |             | 5                          | \$                       | 13,570.00                                   | CH. Championship A<br>also be inclusive of M  |   | \$             | 13,570.00                             | 2022 data supp<br>oouples pass.<br>Increase in rate<br>demand (Mount | is unlikely to re | duce           | \$                 |                      |                    |
|                         | 'CP Nine Hole Pass  | \$              | 1,118.                                     | 00 :                 | \$             | 17.20                                    | 86.3      | 33%                      |                         |                               |   |   |                         | 1,185.00               | \$       | 18.23          | 5.99%       | 15                         | \$                       | 17,775.00                                   |   |   | \$             | 17,775.00                             | ) demand)<br>High increase in<br>of 30 & 40 Play I                   | rate is offset b  | oy elimination | \$                 |                      |                    |
| <u>6</u> 10 i           | Play Nine Hole  | \$              | 283  | 00 :                 | \$             | 28.30                                    | 4.        | 81%                      |                         | 765                           | 5\$                                       | 25,470.0  |                         | 308.00                 | \$       | 30.80          | 8.83%       | 80                         | \$                       | 24,640.00                                   |   |   | \$             | 29,568.00                             | ) by Niners base<br>High increase in<br>of 30 & 40 Play I            |                   |                |                    |                      |                    |
| 22                      |   |                 |  | <u> </u>             | •              | 20.00                                    |           |                          | Guest                   | t of Pic                      | ture                                      | Pass Ho   |                         | 500.00                 | <b>^</b> | 20.00          | 0.00*/      |                            | <b>^</b>                 | 1000 00                                     |   |   | 1.*            | 10 000 00                             | ан жи-та<br>Тарана (тара)  |                   |                | 1.*                |                      |                    |
| 24                      | CHAMPION  | ŚН              | р  |                      |                |  |           |                          |                         |                               |   | TIME OF D   | AY                      |                        |          |                |             |                            |                          |   |   |   |                |                                       |  |                   |                |                    |                      |                    |
| 25                      | COURSE  | a and           |  | Op                   | en             | <b>- 2</b> (#                            | Prime     | : Time)                  |                         | <b>2-4</b> (Tv                | viligh                                    | t) Af   | ter 4                   | (Supe                  | r Tw     | ilight)        | (Sup        | After 5:3<br>er Twilight S |                          |   |   |   |                |                                       |  |                   |                |                    |                      |                    |
| 26                      | Incline<br>LAKE   | e Villa<br>TAHO | ZE<br>DE                                   | Mc                   | on-T           | 'nu                                      |           | <b>i-Sun</b><br>olidays) | ) <b>M</b> o            | on-Thu                        |   | i-Sun<br>olidays) M                                   | on-T                    | hu                     |          | Sun<br>lidays) | Mon         | Thu                        | <b>ri-Sun</b><br>holiday |   |   |   |                |                                       |  |                   |                |                    |                      |                    |
|                         |   |                 |  |                      |                |  |           | 400                      |                         | 400                           |   |   | AE A                    |                        |          |                |             |                            | 610                      | <b>-</b> 1                                  |   |   |                |                                       |  |                   |                |                    |                      |                    |
| Ready                   |   |                 |  |                      |                |  |           |                          |                         |                               |   |   |                         |                        |          |                |             |                            |                          |   |   |   |                | 4                                     |  |                   |                |                    |                      |                    |
| ceady                   |   |                 |  |                      |                |  |           |                          |                         |                               |   |   |                         |                        |          |                |             |                            |                          |   |   |   |                |                                       |  |                   |                |                    |                      |                    |

### SHEET 4 MT. DAILY RATES

# 2025 Mountain Course Daily rates PROPOSE

**18 HOLES** 

9 HOLES

# Non-Picture Pass Holder

| <b>1</b>                      |                    |                                 | Time o  | of Day       |         |              | -                             |                    |               | Time          | of Day       |
|-------------------------------|--------------------|---------------------------------|---------|--------------|---------|--------------|-------------------------------|--------------------|---------------|---------------|--------------|
| Mountain Course               | <b>Open - 2</b> (P | pen - 2 (Prime Time)<br>Fri-Sun |         | lid-Day)     | Afte    | er 5pm       | Mountain Course               | <b>Open - 2</b> (/ | Prime Time)   | <b>2-5</b> (M | lid-Day)     |
|                               | Mon Thu            | Fri-Sun                         | Mon-Thu | Fri-Sun      | Mon-Thu | Fri-Sun      |                               | Mon Thu            | Fri-Sun       | Man Thu       | Fri-Sun      |
| INCLINE VILLAGE<br>LAKE TAHOE | Mon-mu             | Mon-Thu (& holidays)            |         | (& holidays) | Mon-mu  | (& holidays) | INCLINE VILLAGE<br>LAKE TAHOE | Mon-Thu            | (& holidays)  | Mon-Thu       | (& holidays) |
| Open - June 8th               | \$65               | \$70                            | \$55    | \$65         | \$45    | \$50         | Open - June 8th               | \$45               | \$50          | \$40          | \$45         |
| June 9th - Closing            | \$90               | \$95                            | \$85    | \$90         | \$50    | \$55         | June 9th - Closing            | \$55               | \$60          | \$50          | \$55         |
| <u>all rates inc</u>          | lude shared        | <u>cart</u>                     |         |              |         |              | all rates inc                 | lude shared        | <u>l cart</u> |               |              |

|                               |                   |                         |               |                         |         | Picture P               | ass Holder                    |              |                         |               |                         |                     |                         |
|-------------------------------|-------------------|-------------------------|---------------|-------------------------|---------|-------------------------|-------------------------------|--------------|-------------------------|---------------|-------------------------|---------------------|-------------------------|
| -                             |                   |                         | Time o        | of Day                  |         |                         |                               | -            |                         | Time          | of Day                  |                     |                         |
| Mountain Course               | <b>Open - 2</b> ( | Prime Time)             | <b>2-5</b> (M | 1id-Day)                | Afte    | r 5pm                   | Mountain Course               | Open - 2     | (Prime Time)            | <b>2-5</b> (/ | 4id-Day)                | <b>After 5</b> (9 h | noles Twilight)         |
| INCLINE VILLAGE<br>LAKE TAHOE | Mon-Thu           | Fri-Sun<br>(& holidays) | Mon-Thu       | Fri-Sun<br>(& holidays) | Mon-Thu | Fri-Sun<br>(& holidays) | INCLINE VILLAGE<br>LAKE TAHOE | Mon-Thu      | Fri-Sun<br>(& holidays) | Mon-Thu       | Fri-Sun<br>(& holidays) | Mon-Thu             | Fri-Sun<br>(& holidays) |
| Open - June 8th               | \$45              | \$50                    | \$40          | \$45                    | \$35    | \$40                    | Open - June 8th               | \$30         | \$40                    | \$30          | \$35                    | \$25                | \$30                    |
| June 9th - Closing            | \$55              | \$60                    | \$45          | \$55                    | \$40    | \$45                    | June 9th - Closing            | \$35         | \$45                    | \$35          | \$40                    | \$30                | \$35                    |
| all rates incl                | lude shared       | <u>cart</u>             |               |                         |         |                         | <u>all rates inc</u>          | clude shared | <u>d cart</u>           |               |                         |                     |                         |

## **Guest of Picture Pass Holder**

| Mountain             |                   |              | Time o        | of Day       |           |              | M   |                      |                   |              | Time          | of Day   |
|----------------------|-------------------|--------------|---------------|--------------|-----------|--------------|-----|----------------------|-------------------|--------------|---------------|----------|
| Mountain Course      | <b>Open - 2</b> ( | (Prime Time) | <b>2-5</b> (M | 1id-Day)     | Afte      | r 5pm        | MO  | untain Course        | <b>Open - 2</b> ( | (Prime Time) | <b>2-5</b> (M | 1id-Day) |
| INCLINE VILLAGE      | Mon-Thu           | Fri-Sun      | Mon-Thu       | Fri-Sun      | Mon-Thu   | Fri-Sun      |     | INCLINE VILLAGE      | Mon-Thu           | Fri-Sun      | Mon-Thu       | Fri-S    |
| LAKE TAHOE           | 1101-111d         | (& holidays) | 1 Ion-Ind     | (& holidays) | 1 Ion-Ind | (& holidays) |     | LAKE TAHOE           | non-ma            | (& holidays) | 1 Ion-Ind     | (& holid |
| Open - June 8th      | \$55              | \$60         | \$45          | \$55         | \$40      | \$45         | Ο   | pen - June 8th       | \$35              | \$45         | \$35          | \$4      |
| June 9th - Closing   | \$70              | \$75         | \$65          | \$70         | \$45      | \$50         | Jun | ne 9th - Closing     | \$45              | \$50         | \$40          | \$4      |
| <u>all rates inc</u> | lude shared       | cart         |               |              |           |              |     | <u>all rates inc</u> | lude shared       | l cart       |               |          |

| _ |
|---|

|          |              |               | Rental Clubs - \$60/18 holes and \$40 for 9 holes  |
|----------|--------------|---------------|--|
|          |              |               |  |
| 21/2     |              |               | Rider Fee - \$35 for 18 holes and \$20 for 9 holes |
| ay       |              |               |  |
| ay)      | After 5 (9hc | les Twilight) |  |
| i-Sun    | Man Thu      | Fri-Sun       |  |
| olidays) | Mon-Thu      | (& holidays)  |  |

Holidays: Memorial Day - Mon. May 26th

ay After 5 (9holes Twilight) Fri-Sun ri-Sun Mon-Thu olidays) (& holidays) **40** \$35 \$30 \$45 \$35 \$40

\$40

\$40

\$45

Holidays: Memorial Day - Mon. May 26th Holidays: July 4th- Tu/We/Th July 1st-3rd | Labor Day- Mon. Sept. 1st

Holidays: July 4th- Tu/We/Th July 1st-3rd | Labor Day- Mon. Sept. 1st

Holidays: Memorial Day - Mon. May 26th Holidays: July 4th- Tu/We/Th July 1st-3rd | Labor Day- Mon. Sept. 1st

## SHEET 5 PLAY PASS RATES

| # Sold | 2020            | Increase    | %   | # Sold |                | Increase    | %   |
|--------|-----------------|-------------|-----|--------|----------------|-------------|-----|
|        | Play Pass CHAMP |             |     |        | Play Pass MT   |             |     |
| 16     | AYCP            | \$ 2,695.00 |     | 18     | AYCP           | \$ 715.00   |     |
| 21     | AYCP CPLS       | \$ 4,345.00 |     | 18     | AYCP CPLS      | \$ 1,100.00 |     |
| 104    | 10 play         | \$ 792.00   |     | 17     | 10 play        | \$ 385.00   |     |
| 42     | 20 play         | \$ 1,430.00 |     |        |                |             |     |
| 9      | LIMITED         | \$ 2,145.00 |     |        |                |             |     |
| 8      | LIMITED CPLS    | \$ 3,355.00 |     |        |                |             |     |
| 19     | AYCP PM         | \$ 1,100.00 |     | 5      | AYCP PM        | \$ 495.00   |     |
|        | 2021            |             |     |        |                |             |     |
|        | Play Pass CHAMP |             |     |        | Play Pass MT   |             |     |
| 20     | AYCP            | \$ 2,965.00 | 10% | 15     | AYCP           | \$ 787.00   | 10% |
| 27     | AYCP CPLS       | \$ 4,780.00 | 10% | 43     | AYCP CPLS      | \$ 1,210.00 | 10% |
| 117    | 10 play         | \$ 792.00   | 0%  | 21     | 10 play        | \$ 385.00   | 0%  |
| 44     | 20 play         | \$ 1,430.00 | 0%  |        |                |             |     |
| 10     | LIMITED         | \$ 2,360.00 | 10% |        |                |             |     |
| 9      | LIMITED CPLS    | \$3,691.00  | 10% |        |                |             |     |
| 30     | AYCP PM         | \$ 1,210.00 | 10% | 9      | AYCP PM        | \$ 545.00   | 10% |
|        | 2022            |             |     |        |                |             |     |
|        | Play Pass CHAMP |             |     |        | Play Pass MT   |             |     |
| 27     | AYCP            | \$ 3,260.00 | 10% | 22     | AYCP           | \$ 865.00   | 10% |
| 32     | AYCP CPLS       | \$ 5,258.00 | 10% | 28     | AYCP CPLS      | \$ 1,331.00 | 10% |
| 115    | 10 play         | \$ 831.00   | 5%  | 22     | 10 play        | \$ 405.00   | 5%  |
| 51     | 20 play         | \$ 1,500.00 | 5%  | 83     | 10 play 9 hole | \$ 270.00   |     |
| 10     | LIMITED         | \$ 2,596.00 | 10% |        |                |             |     |
| 8      | LIMITED CPLS    | \$4,060.00  | 10% |        |                |             |     |
| 34     | AYCP PM         | \$ 1,270.00 | 5%  | 3      | AYCP PM        | \$ 600.00   | 10% |

|     | 2023           | 5           |     |
|-----|----------------|-------------|-----|
|     | Play Pass CHAM |             |     |
|     | AYCP           | N/A         |     |
|     | AYCP CPLS      | N/A         |     |
| 157 | 10 play        | \$ 890.00   | 7%  |
| 50  | 20 play        | \$ 1,680.00 | 12% |
| 26  | 30 play        | \$ 2,370.00 |     |
| 21  | 40 play        | \$ 2,960.00 |     |
| 14  | LIMITED        | \$ 3,552.00 | 35% |
|     | LIMITED CPLS   | N/A         |     |
| 8   | AYCP PM        | \$ 2,158.00 | 42% |
| 35  | PM 10 play     | \$ 546.00   |     |
| 15  | PM 20 play     | \$ 1,028.00 |     |
| 2   | PM 30 play     | \$ 1,446.00 |     |
| 3   | PM 40 play     | \$ 1,798.00 |     |
|     |                |             |     |

### 2024

|     | Play Pass CHAM | Р           |     |
|-----|----------------|-------------|-----|
|     | AYCP           | N/A         |     |
|     | AYCP CPLS      | N/A         |     |
| 198 | 10 play        | \$ 900.00   | 1%  |
| 75  | 20 play        | \$1,700.00  | 1%  |
|     | 30 play        | N/A         |     |
|     | 40 play        | N/A         |     |
| 45  | Season pass 50 | \$ 3,600.00 | 1%  |
|     | LIMITED        | N/A         |     |
|     | LIMITED CPLS   | N/A         |     |
| 9   | AYCP PM        | \$ 2,800.00 | 25% |
| 5   | PM 10 play     | \$ 750.00   | 35% |
| 0   | PM 20 play     | \$1,400.00  | 35% |
|     |                |             |     |

|     | Play Pass MT<br>AYCP | N/A         |        |
|-----|----------------------|-------------|--------|
| ~ . | AYCP CPLS            | N/A         | 0.500/ |
| 34  | 10 play              | \$ 414.00   | 2.50%  |
| 8   | 20 play              | \$ 780.00   |        |
| 1   | 30 play              | \$1,096.00  |        |
| 6   | 40 play              | \$ 1,364.00 |        |
| 3   | LIMITED              | \$ 1,637.00 |        |
|     | LIMITED CPLS         | N/A         |        |
|     | AYCP PM              | N/A         |        |
| 90  | 10 Play 9 holes      | \$ 283.00   | 5%     |
| 21  | 20 play 9 holes      | \$ 532.00   |        |
| 1   | 30 play 9 holes      | \$ 749.00   |        |
| 3   | 40 play 9 holes      | \$ 932.00   |        |
| 0   | Limited 9 holes      | \$ 1,118.00 |        |

|     | Play Pass MT    |             |    |
|-----|-----------------|-------------|----|
|     | AYCP            | N/A         |    |
|     | AYCP CPLS       | N/A         |    |
| 60  | 10 play         | \$ 430.00   | 4% |
| 5   | 20 play         | \$ 815.00   | 4% |
|     | 30 play         | N/A         |    |
|     | 40 play         | N/A         |    |
| 4   | Season Pass     | \$ 1,800.00 | 1% |
|     | LIMITED         | N/A         |    |
|     | LIMITED CPLS    | N/A         |    |
|     | AYCP PM         | \$1,200.00  |    |
| 139 | 10 Play 9 holes | \$ 300.00   | 5% |
| 19  | 20 play 9 holes | \$ 560.00   | 5% |
|     | 30 play 9 holes | N/A         |    |
|     | 40 play 9 holes | N/A         |    |
| 1   | Season 9 hole   | \$1,200.00  | 7% |

| 2025           |             |  |
|----------------|-------------|--|
| Play Pass CHAM | כ           |  |
| Season         | \$ 3,375.00 |  |
| Season Cpls    | \$6,300.00  |  |
| 10 play        | \$ 900.00   |  |
| 20 play        | \$1,700.00  |  |
| 30 play        | \$ 2,460.00 |  |
| Mid Week       | \$ 2,625.00 |  |
| Mid Week cpls  | \$5,110.00  |  |
| AYCP PM        | \$ 2,790.00 |  |
| PM 10 play     | \$ 750.00   |  |
| PM 20 play     | \$1,400.00  |  |
|                |             |  |

|             |  | Play Pass MT    |      |         |  |
|-------------|--|-----------------|------|---------|--|
| \$ 3,375.00 |  | Season          | \$1  | ,710.00 |  |
| \$ 6,300.00 |  | Season Cpls     | N/.  | A       |  |
| \$ 900.00   |  | 10 play         | \$   | 450.00  |  |
| \$ 1,700.00 |  | 20 play         | \$   | 840.00  |  |
| \$ 2,460.00 |  | 30 play         | N/.  | A       |  |
| \$ 2,625.00 |  | Mid Week        | \$ 1 | ,400.00 |  |
| \$ 5,110.00 |  | AYCP PM         | \$1  | ,200.00 |  |
| \$ 2,790.00 |  | 10 Play 9 holes | \$   | 300.00  |  |
| \$ 750.00   |  | 20 play 9 holes | \$   | 560.00  |  |
| \$ 1,400.00 |  | 30 play 9 holes | N/.  | A       |  |
|             |  | 40 play 9 holes | N/.  | A       |  |
|             |  | Season 9 hole   | \$ 1 | ,200.00 |  |
|             |  |                 |      |         |  |
|             |  |                 |      |         |  |
|             |  |                 |      |         |  |

## SHEET 6 DAILY RATES

| 2020  |  | Increase   | %                          |  |                                  |   | In                               | crease  | %                           |
|---|--|--|----------------------------|--|----------------------------------|---|----------------------------------|---|-----------------------------|
| CHAMP   | Weekday  | Weekend  |                            | MT   | We                               | ekday   |                                  | ekend   |                             |
| Resident  | \$ 90.00   | \$ 95.00   |                            | Resident   | \$                               | 44.00   | \$                               | 48.00   |                             |
| Guest   | \$ 115.00  | \$ 120.00  |                            | Guest  | \$                               | 54.00   | \$                               | 58.00   |                             |
| Non Resident  | \$ 199.00  | \$ 220.00  |                            | Non Resident   | \$                               | 70.00   | \$                               | 75.00   |                             |
|   | ¢ 100.00   | φ <u></u> 0.00   |                            | i i i i i i i i i i i i i i i i i i i  | Ŷ                                | , 0.00  | Ŧ                                | , 0.00  |                             |
|   |  |  |                            |  |                                  |   |                                  |   |                             |
| 2021  |  |  |                            |  |                                  |   |                                  |   |                             |
| CHAMP   | Weekday  | Weekend  |                            | MT   | We                               | ekday   | We                               | ekend   |                             |
| Resident  | \$ 90.00   | \$ 95.00   | 0%                         | Resident   | \$                               | 44.00   | \$                               | 48.00   | 0%                          |
| Guest   | \$ 127.00  | \$ 132.00  | 10%                        | Guest  | \$                               | 59.00   | \$                               | 64.00   | 9%                          |
| Non Resident  | \$ 199.00  | \$ 220.00  | 0%                         | Non Resident   | \$                               | 70.00   | \$                               | 75.00   | 0%                          |
|   |  |  |                            |  | ·                                |   |                                  |   |                             |
|   |  |  |                            |  |                                  |   |                                  |   |                             |
| 2022  | 2  |  |                            |  |                                  |   |                                  |   |                             |
| CHAMP   | Weekday  | Weekend  |                            | MT   | We                               | ekday   | We                               | ekend   |                             |
| Resident  | \$ 96.00   | \$ 101.00  | 7%                         | Resident   | \$                               | 47.00   | \$                               | 51.00   | 7%                          |
| Guest   | \$ 154.00  | \$ 168.00  | 22%                        | Guest  | \$                               | 61.00   | \$                               | 66.00   | 4%                          |
| Non Resident  | \$ 209.00  | \$ 229.00  | 5%                         | Non Resident   | \$                               | 75.00   | \$                               | 80.00   | 5%                          |
|   |  |  |                            |  |                                  |   |                                  |   |                             |
|   |  |  |                            |  |                                  |   |                                  |   |                             |
|   |  |  |                            |  |                                  |   |                                  |   |                             |
| 2023  | 1  |  |                            |  |                                  |   |                                  |   |                             |
| 2023<br>CHAMP   | Weekday  | Weekend  |                            | MT   | We                               | ekday   | We                               | ekend   |                             |
|   |  | Weekend<br>\$ 120.00   | 15%                        | MT<br>Resident   | We<br>\$                         | ekday<br>51.00  | We<br>\$                         | ekend<br>55.00  | 9%                          |
| CHAMP   | Weekday  |  | 15%<br>9%                  |  |                                  | -   |                                  |   | 9%<br>8%                    |
| CHAMP<br>Resident   | Weekday<br>\$ 110.00   | \$ 120.00  |                            | Resident   | \$                               | 51.00   | \$                               | 55.00   |                             |
| CHAMP<br>Resident<br>Guest  | Weekday<br>\$ 110.00<br>\$ 168.00  | \$ 120.00<br>\$ 186.00   | 9%                         | Resident<br>Guest  | \$<br>\$                         | 51.00<br>66.00  | \$<br>\$                         | 55.00<br>71.00  | 8%                          |
| CHAMP<br>Resident<br>Guest  | Weekday<br>\$ 110.00<br>\$ 168.00  | \$ 120.00<br>\$ 186.00   | 9%                         | Resident<br>Guest  | \$<br>\$                         | 51.00<br>66.00  | \$<br>\$                         | 55.00<br>71.00  | 8%                          |
| CHAMP<br>Resident<br>Guest  | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00   | \$ 120.00<br>\$ 186.00   | 9%                         | Resident<br>Guest  | \$<br>\$                         | 51.00<br>66.00  | \$<br>\$                         | 55.00<br>71.00  | 8%                          |
| CHAMP<br>Resident<br>Guest<br>Non Resident  | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00   | \$ 120.00<br>\$ 186.00   | 9%                         | Resident<br>Guest  | \$<br>\$<br>\$                   | 51.00<br>66.00<br>85.00   | \$<br>\$<br>\$                   | 55.00<br>71.00  | 8%                          |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024  | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00   | \$ 120.00<br>\$ 186.00<br>\$ 247.00  | 9%                         | Resident<br>Guest<br>Non Resident  | \$<br>\$<br>\$                   | 51.00<br>66.00<br>85.00   | \$<br>\$<br>\$                   | 55.00<br>71.00<br>90.00   | 8%                          |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP   | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00   | \$ 120.00<br>\$ 186.00<br>\$ 247.00  | 9%<br>9%                   | Resident<br>Guest<br>Non Resident<br>MT                                      | \$<br>\$<br>\$<br>We             | 51.00<br>66.00<br>85.00   | \$<br>\$<br>\$<br>We             | 55.00<br>71.00<br>90.00   | 8%<br>21%                   |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP<br>Resident   | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>Weekday<br>\$ 110.00   | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00                                      | 9%<br>9%<br>0%             | Resident<br>Guest<br>Non Resident<br>MT<br>Resident                          | \$<br>\$<br>\$<br>We<br>\$       | 51.00<br>66.00<br>85.00<br>ekday<br>55.00                                     | \$<br>\$<br>\$<br>We             | 55.00<br>71.00<br>90.00<br>ekend<br>60.00                                     | 8%<br>21%<br>8%             |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP<br>Resident<br>Guest                                      | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00  | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00<br>\$ 190.00                         | 9%<br>9%<br>0%<br>4%       | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest                 | \$<br>\$<br>We<br>\$<br>\$       | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00                            | \$<br>\$<br>We<br>\$             | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00                            | 8%<br>21%<br>8%<br>6%       |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP<br>Resident<br>Guest                                      | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00  | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00<br>\$ 190.00                         | 9%<br>9%<br>0%<br>4%       | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest                 | \$<br>\$<br>We<br>\$<br>\$       | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00                            | \$<br>\$<br>We<br>\$             | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00                            | 8%<br>21%<br>8%<br>6%       |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP<br>Resident<br>Guest<br>Non Resident                      | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00<br>\$ 235.00                           | <pre>\$ 120.00 \$ 186.00 \$ 247.00 Weekend \$ 120.00 \$ 190.00 \$ 255.00</pre>                   | 9%<br>9%<br>0%<br>4%       | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest<br>Non Resident | \$<br>\$<br>We<br>\$<br>\$       | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00<br>90.00                   | \$<br>\$<br>We<br>\$<br>\$       | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00<br>95.00                   | 8%<br>21%<br>8%<br>6%       |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>CHAMP<br>Resident<br>Guest<br>Non Resident                              | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00<br>\$ 235.00<br>\$ 235.00              | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00<br>\$ 190.00<br>\$ 255.00<br>Weekend | 9%<br>9%<br>0%<br>4%<br>3% | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest<br>Non Resident | \$<br>\$<br>We<br>\$<br>\$<br>We | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00<br>90.00                   | \$<br>\$<br>We<br>\$<br>\$       | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00<br>95.00                   | 8%<br>21%<br>8%<br>6%<br>6% |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>CHAMP<br>Resident<br>Guest<br>Non Resident<br>2024<br>CHAMP<br>Resident | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00<br>\$ 235.00<br>\$ 235.00<br>\$ 235.00 | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00<br>\$ 255.00<br>Weekend<br>\$ 120.00 | 9%<br>9%<br>0%<br>3%       | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest<br>Non Resident | \$<br>\$<br>We<br>\$<br>\$<br>We | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00<br>90.00<br>ekday<br>55.00 | \$<br>\$<br>We<br>\$<br>\$       | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00<br>95.00<br>ekend<br>60.00 | 8%<br>21%<br>8%<br>6%<br>6% |
| CHAMP<br>Resident<br>Guest<br>Non Resident<br>CHAMP<br>Resident<br>Guest<br>Non Resident                              | Weekday<br>\$ 110.00<br>\$ 168.00<br>\$ 226.00<br>\$ 226.00<br>\$ 110.00<br>\$ 175.00<br>\$ 235.00<br>\$ 235.00              | \$ 120.00<br>\$ 186.00<br>\$ 247.00<br>Weekend<br>\$ 120.00<br>\$ 190.00<br>\$ 255.00<br>Weekend | 9%<br>9%<br>0%<br>4%<br>3% | Resident<br>Guest<br>Non Resident<br>MT<br>Resident<br>Guest<br>Non Resident | \$<br>\$<br>We<br>\$<br>\$<br>We | 51.00<br>66.00<br>85.00<br>ekday<br>55.00<br>70.00<br>90.00                   | \$<br>\$<br>We<br>\$<br>\$<br>\$ | 55.00<br>71.00<br>90.00<br>ekend<br>60.00<br>75.00<br>95.00                   | 8%<br>21%<br>8%<br>6%<br>6% |