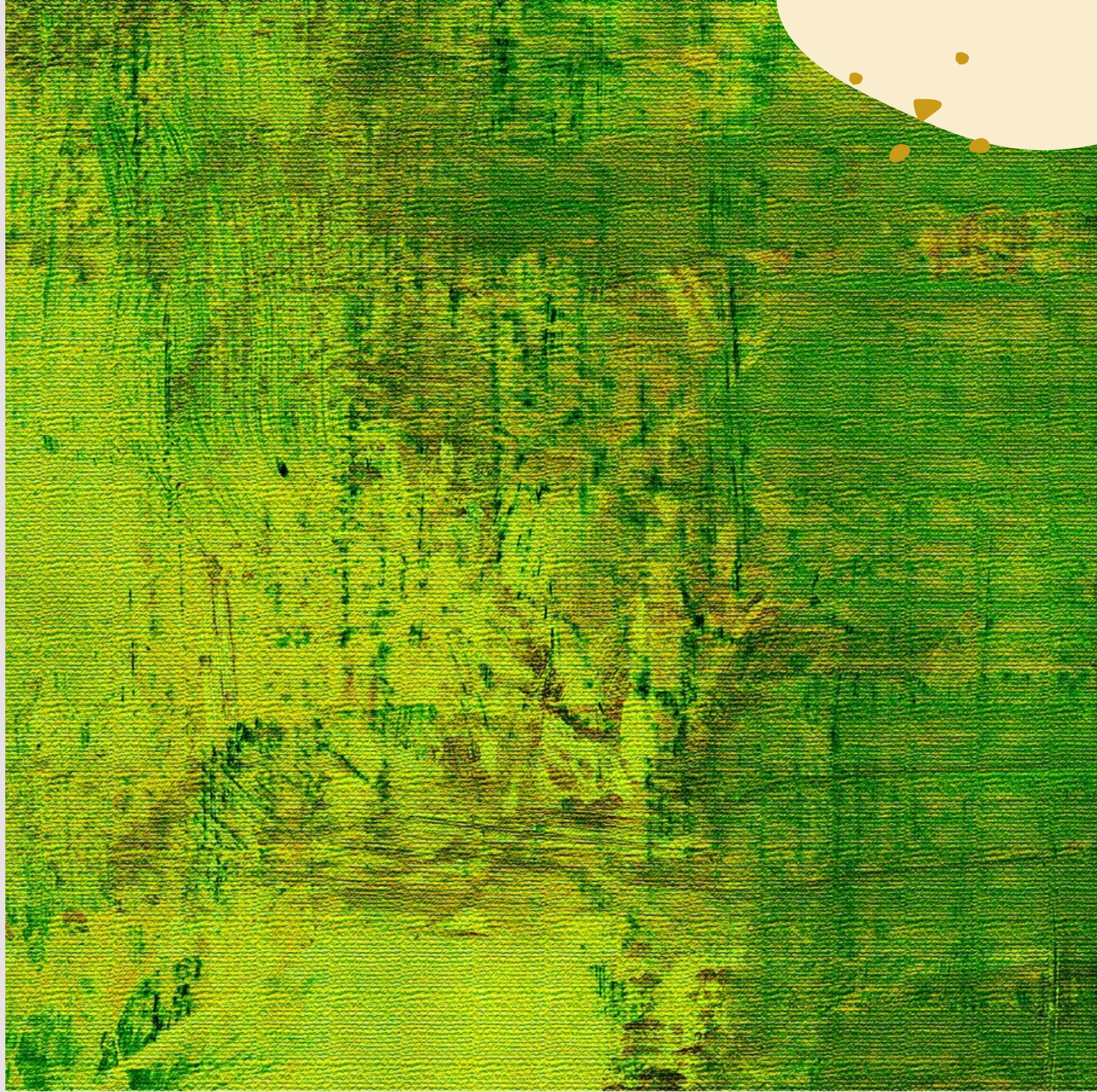


Golf Operations  
Recommendations  
to Member/Board  
Exchange  
Ideas/Concerns

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# Golf Issues Raised

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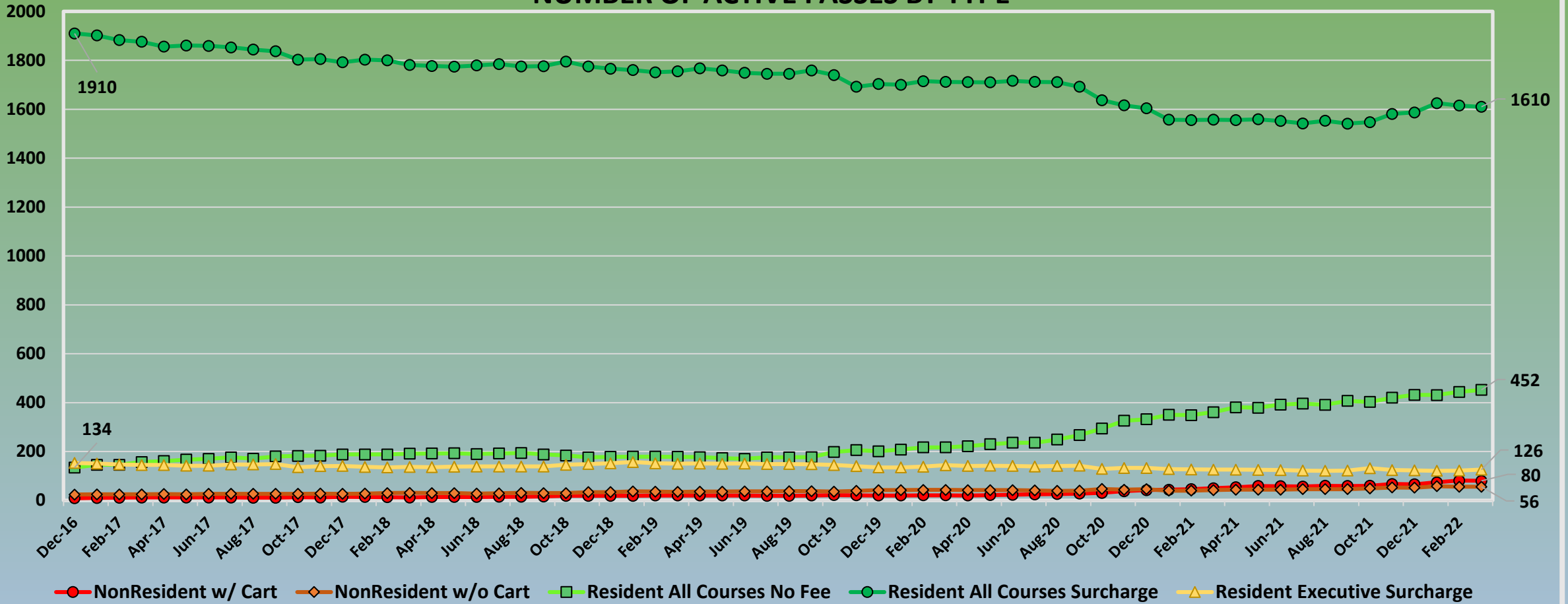
- Non-Resident Pass Pricing Too Generous
- Non-Resident Portal Access
- Tournament Play
- Overall Dissatisfaction with Allowing Outside Play

# Non-Resident Passes

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- Pass has been offered since 2010 (with 5-day access)
- 136 Current Active Passes (80 with cart, 56 without cart)
- 2022 Revenue \$293,509
- 3% of Rounds Played
- Average Green Fee per Round
  - Resident No Fee Annual Pass \$12.37
  - Non-Resident No Fee Annual Pass \$20.18
  - Overall Average Green Fee \$17.98

## NUMBER OF ACTIVE PASSES BY TYPE



# Non-Resident Passes - Recommendation

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- Propose \$250 Increase to Non-Resident Passes
  - Potential Consequences
    - Fewer number of passes sold lowering revenue
      - Any revenue shortfall would be covered by Operations or Fee Increases
      - Difficult to regain sales once changes implemented

# Portal Access

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- Was Granted when automated draw was instituted to maintain the same t-time process realized with the in-person draw
- Removal from automated process would severely limit the viability of the prepaid card
  - Would expect significant decrease in pass sales, especially when coupled with price increase
  - Complete removal of outside pass sales could be offset by raising Resident Passes by an average of \$105

# Portal Access - Recommendation

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- Continue to Allow Portal Access for Non-Resident Passholders
- Risk of Losing all revenue will drive Member pricing higher

# Tournament Play

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- Tournament play accounted for less than 1% of 2021 rounds played
- Tournament play accounted for 1.6% of 2022 rounds played through April, but accounts for 3.5% of revenue (includes revenue from range balls, cart fees and booking fees)
- Currently Non-resident tournament groups will not be booked if there is not adequate space available for Member play. Unwritten policy is to have one course open both North and South of Grand Avenue



# Tournament Play - Recommendation

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- Addition to BP 17, Golf Tournament & Event Criteria
  - Change “adequate play is available for residents” to “one regulation course is available for non-tournament play on each side of Grand Avenue.”
- Limit Non-Resident Tournament play to booking 10 months in advance of requested play date.
- Prevent Non-Resident Tournament play from booking more than two events per month and consecutive weeks for the same day of the week.
- Prevent Non-resident tournament play from booking during the overseed process, or any other time four or more of our courses are closed or have golf cart restrictions.

# Outside Play

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- 2021 Revenue \$1,430,240 (assuming 50% of cart revenue used by RCSC cardholders)
- Increased Cost to replace this revenue (assuming no change in playing habits due to increased fees):
  - \$4.94 fee per round for cardholders and guests
  - \$631 for Annual No Fee Pass Based on 452 Active passes
  - \$412 for Annual Surcharge Pass Based on 1610 active passes