

**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.

A note to the reader - the golf round 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	2015 Season	2016 Season	Industry Benchmarks	2017 Target	Report #2 07/01/2016 to 12/31/2016
Total golf round utilization (season open to season close) based on a total number of rounds played	48.5%	50.5%	N/A	51.5%	57.5%
Total Golf rounds played at the Championship Golf Course	23,152	21,889	18,000-24,000*	22,850	16,458
Total Golf rounds played at the Mountain Golf Course	16,183	16,205	20,500-26,500*	16,400	12,311
Total revenue per round at the Championship Golf Course	\$147.49				
Total revenue per round at the Mountain Golf Course	\$40.56				
Total golf club round utilization	88%	86%		87%	88%
Total lost days due to weather	16	21	N/A	N/A	16
Tournament rounds	2,731	2,971		3,150	2,219

**Global Golf Advisors 2012 Facilities Assessment*

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Effectiveness

Performance Description	2015 Season	2016 Season	Industry standards	2017 Target	Report #2 07/01/2016 to 12/31/2016
Accumulated depreciation to depreciable asset costs	52.40	52.56	N/A		
Course conditioning rating – Championship Golf Course**	4.5/5	4.7/5	Exceeded	4.5/5	5.0/5
Course conditioning rating - Mountain Golf Course**	4.4/5	4.4/5	Exceeded	4.4/5	4.7/5
Percent of users who would highly recommend us to Friends and Family (Net Promoter Score 94)	89.5%	82%	Exceeded	85%	82%

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

Community Value

Performance Description	2015 Season	2016 Season	2017 Target	Report #2 07/01/2016 to 12/31/2016
Percentage of golf rounds played by residents	54%	53%	51.5%	52%
Number of golf rounds played by residents and their guests	25,533	24,394	25,075	18,279
Number of golf club and community events per year	105	112	110	82
Discounts to community (compared to market rate)	\$1,293,852			