

GOLF OPERATIONS MOUNTAIN COURSE OVERVIEW

May 2019-September 2019



	May	June	July	August	September	October	Totals
Residents	43	1269	1784	1532	611	Closed	5239
Pass Play	38	663	669	709	709	Closed	2788
Guest	11	293	550	623	221	Closed	1698
Non-Residents	44	789	1620	1685	708	Closed	4846
Other	13	220	247	272	123	Closed	875
Total	149	3234	4870	4821	2372	Closed	15,446

Opening day May 28th

Closed September 15th

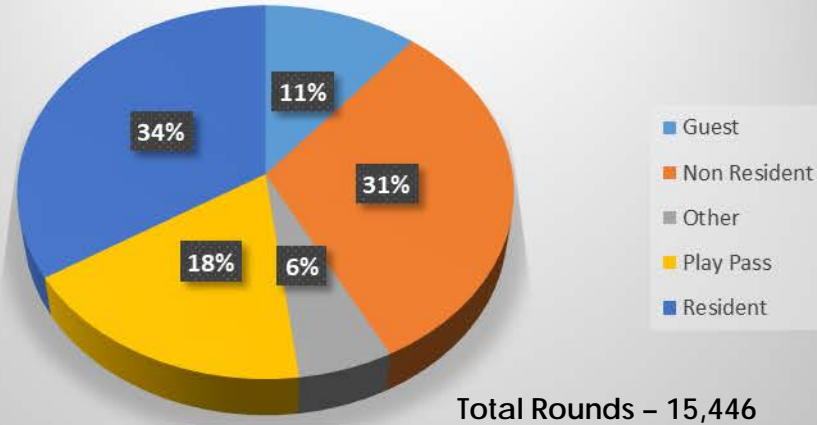
YEAR-TO-DATE BY MONTH AND PLAY TYPE

Monthly per day Average

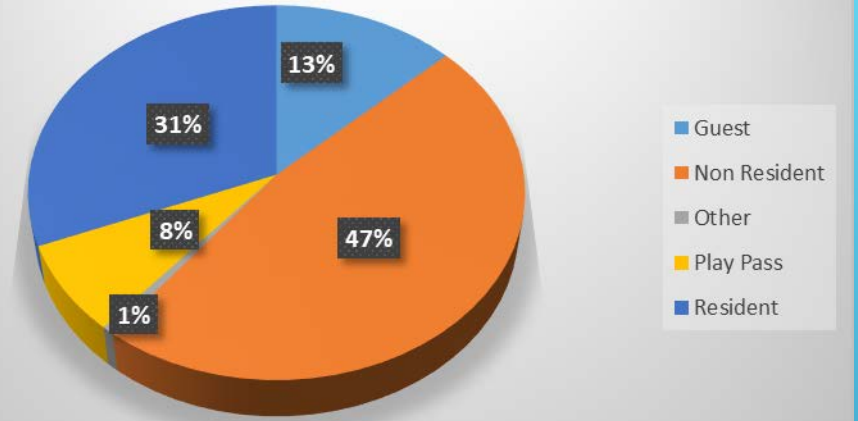
- **May – 37.2** (Opening day was May 28th –Snow)
- **June - 107.8**
- **July – 157.09**
- **August – 155.5**
- **September – 158.1** (Closing day was September 15th)

2019

Rounds by Play Type

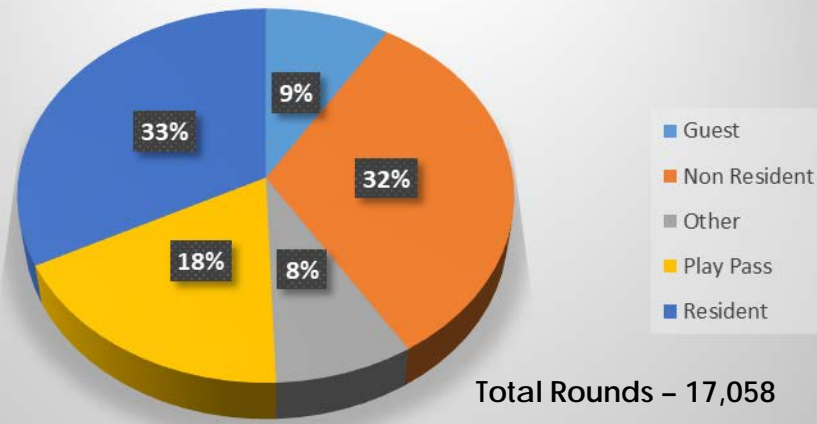


Net Revenue by Play Type

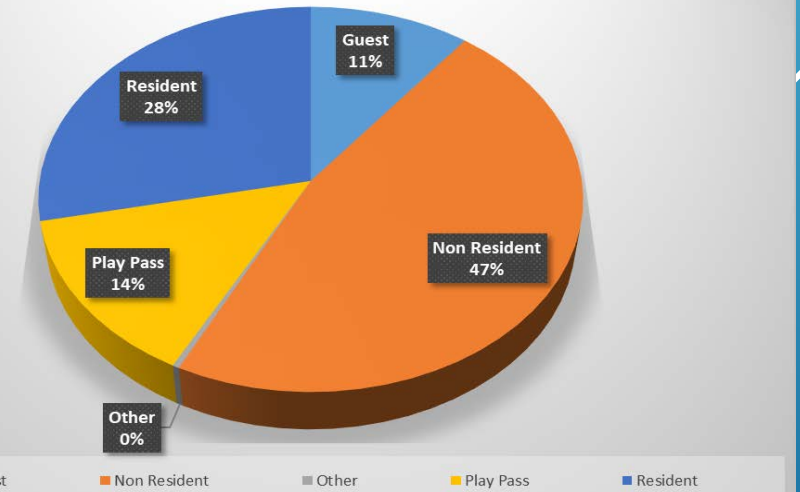


2018

Rounds by Play Type



Net Revenue by Play Type



* These numbers are from previous Director of Golf files.

2019 Compared to 2018 and 10 year averages

	2019	2018	Variance
May, June, Oct.	3383	4775	-1392
July-September	12,063	12,283	-220

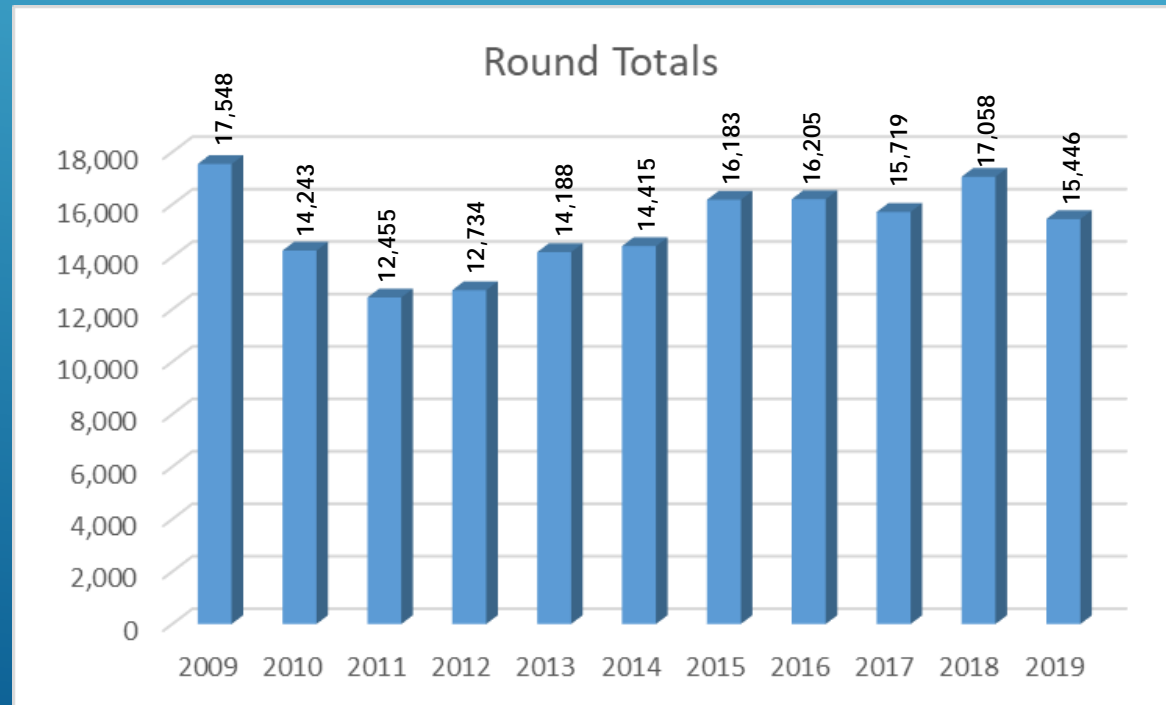
Note: Course closed September 15th.
 In 2018 from September 16th-October 7th
 there were **1675** rounds played

Play mix for entire season	2019 Season	2018 Season	10 Year Average
Residents	5239	5546	5953
Play Passes	2788	3085	1360
Guests	1698	1518	1452
Non-Residents	4846	5497	4874
Other	875	1412	1446

2019 Play mix – 9 holes vs 18 holes

	2019	2018	2017	2016
9 Hole Rounds	4258 (28%)	4614 (27%)	4559 (29%)	3946 (24%)
18 Hole Rounds	11,188 (72%)	12,444 (73%)	11,232 (71%)	12,259 (76%)
Total	15,446	17,058	15,791	16,205

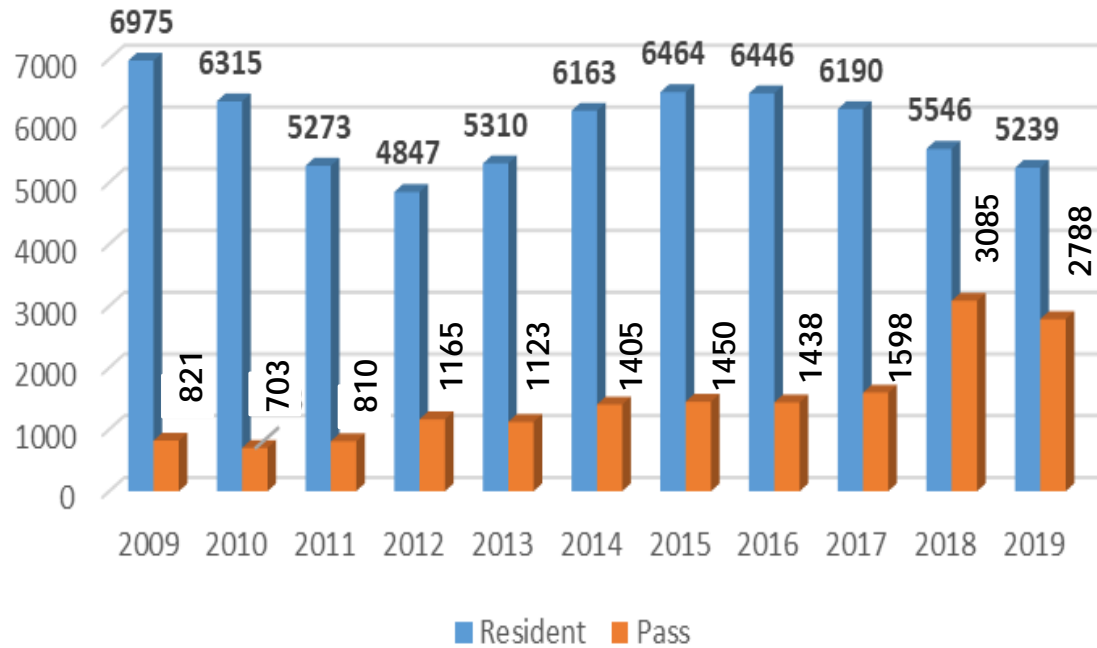
Historical
Yearly Round
Data



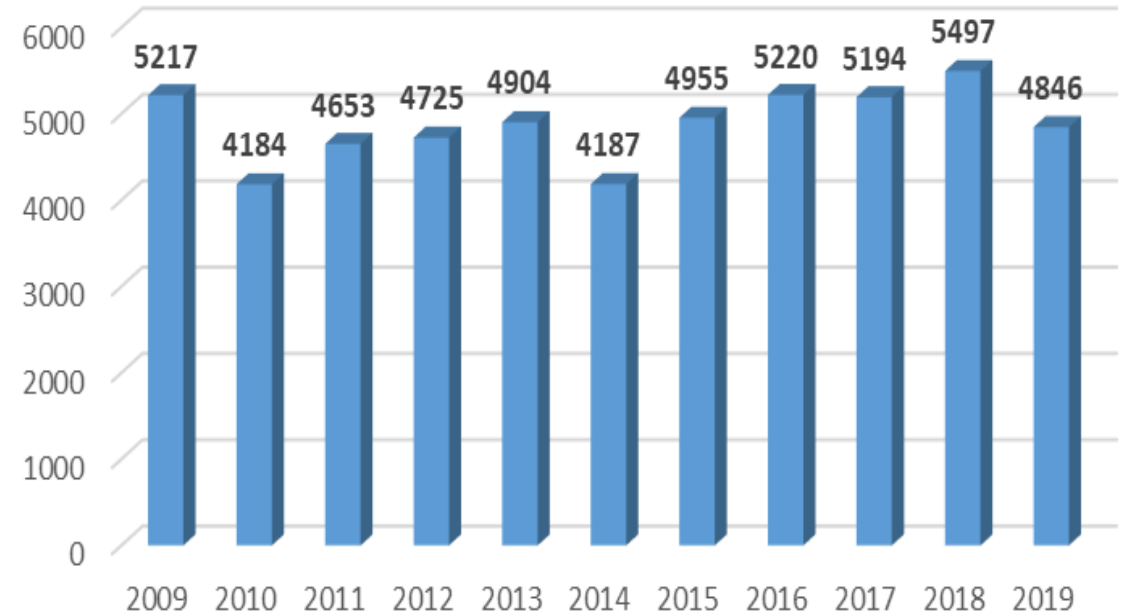
Average – 15,109

Resident & Non-Resident Historical Data

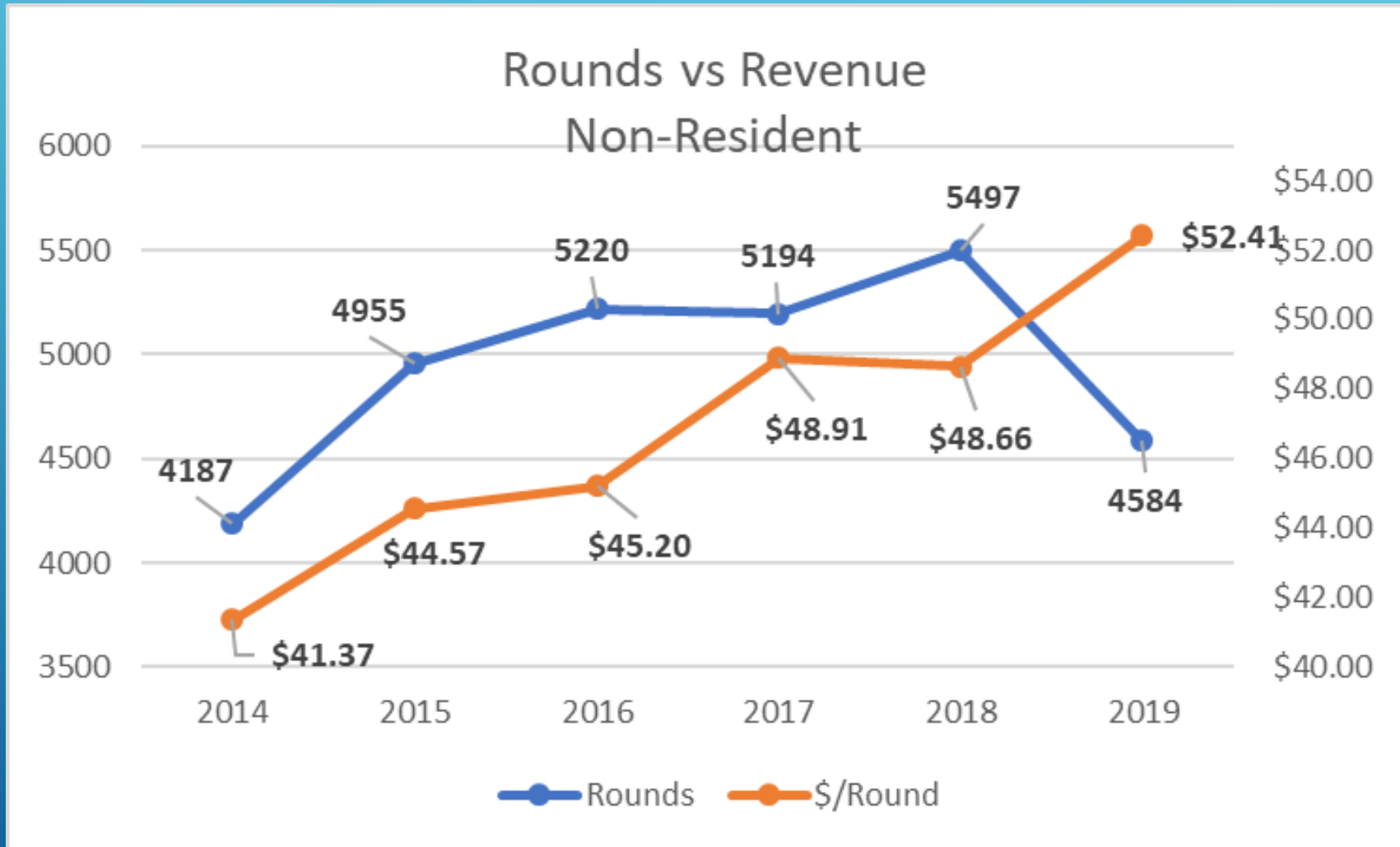
Resident Rounds Mountain



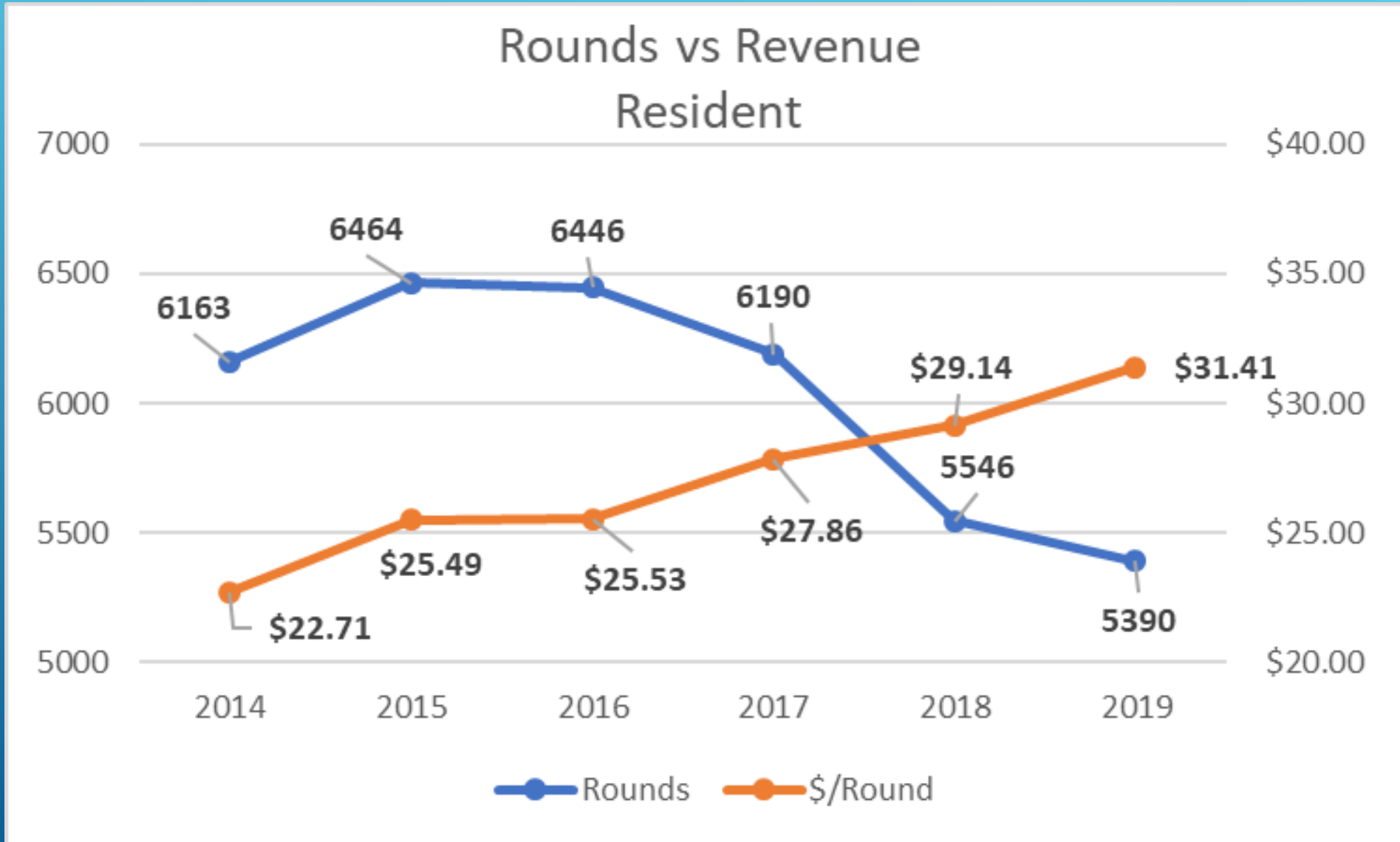
Non Resident Mountain



Green Fee Rounds & Revenue Non-Resident




Green Fee Rounds & Revenue Resident



Total Average Dollar Per Round – All Play Types

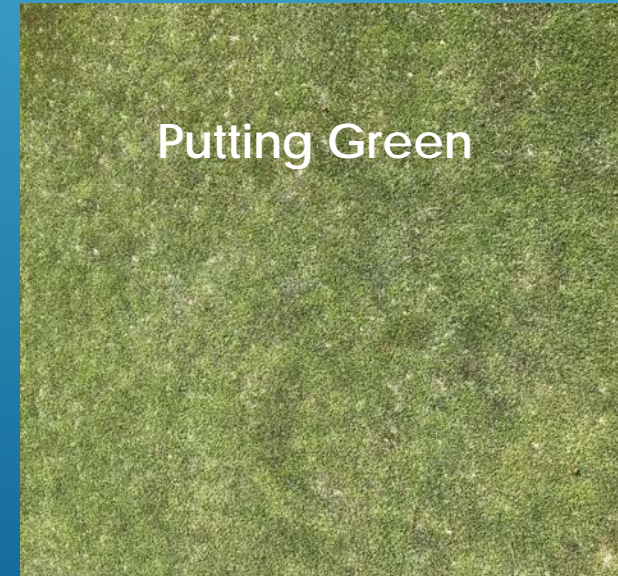
2018	2019
\$33.46	\$35.30
	Difference of \$1.84

-Year in Review-

- Hired a new Head Professional - Ashley Wood who was raised in Incline Village
 - Continued great success and growth with Nine & Wine
 - Golf course boundaries and penalty areas marked for the first time ever
 - Cart Path repair in larger areas
 - Merchandise Sales up 14% over 2018
 - Started renovation of the clubhouse
 - Roof has been completed
 - Porte-cochere has been completed
 - Work is beginning on the inside
- 

Golf Course Improvements/Projects

- Aerification was started early, (September 15th) and we are seeing much more growth than previous years. Golf course should be in better shape at the beginning of next season than in previous years because of early aerification, unless we have devastating weather.
- New bunkers on #4 and #13
- New teeing ground on #3
- Re-sodded and shaped putting green area
- Larger sections of repairs done to cart paths for a better impact and better for the long term.
- Tree work in key areas around the course

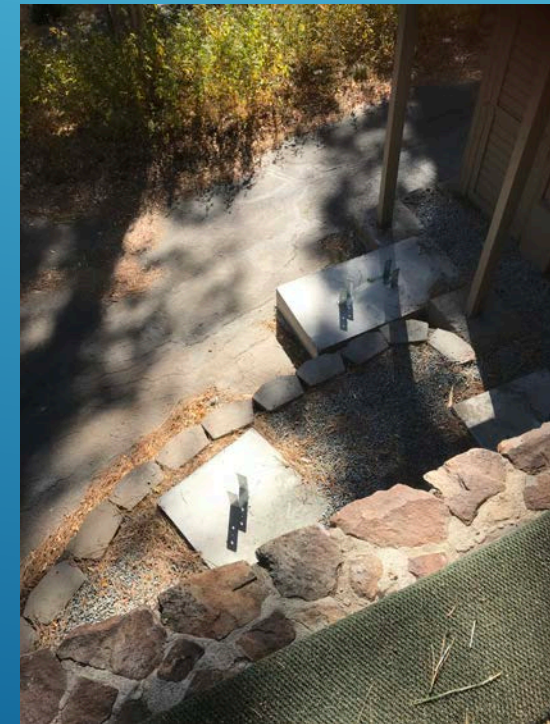
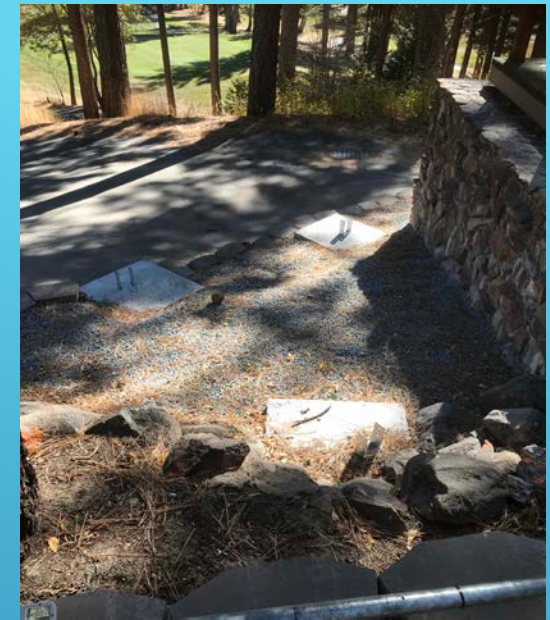


Mountain Course Clubhouse Progression

Deck



New Roof



Footers for Deck Extension →

Questions?

