

GM UPDATE GOLF RATES

JANUARY 27, 2023



PURPOSE – NO ACTION

Provide the Board of Directors with the golf fees plan for the 2023 operating season

COST PRESSURES

LABOR RATES CONTINUE TO INCREASE DUE TO MINIMUM WAGE INCREASES AND THE CHALLENGING LABOR MARKET IN THE REGION

SUPPLY COST INCREASES HAVE BEEN DRAMATIC AS A RESULT OF INFLATION

DIFFERENT LEVEL OF COURSE CARE TO PROTECT THE \$2+M INVESTMENT

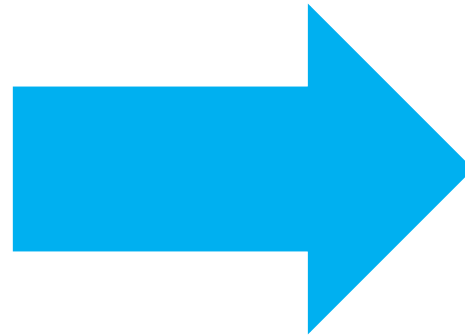
An additional \$70k in revenue is the target to offset the increasing costs

REVENUES

VOLUME MATTERS – HIGHER VOLUME PRODUCTS PRODUCE THE MOST REVENUE CHANGE

Highest volume of rounds by type:

- Season pass – 30%
- Prime green fee
 - Member – 19%
 - Guest – 11%
- Twilight green fee
 - Member – 10%
 - Guest – 5%



REASONABLE INCREASES ACROSS ALL PRODUCTS

LARGER INCREASES IN SEASON PASS RATES



TAHOE DONNER™

HIGHEST VOLUME PRODUCTS

Pass Products	2022	2023
Member 5-Day Plus Pass	\$1,450	\$1,650
Member Unlimited Pass	\$1,900	\$2,100
Member PM Pass	\$750	\$950
Daily Products	2022	2023
Member Prime Green Fee	\$105	\$110
Guest Prime Green Fee	\$140	\$145
Member Twilight Green Fee	\$75	\$80
Guest Twilight Green Fee	\$110	\$115



OTHER OPERATING CHANGES

- Increase the reservation window – out to 30 days for members and 28 days for public and guests
- Add Sunday afternoons and Ladies 9-Holers to the Midweek PM Pass product
- Half-off the guest rate voucher that comes with a pass purchase, valid during pre- and post-season only
- Two Mondays per month, course opens at 10AM for course maintenance
- Stricter enforcement of member and member guest booking rules

THANK YOU

APPENDIX: SIDE BY SIDE RATE

Green fee rates include golf cart

Green fee rates include golf cart

Variance

Product - 2022	Pre/Post	Core	Product - 2023	Pre/Post	Core	Pre/Post	Core
Green Fees: Member			Green Fees: Member				
Member Prime	\$85.00	\$105.00	Member Prime	\$ 90.00	\$ 110.00	\$ 5.00	\$ 5.00
Member Twilight	\$65.00	\$75.00	Member Twilight	\$ 70.00	\$ 80.00	\$ 5.00	\$ 5.00
Member Super Twilight	\$50.00	\$55.00	Member Super Twilight	\$ 55.00	\$ 60.00	\$ 5.00	\$ 5.00
Member Last Light	\$25.00	\$30.00	Member Last Light	\$ 25.00	\$ 30.00	\$ -	\$ -
Member Junior Last Light	\$20.00	\$25.00	Member Junior Last Light	\$ 25.00	\$ 30.00	\$ 5.00	\$ 5.00
Member 9Hole Thursday	\$40.00	\$40.00	Member 9Hole Thursday	\$ 45.00	\$ 45.00	\$ 5.00	\$ 5.00
Member Junior	\$30.00	\$30.00	Member Junior	\$ 35.00	\$ 35.00	\$ 5.00	\$ 5.00
Green Fees: Guest			Green Fees: Guest				
Guest Prime	\$100.00	\$140.00	Guest Prime	\$ 105.00	\$ 145.00	\$ 5.00	\$ 5.00
Guest Twilight	\$85.00	\$110.00	Guest Twilight	\$ 90.00	\$ 115.00	\$ 5.00	\$ 5.00
Guest Super Twilight	\$65.00	\$80.00	Guest Super Twilight	\$ 70.00	\$ 85.00	\$ 5.00	\$ 5.00
Guest Last Light	\$30.00	\$45.00	Guest Last Light	\$ 30.00	\$ 45.00	\$ -	\$ -
Guest Junior Last Light	\$10.00	\$15.00	Guest Junior Last Light	\$ 10.00	\$ 15.00	\$ -	\$ -
Guest Ladies 9Hole Thursday	\$50.00	\$50.00	Guest Ladies 9Hole Thursday	\$ 55.00	\$ 55.00	\$ 5.00	\$ 5.00
Guest Junior	\$40.00	\$40.00	Guest Junior	\$ 45.00	\$ 45.00	\$ 5.00	\$ 5.00
Green Fee: NCGA			Green Fee: NCGA				
NCGA Prime	\$120.00	\$155.00	NCGA Prime	\$ 125.00	\$ 160.00	\$ 5.00	\$ 5.00
NCGA Twilight	\$95.00	\$120.00	NCGA Twilight	\$ 100.00	\$ 125.00	\$ 5.00	\$ 5.00
NCGA Super Twilight	\$75.00	\$95.00	NCGA Super Twilight	\$ 80.00	\$ 100.00	\$ 5.00	\$ 5.00
Green Fee: Public			Green Fee: Public				
Public Prime	\$130.00	\$190.00	Public Prime	\$ 135.00	\$ 190.00	\$ 5.00	\$ -
Public Twilight	\$95.00	\$135.00	Public Twilight	\$ 100.00	\$ 135.00	\$ 5.00	\$ -
Public Super Twilight	\$70.00	\$95.00	Public Super Twilight	\$ 80.00	\$ 100.00	\$ 10.00	\$ 5.00
Public Junior	\$55.00	\$55.00	Public Junior	\$ 60.00	\$ 60.00	\$ 5.00	\$ 5.00

APPENDIX CON'T

Product - 2022	
Multi-Pack	
Member 5-Play Package	\$400.00
Member 10-Play Package	\$750.00
Member 20-Play Package	\$1,400.00
Guest 10-Play Package	\$1,100.00
Ladies 9 Hole 10-Play Package	\$325.00
Golf Passes	
Member Unlimited Pass	\$1,900.00
Member Weekday Plus Pass (5 Day)	\$1,450.00
Member Weekday PM Pass	\$750.00
Public Unlimited Pass	\$2,400.00
Public Weekday Plus Pass (5 Day)	\$1,900.00
Public Weekday PM Pass	\$825.00
Golf Junior Member Pass	\$400.00
Golf Lessons	
Private Lesson - 1 Hour	\$100.00
Private Lesson - 30 Minute	\$60.00
Private Lesson - Junior (45 Minutes)	\$50.00
Golf Clinic - Junior	\$30.00
Golf Clinic - Adult	\$30.00
Golf School - Junior	\$200.00
Playing Lesson - Private (1.5 hours)	\$160.00
Club Rentals	
Rental Set	\$50.00
Premium Rental Set	\$65.00
9 Hole Rental	\$30.00
Premium 9 Hole Rental	\$40.00
Golf Car Rental	
Golf Car - Per Seat - Prime	\$25.00
Golf Car - Per Seat - Afternoon	\$15.00

Product - 2023		Variance
Multi-Pack		
Member 5-Play Package	\$ 425.00	\$ 25.00
Member 10-Play Package	\$ 800.00	\$ 50.00
Member 20-Play Package	\$ 1,500.00	\$ 100.00
Guest 10-Play Package	\$ 1,200.00	\$ 100.00
Ladies 9 Hole 10-Play Package	\$ 340.00	\$ 15.00
Golf Passes		
Member Unlimited Pass	\$2,100.00	\$ 200.00
Member Weekday Plus Pass (5 Day)	\$1,650.00	\$ 200.00
Member Weekday PM Pass	\$950.00	\$ 200.00
Public Unlimited Pass	\$2,785.00	\$ 385.00
Public Weekday Plus Pass (5 Day)	\$2,285.00	\$ 385.00
Public Weekday PM Pass	\$1,185.00	\$ 360.00
Golf Junior Member Pass	\$400.00	\$ -
Golf Lessons		
Private Lesson - 1 Hour	\$ 100.00	\$ -
Private Lesson - 30 Minute	\$ 60.00	\$ -
Private Lesson - Junior (45 Minutes)	\$ 75.00	\$ 25.00
Golf Clinic - Junior	\$ 30.00	\$ -
Golf Clinic - Adult	\$ 30.00	\$ -
Golf School - Junior	\$ 200.00	\$ -
Playing Lesson - Private (1.5 hours)	\$ 160.00	\$ -
Private Lesson - 1 hour (FlightScope)	\$ 125.00	\$ -
Club Rentals		
Rental Set	\$50.00	\$ -
Premium Rental Set	\$65.00	\$ -
9 Hole Rental	\$30.00	\$ -
Premium 9 Hole Rental	\$40.00	\$ -
Golf Car Rental		
Golf Car - Per Seat - Prime	\$ 25.00	\$ -
Golf Car - Per Seat - Afternoon	\$ 15.00	\$ -