

d) Guest Visitations –

With the new guest pricing differentiation in 2018, below is subject information:

Trout Creek Recreation Center

	TL Visits	Guest V	GstV %	Guest Mix and %tl %G						Guest Revenue
				w/Mbr			onGCard			
Jan-Jun16	70,111	10,729	15%							\$ 78,398
Jan-Jun17	61,992	11,449	18%							\$ 86,308
Jan-Jun18	63,437	8,787	14%	3,744	6%	43%	5,043	8%	57%	\$ 88,870
Jul16	25,508	6,474	25%							\$ 49,024
Jul17	25,279	7,110	28%							\$ 48,388
Jul18	21,486	5,351	25%	1,841	9%	34%	3,510	16%	66%	\$ 55,790
Aug16	19,230	4,320	22%							\$ 31,174
Aug17	17,717	4,005	23%							\$ 27,842
Aug18	17,184	3,796	22%	1,309	8%	34%	2,487	14%	66%	\$ 38,970
YTD Aug16	114,849	21,523	19%							\$ 158,596
YTD Aug17	104,988	22,986	22%							\$ 162,538
YTD Aug18	102,107	17,934	18%	6,894	7%	38%	11,040	11%	62%	\$ 183,630
2018/day 243	420	74		28			45			\$ 756

YTD - Trout Creek Visits Mix

- 82% Member
- 7% Guests with Member
- 11% Guests on Guest Card

Beach Club Marina

	TL Visits	Guest V	GstV %	Guest Mix and %tl %G						Guest Revenue
				w/Mbr			onGCard			
May16	1,338	309	23%							\$ 2,636
May17	1,316	305	23%							\$ 2,374
May18	781	192	25%	170	22%	89%	22	3%	11%	\$ 1,814
Jun16	6,362	2,030	32%							\$ 17,090
Jun17	7,160	2,331	33%							\$ 18,660
Jun18	6,992	2,169	31%	1,217	17%	56%	952	14%	44%	\$ 22,034
Jul16	16,599	6,755	41%							\$ 53,428
Jul17	19,560	8,608	44%							\$ 68,520
Jul18	18,732	7,726	41%	4,191	22%	54%	3,535	19%	46%	\$ 75,274
Aug16	12,080	4,533	38%							\$ 35,844
Aug17	11,157	4,721	42%							\$ 37,706
Aug18	11,197	4,224	38%	1,939	17%	46%	2,285	20%	54%	\$ 42,612
YTD Aug16	36,379	13,627	37%							\$ 108,998
YTD Aug17	39,193	18,296	47%							\$ 127,260
YTD Aug18	37,702	14,311	38%	7,517	20%	53%	6,794	18%	47%	\$ 141,734
2018/day 99	381	145		76			69			\$ 1,432
<i>opend May 25</i>		YTD								
	Member	62%								
	Guest w/member	20%								
	Guest on Guest Card	18%								