

		2017	2018	2019	2021
	2021 PROPOSED GOLF RATES - Attachment 1	Approved	Approved	Approved	DRAFT
		2/25/2017	april 2018	8/20/2018	3/1/2021

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

Core	Member GF, Time A Prime	60	65	70	85
Core	Member GF, Time C Twilight	45	50	50	55
Core	Member GF, Time D 9Holes (due to timeofday/daylight)	30	35	35	40
Core	Member GF, Time E Last Light (walking only)	20	25	25	30
Core	Member GF, Last Light (walking only) Junior (under18, only with paying Adult)	free	free	free	free
pre/post	Member GF, Time A Prime	50	55	55	65
pre/post	Member GF, Time C Twilight	35	40	40	45
pre/post	Member GF, Time D 9Holes (due to timeofday/daylight)	25	30	30	35
pre/post	Member GF, Last Light (after 6pre, after 5post) (walking only)	15	20	20	25
pre/post	Member GF, Last Light (after 6pre, after 5post) (walking only) Junior (under 18, only with paying Adult)	free	free	free	free
allseason	Member GF, 9 HOLE (THURS. ONLY)	30	35	35	40
allseason	Member JR (UNDER 18)	22	25	25	30

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

Core	Guest GF, Time A Prime	75	80	85	115
Core	Guest GF, Time C Twilight	60	65	65	85
Core	Guest GF, Time D 9Holes (due to timeofday/daylight)	40	45	45	60
Core	Guest GF, Six after Six (walking only)	25	30	30	40
Core	Guest GF, Six after Six (walking only) Junior (only with paying Adult)	free	5	5	10
pre/post	Guest GF, Time A Prime	65	70	70	80
pre/post	Guest GF, Time C Twilight	50	55	55	65
pre/post	Guest GF, Time D 9Holes (due to timeofday/daylight)	35	40	40	50
pre/post	Guest GF, Last Light (after 6pre, after 5post) (walking only)	20	25	25	30
pre/post	Guest GF, Last Light (after 6pre, after 5post) (walking only) Junior (under 18, only with paying Adult)	free	5	5	10
allseason	Guest GF LADIES 9 HOLE (THURS.ONLY)	40	45	45	50
allseason	Guest GF, JUNIOR (under 18 & after 12:00pm)	37	40	40	40

GOLF GREEN FEES - PUBLIC (fee is green fee only, unless cart stated)

Core	Public GF, Time A Prime (includes Cart)	125	140	145	180
Core	Public GF, Time C Twilight (includes Cart)	95	100	100	125
Core	Public GF, 9Holes (due to timeofday/daylight) (incl Cart)	69	74	74	85
pre/post	Public GF, Time A Prime (includes Cart)	100	110	110	130
pre/post	Public GF, Time C Twilight (includes Cart)	80	85	85	95
pre/post	Public GF, 9Holes (due to timeofday/daylight) (incl Cart)	55	60	60	70
Core	Public NCGA GF, Time A Prime	90	100	105	130
Core	Public NCGA GF, Time C Twilight	75	80	80	95
Core	Public NCGA GF, Time D 9Holes	55	60	60	65
pre/post	Public NCGA GF, Time A Prime	70	80	80	100
pre/post	Public NCGA GF, Time C Twilight	55	60	60	70
pre/post	Public NCGA GF, Time D 9Holes	40	45	45	55
Core	Public GolfNow GF, Time A Prime	99	109	114	180
Core	Public GolfNow GF, Time C Twilight	69	79	79	125
Core	Public GolfNow GF, Time D 9Holes	52	59	59	59
pre/post	Public GolfNow GF, Time A Prime	82	92	92	130
pre/post	Public GolfNow GF, Time C Twilight	59	64	64	95
pre/post	Public GolfNow GF, Time D 9Holes	43	49	49	50
allseason	JR Public (UNDER 18)	50	55	55	55

GOLF PASSES		(1440/60=24.0)	(1440/65=22.2)	(1440/65=22.2)	(1800/85=21.2)
GF Pass is ~25% of GF golf rew.~39% of play		(1440/45=32.0)	(1440/45=32.0)	(1440/45=32.0)	(1800/65=27.7)
	<i>vs Member Daily Peak rate, break-even, 7day Earlybuy/Regularbuy</i>	24 / 26.5	22.2 / 24.5	21.3 / 23.4	21.2
GOLF ADULT MEMBER 7 DAY PASS					
	10 yr CAGR - 2008 to 2018	3.0%	2.7%	2.8%	3.9%
	MEMBER 7 DAY INDIVIDUAL PASS on or before April 30th	1,440	1,440	1,490	1,800
	on or after May 1st	1,590	1,590	1,640	
	ADULT PUBLIC 7 DAY PASS thru 4/30 / 5/1+ (max sell = 20 qty)	2049 / 2249	2049 / 2249	2049 / 2249	2,300
	ADULT PUBLIC 7 DAY PASS thru 4/30 / 5/1+ (max sell = 20 qty)	2049 / 2249	2049 / 2249	2049 / 2249	

GOLF ADULT 5-DAY PASS (Sunday after 12:30 -Thur, Friday after 12:30, non holiday)					
	10 yr CAGR - 2008 to 2018	4.1%	3.7%	3.7%	4.6%
Member	on or before April 30th	1,080	1,080	1,120	1,350
	on or after May 1st	1,210	1,210	1,250	
Public		1699 / 1899	1699 / 1899	1699 / 1899	1,800
	Member passholder, green fee play rate FriPM, Sat, and SunAM	40	40	40	45
	Public passholder, green fee play rate FriPM, Sat, and SunAM	80	80	80	85

GOLF ADULT AFTERNOON PASS (valid all season, Mon-Fri nonHoliday, 1:30pm+)					
Member	on or before April 30th	619	619	619	700
	on or after May 1st	669	669	669	
Public	on or before April 30th	649	649	649	775
	on or after May 1st	699	699	699	

MULTI PLAY PACKS - No carry-over value to following season for any of the pack products					
MEMBER. 5-play package (18holes)	on or before April 30th	275	280	280	375
	on or after May 1st	295	300	300	
MEMBER. 10-play package (18holes)	on or before April 30th	500	510	510	700
	on or after May 1st	550	560	560	
MEMBER. 20-play package (18holes)	on or before April 30th	900	920	920	1,300
	on or after May 1st	1,000	1,020	1,020	
MEMBER. 10-play package (9holes) aka Ladies 9h 10pack		270	280	280	325
GUEST. 10-play package (18holes)	early buy price	650	670	670	1,000
	late-buy-price	700	720	720	

GOLF CART RENTALS - Member/Guests/Public (generally, Public fees include cart)					
	SHARED CART (18 HOLES)	20	22	22	22
	SHARED CART (9 HOLES)	12	14	14	14
	MEMBER CART 18hole 10 Pack	180	200	200	200
	MEMBER CART 9hole 10 Pack	105	125	125	125
	MEMBER CART SeaPass SINGLE	375	390	390	390
	MEMBER CART SeaPass DOUBLE	700	720	720	720
	HAND CART - 18	8	10	10	10
	HAND CART - 9	5.50	7	7	7
	PRIVATE CART SEASON	425	445	445	445
	DAILY TRAIL FEE 18h (private carts)	14	17	17	17
	DAILY TRAIL FEE 9h (private carts)	8	10	10	10

GOLF - DRIVING RANGE Range is ~5% of golf revenues					
	MEMBER TOKEN - 1 SMALL BASKET	4.00	5.00	5.00	6
	MEMBER TOKEN - 2 LARGE BASKET	11	14	14	10
	effective discount on 3bulk buy	8%	7%	7%	44%
	PUBLIC TOKEN - 1 SMALL BASKET	5.00	6.00	6.00	6
	PUBLIC TOKEN - 2 LARGE BASKET	14	17	17	10
	effective discount on 3bulk buy	7%	6%	6%	44%

	MEMBER KEY RANGE (10 token initial buy-in price)	33	40	40	55
	<i>Key Card per token</i>	3.00	3.64	3.64	5.50
	RANGE KEY DEPOSIT	10	10	10	10
LESSONS - PUBLIC (all lessons 20%TDA / 80% PRO split)					
	PRIVATE PRO PUBLIC	75	80	80	80
	GOLF - ASST. PRO	55	60	60	60
	GOLF - PRO JR CLINICS	20	25	25	25
	GOLF - ADULT CLINICS	20	25	25	25
	JR GOLF SCHOOL	150	160	160	160
	PRIVATE CHILD PUBLIC	35	40	40	40
	PRIVATE LESSON W/VIDEO	80	85	85	85
	9-HOLE PLAYING LESSON	175	185	185	185
	18-HOLE PLAYING LESSON	300	320	320	320
M G P	GET GOLF READY - Lesson Series (5 group lessons)	99	109	109	109
LESSONS - PO					
	GOLF - PRO PRIVATE MEMBER	75	80	80	80
	GOLF - PRO - PRIVATE CHILD	30	35	35	35
	JUNIOR CLINIC	15	20	20	20
LESSONS - GUEST					
	GOLF - PRO PRIVATE GUEST	75	80	80	80
GOLF CLUB RENTALS					
	GOLF CLUB RENTAL - M/G/P	40	45	45	45
	GOLF CLUBs RENTAL PREMIUM- M/G/P		60	60	60