

DECISION PAPER



January 18, 2017

Issue: 2017 Group Golf rates need to be approved due to the lead time of this business channel

Public Price, including shared Cart	2015 Season	2016 Season		2017 Season	2017 Season	2017 Season
				12-15 players	16-23 players	24+ players
Early Season, Prime Time	\$72	\$72		\$72	\$68	\$64
Early Season, Twilight	\$62	\$62		\$62	\$58	\$54
Peak Season, Prime Time	\$124	\$124		\$123	\$117	\$114
Peak Season, Twilight	\$104	\$104		\$104	\$ 99	\$ 94
Late Season, Prime Time	\$77	\$77		\$77	\$73	\$69
Late Season, Twilight	\$62	\$62		\$62	\$58	\$54

Early Season: 2016, Open to 6/9 2017: Open to 6/8

Peak Season: 2016, 6/10 to 9/11 2017: 6/9 to 9/10

Late Season: 2016, 9/12 to close 2017: 9/11 to close

Prime Time to 1:50pm, Twilight 2:00+

Prime Time to 1:50pm, Twilight 2:00+

Prime Time to 1:20pm, Twilight 1:30+

Member at Member Rate (green fee & shared cart) at date and time of play.

Guests at Guest Rate (green fee & shared cart) at date and time of play

Guests of 3 Maximum per playing Member, remainder at Public

Prices exclude Tournament Fee of \$2 per player. Group minimum is 12 players.

Contracts, terms and deposits apply to all Group business, including 1 payment tender.

Above paragraph, only change from 2016 to 2017 is group size change from 10p to 12p minimum.

Group Golf Sales – \$80,000 Budget 2017, \$75,277 Actual 2014, \$73,040 Actual 2015, \$83,918 Actual 2016

Pricing rationale is designed to encourage shoulder season groups. For peak season, while taking group golf business, only a nominal discount is provided. For 2017, pricing tiers based on group size have also been proposed. This rate recommendation was collaborative developed with Director of Finance, Director of Operations, Group Sales Manager and Golf Shop Manager. The General Manager has reviewed and approved the recommendation.

Recommendation:

Approve 2017 group golf rates as presented in 2017 columns presented above.

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Prepared By: Michael R. Salmon, Director of Finance, 1/09/2017

Miguel Sloane, Director of Operations

Board Meeting Date: January 28, 2017

General Manager Approval to Place on the Agenda: _____

Megan Rodman

From:

Art King

[Redacted]

[Redacted]

Hi Megan,

I'd like to present my recommendation to the Board of Directors for conversion of an Alternate Member to Regular Member. Attached is that recommendation for Corey Leibow.

Hopefully it can be presented at the January Board meeting.

Let me know if you need anything else.

Thanks, Art

January 20, 2017

To the Tahoe Donner Board of Directors:

As you are aware, the Finance Committee currently has an opening for a regular member. I am recommending that the Board appoint Corey Leibow to fill this position.

I have known Corey for two years through his participation in the TD Men's Golf Club and other TD activities. He has been an active participant on the Finance Committee, including working on the sub-committee revising financial policies.

Corey has shown a good knowledge for business and finance issues and I believe he will be a good addition as a regular committee member. Please give him your consideration at the January Board Meeting.

Thank you,

Art King, Chairman
Tahoe Donner Finance Committee