

**Community Services Department: The Golf Courses at Incline Village
Fiscal Year 2016/2017 Performance Measures**

Overview

Incline Village General Improvement District's Golf Courses at Incline Village highest priority is to serve the resident golfer, resident guests and non-resident golfers. The Golf Courses at Incline Village provide entertainment in the form of thirty six holes of awe inspiring golf, driving range and practice facilities, golf lessons and learning programs, golf shop merchandise, and food and beverage venues. The Golf Courses at Incline Village are Robert Trent Jones Senior (Championship Golf Course) and Robert Trent Jones Junior (Mountain Golf Course) designs and are ranked in the Top 10 Courses to play in Nevada for the last seven years.

A note to the reader - the statistics shown below are for a golf season (May-October) not for a fiscal year period and, unless otherwise noted, the statistics below are for both golf courses.

Efficiency

Performance Description	2014 Season	2015 Season	Industry Benchmarks	2016 Target	Report #1 07/01/2016 to 09/30/2016
Total golf round utilization (season open to season close) based on a total number of rounds played	46%	48.5%		50%	59%
Total Golf rounds played at the Championship Golf Course	23,456	23,152	18,000-24,000*	23,605	14,708
Total Golf rounds played at the Mountain Golf Course	14,415	16,183	20,500-26,500*	16,525	11,796
Total revenue per round at the Championship Golf Course	\$120.21	\$147.49		\$151.28	\$139.12
Total revenue per round at the Mountain Golf Course	\$40.19	\$40.56		\$42.92	\$42.67
Total golf club round utilization	90%	88%		89%	88%
Total lost days due to weather	9	16		To be determined	0
Tournament rounds	2,902	2,731		3,050	2,139

**Global Golf Advisors 2012 Facilities Assessment*

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Effectiveness

Performance Description	2014 Season	2015 Season	Industry standards	2016 Target	Report #1 07/01/2016 to 09/30/2016
Accumulated depreciation to depreciable asset costs	49.17	52.40			Annual
Course conditioning rating – Championship Golf Course**	4.4/5	4.5/5	Exceeded	4.5/5	4.5/5
Course conditioning rating - Mountain Golf Course**	4.4/5	4.4/5	Exceeded	4.4/5	4.6/5
Percent of users who would highly recommend us to Friends and Family (Net Promoter Score 94)	90%	89.5%	Exceeded	90%	Golf Survey Data Not Yet Calculated

***Golf Advisor, a leading source of golf course ratings and reviews by golfers*

Community Value

Performance Description	2014 Season	2015 Season	2016 Target	Report #1 07/01/2016 to 09/30/2016
Percentage of golf rounds played by residents	56%	54%	53%	53.5%
Number of golf rounds played by residents and their guests	25,647	25,533	25,655	17,087
Number of golf club and community events per year	99	105	110	71
Discounts to community (compared to market rate)	\$1,102,010	\$1,293,852	\$1,002,360	Annual