

Fee Schedule

Golf

9/14 Rough Draft, needs Mgmt/FC/Other Review

updated: 8/20/2018

GOLF COURSE			5	6	7	8	9	10	11
ACCT	RTP Code	TITLE	2013 Approved	2014 Approved	2015 Approved	2016 Approved	2017 Approved	2018 Approved	2019 DRAFT
			3/23/2013	3/22/2014	2/28/2015	2/27/2016	2/25/2017	april 2018	8/20/2018

Change '18 to '19	
Amovnt	Pctg

2014 Season Date Ranges: Core= 6/13 - 9/14 Pre/Post= Open to 6/12, 9/15 to Close

2015 Season Date Ranges: Core= 6/12 - 9/13 Pre/Post= Open to 6/11, 9/14 to Close

2016 Season Date Ranges: Core= 6/10 - 9/11 Pre/Post= Open to 6/09, 9/12 to Close

2017 Season Date Ranges: Core= 6/09 - 9/10 Pre/Post= Open to 6/08, 9/11 to Close

2018 Season Date Ranges: Core= 6/08 - 9/9 Pre/Post= Open to 6/07, 9/10 to Close

Pre = Spring / Early Core = Summer / Peak Post = Fall / Late < Marketing alternative verbiage

35035 GOLF GREEN FEES (GF) - Member (fees exclude cart)

GF Member is ~40% of GF golf rew, ~35% of play

			60	60	60	60	60	65	70		
	MG	Core	Member GF, Time A Prime								
	MGA	Core	Member GF, Time B MidDay (dropped beg in '13)							5	8%
	MGT	Core	Member GF, Time C Twilight	45	45	45	45	45	50		0%
	21030	Core	Member GF, Time D 9Holes (due to timeofc	30	30	30	30	30	35		0%
change RTP Description		Core	Member GF, Time E Last Light (walking	20	20	20	20	20	25		0%
need comp product setup		Core	Member GF, Last Light (walking only) Ju	free	free	free	free	free	free		
	MG	pre/post	Member GF, Time A Prime	50	50	50	50	50	55		0%
	MGA	pre/post	Member GF, Time B MidDay (dropped beg in '13)								
	MGT	pre/post	Member GF, Time C Twilight	35	35	35	35	35	40		0%
	21030	pre/post	Member GF, Time D 9Holes (due to timeofc	25	25	25	25	25	30		0%
change RTP Description		pre/post	Member GF, Last Light (after 6pre, after 5	15	15	15	15	15	20		0%
need comp product setup		pre/post	Member GF, Last Light (after 6pre, after 5	free	free	free	free	free	free		0%
	MG9	allseason	Member GF, 9 HOLE (THURS. ONLY)	30	30	30	30	30	35		0%
	MGJ	allseason	Member JR (UNDER 18)	22	22	22	22	22	25		0%
not used in 2010		allseason	P.O. 9-Hole (late) after 5:00 pm WALK ONLY								
not used beg in 2010		allseason	P.O. 9-Hole AM (new for 2004) 1 1/2 hrs @ opening								

35025 GOLF GREEN FEES (GF) - GUEST (fees exclude cart)

GF Gvest is ~25% of GF golf rew, ~18% of play

			75	75	75	75	75	80	85		
	GG	Core	Guest GF, Time A Prime								
	GGA	Core	Guest GF, Time B MidDay (dropped beg in '13)							5	6%
	GGT	Core	Guest GF, Time C Twilight	60	60	60	60	60	65		0%
	LGG	Core	Guest GF, Time D 9Holes (due to timeofc	40	40	40	40	40	45		0%
	tbd	Core	Guest GF, Six after Six (walking only)	25	25	25	25	25	30		0%
	tbd	Core	Guest GF, Six after Six (walking only) Ju	free	free	free	free	free	5		0%
	GG	pre/post	Guest GF, Time A Prime	65	65	65	65	65	70		0%
	GGA	pre/post	Guest GF, Time B MidDay (dropped beg in '13)								
	GGT	pre/post	Guest GF, Time C Twilight	50	50	50	50	50	55		0%
	LGG	pre/post	Guest GF, Time D 9Holes (due to timeofc	35	35	35	35	35	40		0%
	tbd	pre/post	Guest GF, Last Light (after 6pre, after 5pos	20	20	20	20	20	25		0%
	tbd	pre/post	Guest GF, Last Light (after 6pre, after 5pos	free	free	free	free	free	5		0%
	GG9	allseason	Guest GF LADIES 9 HOLE (THURS.ONL	40	40	40	40	40	45		0%
	GGJ	allseason	Guest GF, JUNIOR (under 18 & after 12:0	37	37	37	37	37	40		0%

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35030		GOLF GREEN FEES - PUBLIC (fee is green fee only, unless cart stated)									
											<i>GF Pvblic is ~10% of GF golf rew, ~6% of play (3% in '10, '09 & '08)</i>
cart alloc \$20	PG	Core	125	125	125	125	125	140	145	5	4%
cart alloc \$20	PGA	Core									
cart alloc \$20	PGT	Core	95	95	95	95	95	100	100	-	0%
cart alloc \$10	21032	Core	69	69	69	69	69	74	74	-	0%
cart alloc \$20	PG	pre/post	100	100	100	100	100	110	110	-	0%
cart alloc \$20	PGA	pre/post									
cart alloc \$20	PGT	pre/post	80	80	80	80	80	85	85	-	0%
cart alloc \$10	21032	pre/post	55	55	55	55	55	60	60	-	0%
no cart	25265	Core	75	75	85	90	90	100	105	5	5%
no cart	26090	Core									
no cart	26091	Core	60	60	70	75	75	80	80	-	0%
no cart	26092	Core	40	40	50	55	55	60	60	-	0%
no cart	25265	pre/post	65	65	70	70	70	80	80	-	0%
no cart	26090	pre/post									
no cart	26091	pre/post	50	50	55	55	55	60	60	-	0%
no cart	26092	pre/post	35	35	40	40	40	45	45	-	0%
											<i>/ exclud cart fee alloc portion:</i>
cart alloc \$20	25280	Core	99	99	99	99	99	109	114	87	5 5%
cart alloc \$20	25281	Core									
cart alloc \$20	new	Core	69	69	69	69	69	79	79	57	- 0%
cart alloc \$10	25282	Core	52	52	52	52	52	59	59	45	- 0%
cart alloc \$20	25280	pre/post	82	82	82	82	82	92	92	70	- 0%
cart alloc \$20	25281	pre/post									
cart alloc \$20	new	pre/post	59	59	59	59	59	64	64	42	- 0%
cart alloc \$10	25282	pre/post	43	43	43	43	43	49	49	35	- 0%
cart alloc \$20	tbd	Core		120	124	124	see	see	see		
cart alloc \$20	tbd	Core		99	104	104	attachment	attachment	attachment		
cart alloc \$20	tbd	Pre		70	72	72	B	B	B		
cart alloc \$20	tbd	Pre		60	62	62					
cart alloc \$20	tbd	Post		75	77	77					
cart alloc \$20	tbd	Post		60	62	62					
not used 2010	PGJ	allseason	50	50	50	50	50	55	55	-	0%
not used 2010	PGP	allseason									PGJ qty 5 in 2017

Summer Rates (excluding Cart Fee)					TimeC	TimeC	TimeC	TimeD	TimeD
					2017	2018	0	2018	0%
Member					45	50	50	35	3500%
Guest					60	65	65	45	4500%
NCGA					75	80	80	60	6000%
Public					75	78	78	62	6000%
Golf Now					49	57	57	47	4500%
RATES - Excluding Cart Fee (if applicable)									
Spring and Fall (excluding Cart Fee)					TimeC	TimeC	TimeC	TimeD	TimeD
					2017	2018	0	2018	0%
Member					35	40	40	30	3000%
Guest					50	55	55	40	4000%
NCGA					55	60	60	45	4500%
Public					60	63	63	48	4600%
Golf Now					37	42	42	37	3500%

all GolfNow customer pays addtl \$2 booking fee, not included in above tables

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			3/23/2013	3/22/2014	2/28/2015	2/27/2016	2/25/2017	april 2018	8/20/2018		
			GF Pass is ~25% of GF golf rew, ~39% of play								
35045		GOLF PASSES	(1300/60=21.7)	(1350/60=22.5)	(1350/60=22.5)	(1400/60=23.3)	(1440/60=24.0)	(1440/65=22.2)	(1440/65=22.2)	< vs Daily SMR Prime bkev	
			(1300/45=28.9)	(1350/45=30.0)	(1350/45=30.0)	(1400/45=31.1)	(1440/45=32.0)	(1440/45=32.0)	(1440/45=32.0)	< vs 20pack break even	
		vs Member Daily Peak rate, break-even, 7day Earlybuy/Regularbuy	21.7 / 23.3	22.5 / 24.2	22.5 / 25	23.3 / 25.8	24 / 26.5	22.2 / 24.5	21.3 / 23.4		
	12072	GOLF ADULT MEMBER 7 DAY PASS	Member--sold 36 in '15, 28 in '16, and 20 in '17								
		10 yr CAGR - 2008 to 2018	3.4%	3.5%	3.0%	3.1%	3.0%	2.7%	2.8%		
		on or before April 30th	1,300	1,350	1,350	1,400	1,440	1,440	1,490	50	3%
		on or after May 1st	1,400	1,450	1,500	1,550	1,590	1,590	1,640	50	3%
	NEW	ADULT PUBLIC 7 DAY PASS thru 4/30 / 5/1+ (max	1999 / 2199	1999 / 2199	1999 / 2199	2049 / 2249	2049 / 2249	2049 / 2249	2049 / 2249	Public+ \$0--sold 1 in '15, 0 in '16	

	24026	GOLF ADULT MEMBER 5 DAY PASS (Sun-Thur, no Hol) beg.2010: - Sun Noon to Fri 11:50am NonHoliday	Member--sold 116 in '15, 96 in '16, and 85 in '17								
		vs Member Daily Peak rate, break-even, 5day	(950/60=15.8)	(1000/60=16.7)	(1000/60=16.7)	(1050/60=17.5)	(1080/60=18.0)	(1080/65=16.6)	(1080/65=16.6)	< vs Daily SMR Prime bkev	
			(950/45=21.1)	(1000/45=22.2)	(1000/45=22.2)	(1050/45=23.3)	(1080/45=24.0)	(1080/45=24.0)	(1080/45=24.0)	< vs 20pack break even	
		10 yr CAGR - 2008 to 2018	4.8%	4.9%	4.2%	4.3%	4.1%	3.7%	3.7%		
		on or before April 30th	950	1,000	1,000	1,050	1,080	1,080	1,120	40	4%
		on or after May 1st	1,025	1,075	1,125	1,175	1,210	1,210	1,250	40	3%
		ADULT PUBLIC 5 DAY PASS thru 4/30 / 5/1+ (max sell = 20 qty)	1599 / 1799	1649 / 1849	1649 / 1849	1699 / 1899	1699 / 1899	1699 / 1899	1699 / 1899	Public--sold 0-'15,0-'16, 0-'17	
		Member passholder, green fee play rate FriPM, Sat, and SunAM					40	40	40	NEW in '17	
		Public passholder, green fee play rate FriPM, Sat, and SunAM					80	80	80	NEW in '17	
Green Highlighted pass prices, Approved by Board 3/24/2018											

		GOLF ADULT AFTERNOON PASS (valid all season, Mon-Fri nonHoliday, 1:30pm+)	Member--sold 23 in '15, 24 in '16, and 25 in '17								
26089	Member	on or before April 30th	569	569	569	599	619	619	619	-	0%
		on or after May 1st	619	619	619	649	669	669	669	-	0%
26980	Public	on or before April 30th	599	599	599	629	649	649	649	-	0%
		on or after May 1st	649	649	649	679	699	699	699	-	0%
Public--sold 5 in '15, 3 in '16, 2 in '17											

SPJ	JR DEPENDENTS (HOUSEHOLD MBR UNDER 18)	330	330	330	330	330	350	350	350	qty2	-	0%
in 2015 and 2 in 2016												

Play Packs		No carry-over value to following season for any of the pack products.											
	TBD	MEMBER. 5-play package (18holes)	on or bef	275	275	275	275	280	280	per md	-	0%	
			on or after May 1st	295	295	295	295	300	300	56	-	0%	
	20429	MEMBER. 10-play package (18holes)	on or bef	500	500	500	500	510	510	51	-	0%	
			on or after May 1st	550	550	550	550	560	560	56	-	0%	
	20430	MEMBER. 20-play package (18holes)	on or bef	900	900	900	900	920	920	46	-	0%	
			on or after May 1st	1,000	1,000	1,000	1,000	1,020	1,020	51	-	0%	
	21047	MEMBER. 10-play package (9holes) aka Ladies 9h l		270	270	270	270	280	280	28	-	0%	
	26269	GUEST. 10-play package (18holes)		650	650	650	650	670	670	67	-	0%	
			late buy price	700	700	700	700	720	720	72	-	0%	
\$20x4 to Cart		4-PlayPack (18holes) PUBLIC InldCART (Open-6/27 & 9/2-Close) \$20x4 alloc to CART \$22 cart beg'18		316	319	319	319	319	324	324	81	-	0%

All Green Fees (GF) are ~71% of golf renewes

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Change '18 to '19	
Amovnt	Pctg

35015	GOLF CART RENTALS - Member/Guests/Public (generally, Public fees include cart)									CartRentals is ~15% of golf revenues	
MC		SHARED CART (18 HOLES)	17	20		20	20	22	22	-	0%
MC9		SHARED CART (9 HOLES)	10	12	12	12	12	14	14	-	0%
31902		MEMBER CART 18hole 10 Pack				180	180	200	200	-	0%
31903		MEMBER CART 9hole 10 Pack				105	105	125	125	-	0%
26086		MEMBER CART SeaPass SINGLE	375	375	375	375	375	390	390	-	0%
26087		MEMBER CART SeaPass DOUBLE	700	700	700	700	700	720	720	-	0%
HC18		HAND CART - 18	8	8	8	8	8	10	10	-	0%
HC9		HAND CART - 9	5.50	5.50	5.50	5.50	5.50	7.00	7.00	-	0%
12351		PRIVATE CART SEASON	425	425	425	425	425	445	445	-	0%
DT		DAILY TRAIL FEE 18h (private carts)	14	14	14	14	14	17	17	-	0%
DT9		DAILY TRAIL FEE 9h (private carts)	8	8	8	8	8	10	10	-	0%

35020	GOLF - DRIVING RANGE Range is ~5% of golf revenues										
MT		MEMBER TOKEN - 1	3.50	4.00	4.00	4.00	4.00	5.00	5.00	-	0%
MT3		MEMBER TOKEN - 3	10	11	11	11	11	14	14	-	0%
		effective discount on 3bulk buy	7%	8%	8%	8%	8%	7%	7%		
PT		PUBLIC TOKEN - 1	4.00	5.00	5.00	5.00	5.00	6.00	6.00	-	0%
24263		PUBLIC TOKEN - 3	11	14	14	14	14	17	17	-	0%
		effective discount on 3bulk buy	8%	7%	7%	7%	7%	6%	6%		
MRC		MEMBER KEY RANGE (11 token initial	30	33	33	33	33	40	40	-	0%
		Key Card per token	2.73	3.00	3.00	3.00	3.00	3.64	3.64	-	0%
RKD		RANGE KEY DEPOSIT	10	10	10	10	10	10	10	-	0%

36060	LESSONS - PUBLIC (all lessons 20%TDA / 80% PRO split)										
PPP		PRIVATE PRO PUBLIC	75	75	75	75	75	80	80	-	0%
PAM		GOLF - ASST. PRO	55	55	55	55	55	60	60	-	0%
JC		GOLF - PRO JR CLINICS	20	20	20	20	20	25	25	-	0%
AC		GOLF - ADULT CLINICS	20	20	20	20	20	25	25	-	0%
JS		JR GOLF SCHOOL	150	150	150	150	150	160	160	-	0%
PCG		PRIVATE CHILD PUBLIC	35	35	35	35	35	40	40	-	0%
PLV		PRIVATE LESSON W/VIDEO	80	80	80	80	80	85	85	-	0%
need split		9-HOLE PLAYING LESSON	175	175	175	175	175	185	185	-	0%
need split	25439	18-HOLE PLAYING LESSON	300	300	300	300	300	320	320	-	0%
NEW	M G P	GET GOLF READY - Lesson Series (5 gr	99	99	99	99	99	109	109	-	0%

36070	LESSONS - PO										
PPM		GOLF - PRO PRIVATE MEMBER	75	75	75	75	75	80	80	-	0%
PCM		GOLF - PRO - PRIVATE CHILD	30	30	30	30	30	35	35	-	0%
JC		JUNIOR CLINIC	15	15	15	15	15	20	20	-	0%

36080	LESSONS - GUEST										
PPG		GOLF - PRO PRIVATE GUEST	75	75	75	75	75	80	80	-	0%

35018	GOLF CLUB RENTALS										
MCR		GOLF CLUB RENTAL - M/G/P	40	40	40	40	40	45	45	-	0%
new'18		GOLF CLUBs RENTAL PREMIUM- M/G/P						60	60		new for 2018

Lessons/Clvb Rental is ~1% of golf revenues
Retail Merchandise is ~8% of golf revenues