

All Revenue amounts are rounded.

Discuss: Re-Entry another facility same day

	Base Line				Change Pctgs (input)			Estimate (output)				Change Amounts			
	Visits	Qty Sold	Price	Revenue	Visits	Qty	Price	Visits	Qty Sold	Price	Revenue	Visits	Qty	Price	Revenue
Total	185,675	54,722	<i>Yield</i>	1,509,000				180,205	52,177	<i>Yield</i>	1,663,000	(3,022)	(96)		\$ 154,000
Member	142,464		7.56	1,077,000				139,370		8.30	1,157,000				
Guest	43,211		10.00	432,000				40,835		12.39	506,000				
Recreation Fee	<i>3yr Avg*</i>	<i>3yr Avg*</i>	<i>2018 Price</i>									-2%	0%		10%
Base to 4p	110,909	3,539	\$ 270.00	\$ 956,000	-2%	-2%	7%	108,691	3,468	\$ 290.00	\$ 1,006,000	(2,218)	(71)	\$ 20.00	\$ 50,000
5th 6th, per card	20,705	661	\$ 100.00	\$ 66,000	-3%	-3%	25%	20,084	641	\$ 125.00	\$ 80,000	(621)	(20)	\$ 25.00	\$ 14,000
7th 8th, per card	3,656	117	\$ 100.00	\$ 12,000	-5%	-5%	25%	3,473	111	\$ 125.00	\$ 14,000	(183)	(6)	\$ 25.00	\$ 2,000
	135,270	4,316	239.56	\$ 1,034,000	-2%	-2%	9%	132,248	4,220	260.67	\$ 1,100,000	(3,022)	(96)		\$ 66,000
<i>yield per visit</i>	\$ 7.64							<i>yield per visit</i>	\$ 8.32			\$ 0.67	9%		

Rec Fee Metrics to Daily Entry

Base Price per Card (4)	\$ 67.50			\$ 72.50				\$ 5.00
Daily Entry, Member	\$ 6.00			\$ 8.00				\$ 2.00
Break-Even Visits	11.3			9.1				(2.2)

Daily Entry

Member	7,194	7,194	\$ 6.00	\$ 43,000	-1%	-1%	33%	7,122	7,122	\$ 8.00	\$ 57,000			\$ 2.00	\$ 14,000
Guest w/Member	21,606	21,606	\$ 8.00	\$ 173,000	-1%	-1%	25%	21,390	21,390	\$ 10.00	\$ 214,000			\$ 2.00	\$ 41,000
Guest on Guest Card	21,605	21,605	\$ 12.00	\$ 259,000	-10%	-10%	25%	19,445	19,445	\$ 15.00	\$ 292,000			\$ 3.00	\$ 33,000
<i>Guest Mix is an Estimate</i>	50,405	50,405	9.42	475,000	-5%	-5%	25%	47,957	47,957	11.74	563,000				\$ 88,000

3yr Avg* - all visit/qty volumes are for rec fee cycle period fye 4/30/2016, 2017, 2018 ----visits for 5th-8th card prorotionally applied based on qty sold

Rec Fee Uses	4/30/2016	4/30/2017	4/30/2018	3yr Avg	Source- RTP access rule reports, except for Snowplay. Snowplay, RTP Product Flash Sales, Member Rec Fee access products Daily: RTP Product Flash Sales, access products
Trout Creek	96,550	95,409	93,909	95,289	
NWPool	2,097	2,502	2,498	2,366	
Marina	23,030	22,886	23,416	23,111	
Tennis	13,880	12,301	10,954	12,378	
Snowplay	2,927	2,443	1,008	2,126	
Total	138,484	135,541	131,785	135,270	

Member Daily Entry	4/30/2016	4/30/2017	4/30/2018	3yr Avg	adult \$6 Only
Trout Creek	4,250	3,808	4,374	4,144	
NWPool	319	502	358	393	
Marina	1,790	2,073	1,955	1,939	
Tennis	488	372	242	367	
Snowplay	484	405	162	350	
Total	7,331	7,160	7,091	7,194	

Guest Daily Entry	4/30/2016	4/30/2017	4/30/2018	3yr Avg	adult \$8 Only
Trout Creek	23,153	25,093	23,801	24,016	
NWPool	2,284	2,439	3,015	2,579	
Marina	13,570	14,256	17,250	15,025	
Tennis	1,603	1,633	1,537	1,591	
Snowplay (N/A)	-	-	-	-	
Total	40,610	43,421	45,603	43,211	

OTHER CHANGES PROPOSED:

- Eliminate free snowplay with DH or XC Season pass ----qty 37 3yr avg, qty73 visits in 2017
- Eliminate free snowplay with RecFee purchase (this is for 19/20 cycle that starts May 1, 2019)
 - 3yr Avg- Adult - 1762 visits This change impacts starting in Dec2020.
 - 3yr Avg- Junior - 44 visits Discuss: Re-Entry another facility same day
 - 3yr Avg- Child - 806 visits Discuss: GuestCard \$25 on PEAK DAYS
 - 3yr Avg- Senior - 13 visits Winter 26 Days, Summer MD/4thPeriod/LDW