

December Golf Report

December's 28,803 rounds are down prior year by (1,801) (-6%) and above budget by 4,337 rounds (+18%).

Regulation Executive courses were down (1,275) rounds vs. prior year and up 2,525 rounds vs. budget courses were down (526) rounds vs. prior year and up 1,812 rounds vs. budget

Member Member Guest Public Employee

rounds were down (1,716) rounds vs. prior year and up 3,641 vs. budget rounds were up 222 rounds vs. prior year and up 241 vs. budget rounds were down (197) rounds vs. prior year and up 421 vs. budget rounds were down (110) rounds vs. prior year and up 34 vs. budget.

Unlimited Cards Kachina Cards Coyote Cards

ardssales are up 4 vs. prior year and up 18 vs. budgetdssales are down (11) vs. prior year and up 10 vs. budgetdssales are down (19) vs. prior year and up 43 vs. budget

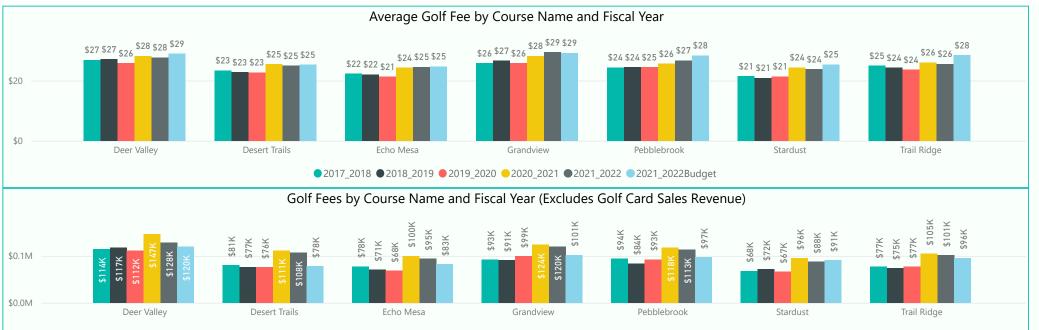
Range Ball Key sales are down (24) vs. prior year and up 57 vs. budget

See charts that follow for further details

2.31" of rainfall in December. Total Calendar 2021 accumulation 7.41"

| · | | | | | | | | | | | | | | |
|---|------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Year | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Annual |
| | 2021 | 0.92 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.53 | 0.86 | 0.37 | 0.42 | 0.00 | 2.31 | 7.41 |
| Г | Mean | 0.92 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.53 | 0.86 | 0.37 | 0.42 | 0.00 | 2.31 | 7.41 |
| | Max | 0.92 2021 | 0.00 2021 | 0.00 2021 | 0.00 2021 | | 0.00 2021 | 2.53 2021 | 0.86 2021 | 0.37 2021 | 0.42 2021 | 0.00 2021 | 2.31 2021 | 7.41 2021 |
| | Min | 0.92 2021 | 0.00 2021 | 0.00 2021 | 0.00 2021 | 0.00 2021 | 0.00 2021 | 2.53 2021 | 0.86 2021 | 0.37 2021 | 0.42 2021 | 0.00 2021 | 2.31 2021 | 7.41 2021 |

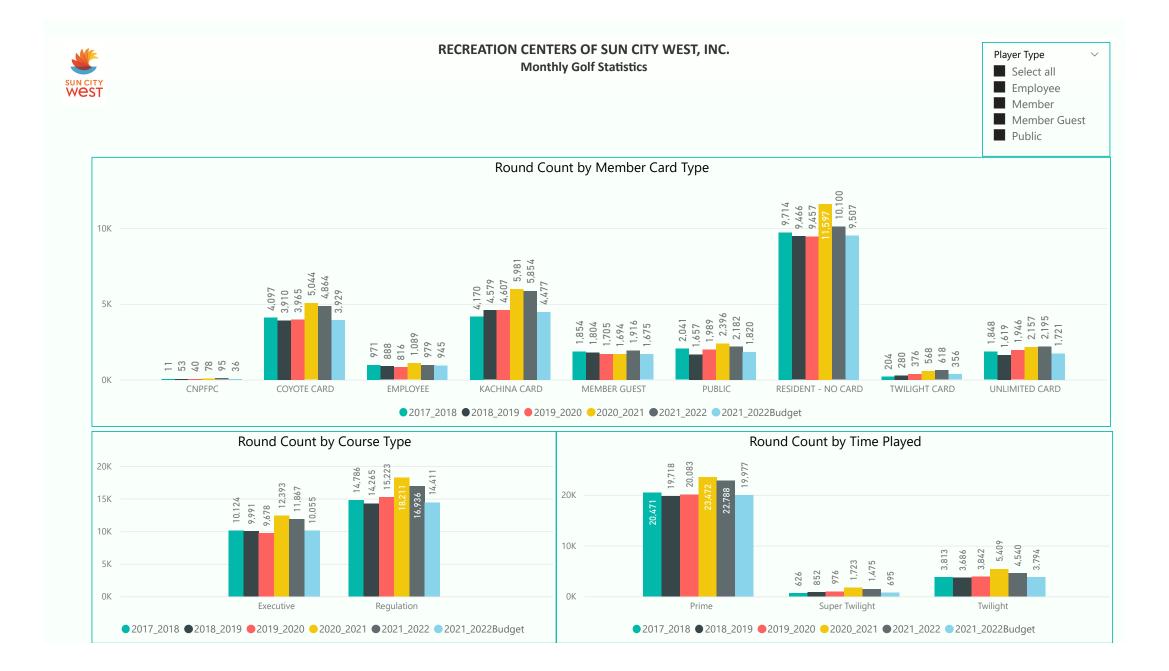


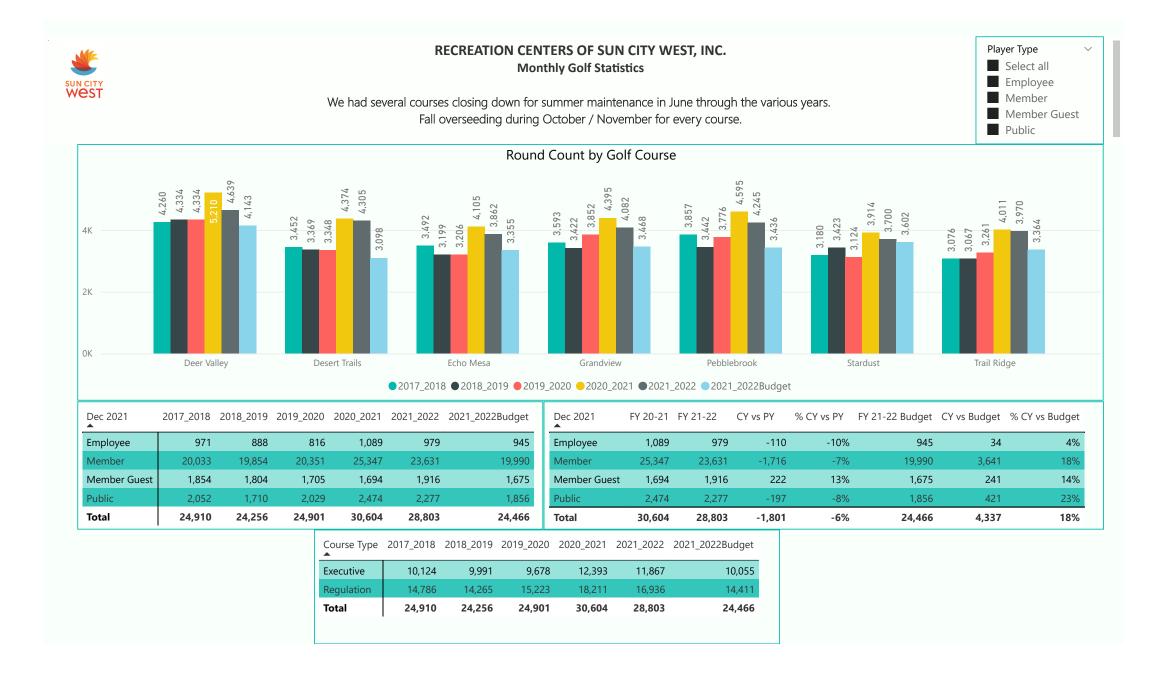


●2017_2018 ●2018_2019 ●2019_2020 ●2020_2021 ●2021_2022 ●2021_2022Budget

| Average Golf Fee by Member Type (excludes Golf Card Sales Revenue) | | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|-----------------|
| Player Type | 2017_2018 | 2018_2019 | 2019_2020 | 2020_2021 | 2021_2022 | 2021_2022Budget |
| Employee | \$5 | \$5 | \$6 | \$6 | \$6 | \$10 |
| Member | \$22 | \$22 | \$22 | \$24 | \$24 | \$25 |
| Member Guest | \$40 | \$41 | \$41 | \$45 | \$46 | \$46 |
| Public | \$39 | \$39 | \$37 | \$44 | \$44 | \$46 |
| Total | \$24 | \$24 | \$24 | \$26 | \$26 | \$27 |
| | | | | | | |

| Golf Fees by Member Type (Excludes Golf Card Sales Revenue) | | | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|-----------------|--|
| Player Type | 2017_2018 | 2018_2019 | 2019_2020 | 2020_2021 | 2021_2022 | 2021_2022Budget | |
| Employee | \$5,200 | \$4,830 | \$4,510 | \$6,540 | \$6,144 | \$9,569 | |
| Member Guest | \$73,617 | \$73,142 | \$69,082 | \$76,239 | \$87,967 | \$77,085 | |
| Public | \$79,133 | \$66,401 | \$74,254 | \$108,506 | \$100,197 | \$85,012 | |
| Member | \$446,924 | \$442,062 | \$444,197 | \$609,466 | \$559,766 | \$495,557 | |
| Total | \$604,874 | \$586,435 | \$592,043 | \$800,751 | \$754,074 | \$667,223 | |









December Fiscal Year to Date

2021-22 Fiscal Year to Date 128,409 rounds are down (2597) rounds vs. prior year and up 18,774 rounds vs. budget.

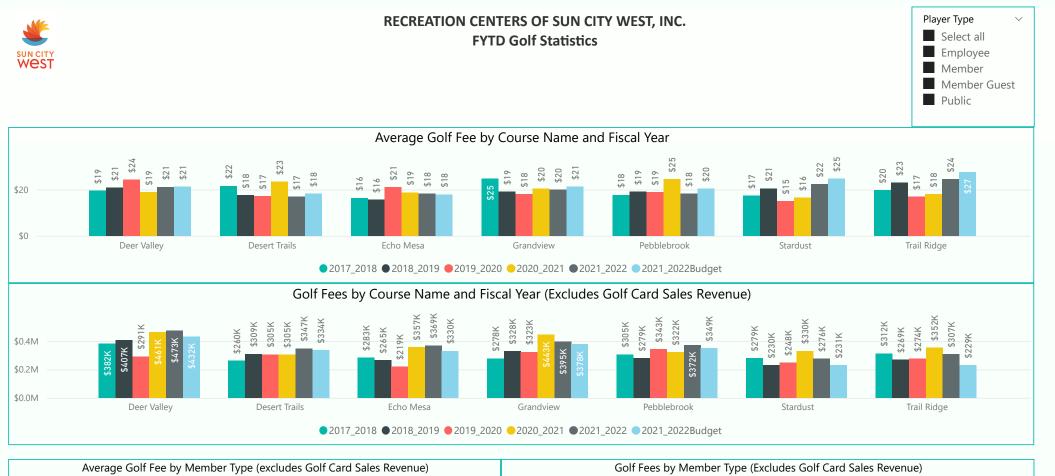
Regulationcourses were down (3,660) rounds vs. prior year and up 11,698 rounds vs. budgetExecutivecourses were up 1,063 rounds vs. prior year and up 7,076 rounds vs. budget

| Member | rounds were down (4,535) rounds vs. prior year and up 14,655 vs. budget |
|--------------|---|
| Member Guest | rounds were up 1,305 rounds vs. prior year and up 1,133 vs. budget |
| Public | rounds were up 1,334 rounds vs. prior year and up 2,484 vs. budget |
| Employee | rounds were down (501) rounds vs. prior year and up 502 vs. budget |

| Unlimited Cards | sales are up 24 vs. prior year and up 36 vs. budget |
|-----------------|---|
| Kachina Cards | sales are up 41 vs. prior year and up 57 vs. budget |
| Coyote Cards | sales are up 44 vs. prior year and up 12 vs. budget |

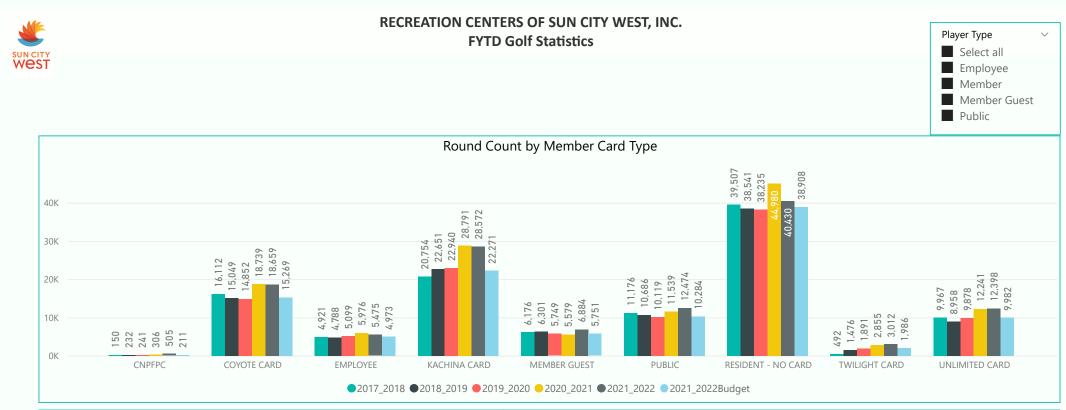
Range Ball Key sales are up 51 vs. prior year and up 367 vs. budget

| Significant Course Closures: | Fall Over-seeding | Summer Closure | COVID-19 Closure |
|------------------------------|---|-----------------------|--|
| Pebblebrook (R) | Oct 21 - Nov 16, 2021 | May 26 -Oct 19 2020 | Apr 14 - May 03, 2020 All Courses |
| Stardust (E) | Sep 23 - Oct 19, 2021 | Jun 7, - Oct 19, 2021 | |
| Grandview (R) | Oct 21 - Nov 16, 2021 | May 29 - Oct 17, 2020 | |
| Echo Mesa (E) | Sep 23 - Oct 19, 2021 | May 28 - Oct 23, 2019 | Jul 27 - Aug 16, 2020 Lack of Maintenance Crew |
| Trail Ridge (R) | Sep 23 - Oct 19, 2021 | Jul 5 - Oct 19, 2021 | |
| Deer Valley (R) | Sep 23 - Oct 19, 2021 | Jul 1 - Oct 23, 2019 | |
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| Desert Trails (E) | Oct 21 - Nov 16, 2021 | May 26 - Oct 19, 2020 | |

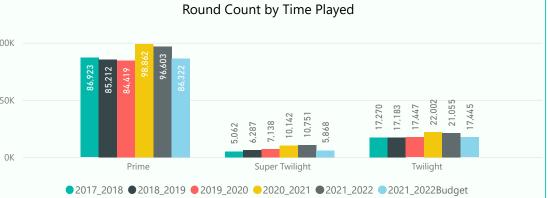


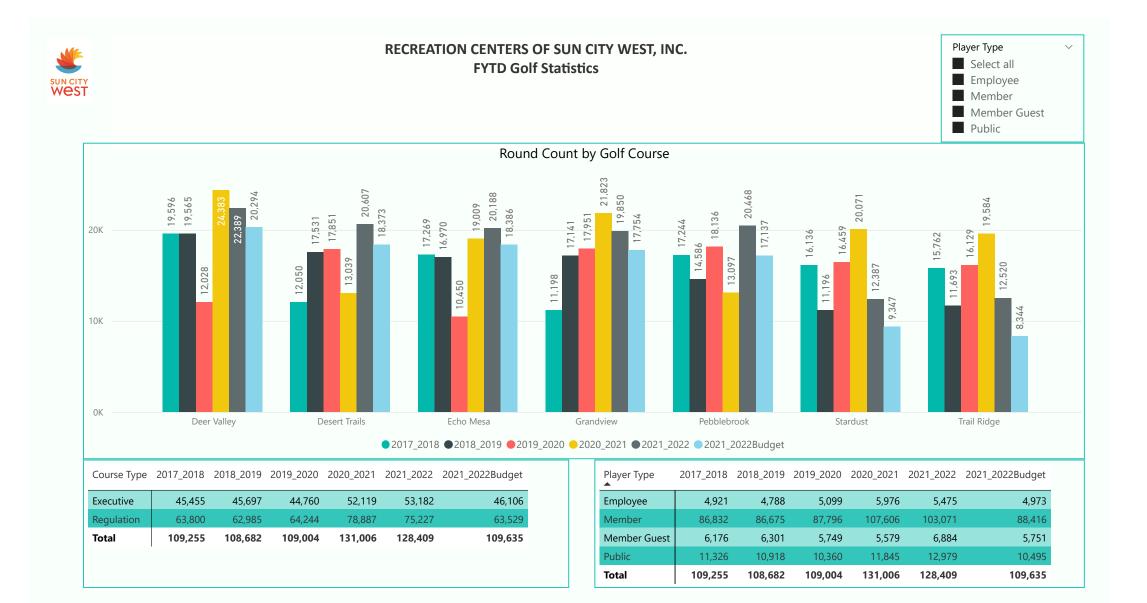
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|--------------|-----------|-----------|-----------|-----------|-----------|-----------------|
| Player Type | 2017_2018 | 2018_2019 | 2019_2020 | 2020_2021 | 2021_2022 | 2021_2022Budget |
| Employee | \$2 | \$2 | \$2 | \$2 | \$2 | \$4 |
| Member | \$18 | \$18 | \$17 | \$18 | \$18 | \$19 |
| Member Guest | \$35 | \$35 | \$35 | \$38 | \$38 | \$39 |
| Public | \$29 | \$31 | \$29 | \$33 | \$32 | \$35 |
| Total | \$19 | \$19 | \$18 | \$20 | \$20 | \$21 |
| | | | | | | |

| | Golf Fee | es by Member | Type (Exclude | es Goir Card Sa | ales Revenue | ·) |
|------------------|-------------|--------------|---------------|-----------------|--------------|-----------------|
| Player Type ▲ | 2017_2018 | 2018_2019 | 2019_2020 | 2020_2021 | 2021_2022 | 2021_2022Budget |
| Employee | \$10,790 | \$10,720 | \$8,820 | \$13,122 | \$11,904 | \$19,418 |
| Member | \$1,544,530 | \$1,520,096 | \$1,499,672 | \$1,955,974 | \$1,849,966 | \$1,676,199 |
| Member Guest | \$213,579 | \$217,777 | \$199,049 | \$210,464 | \$258,326 | \$222,458 |
| Public | \$329,729 | \$337,678 | \$296,477 | \$390,277 | \$418,843 | \$364,138 |
| Total | \$2,098,627 | \$2,086,271 | \$2,004,018 | \$2,569,837 | \$2,539,039 | \$2,282,213 |

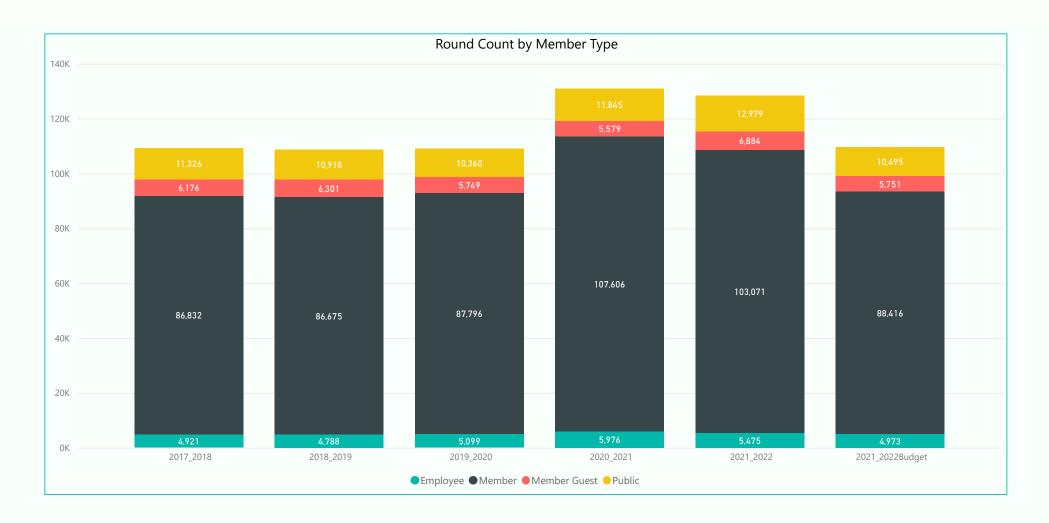


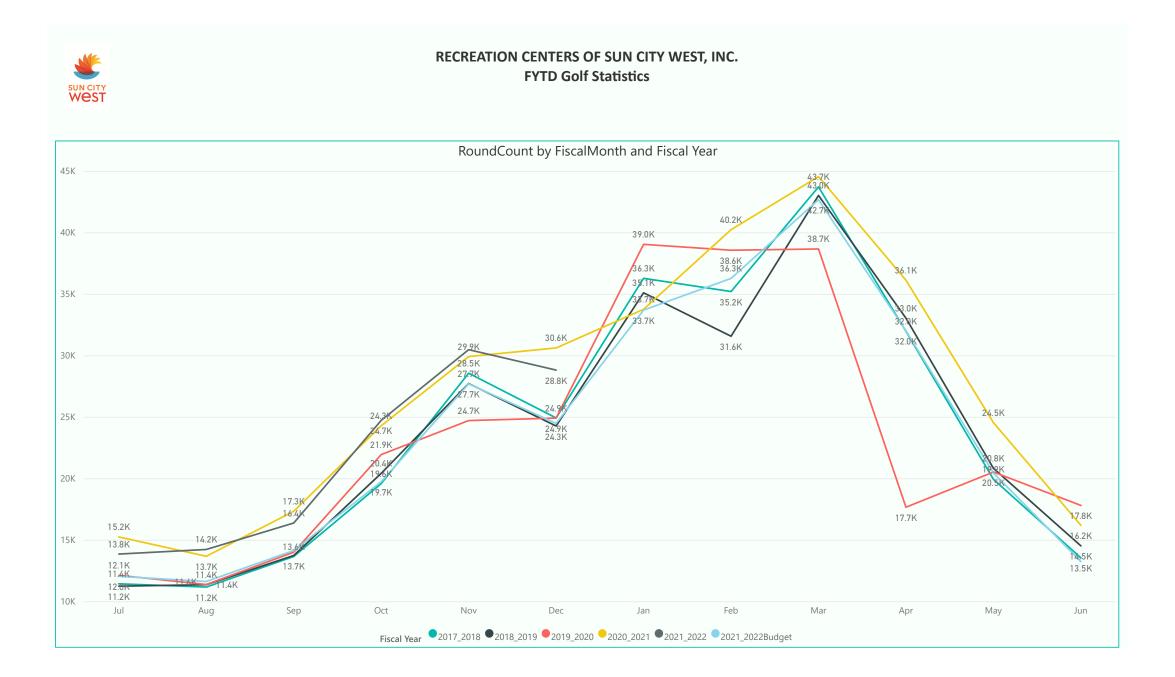




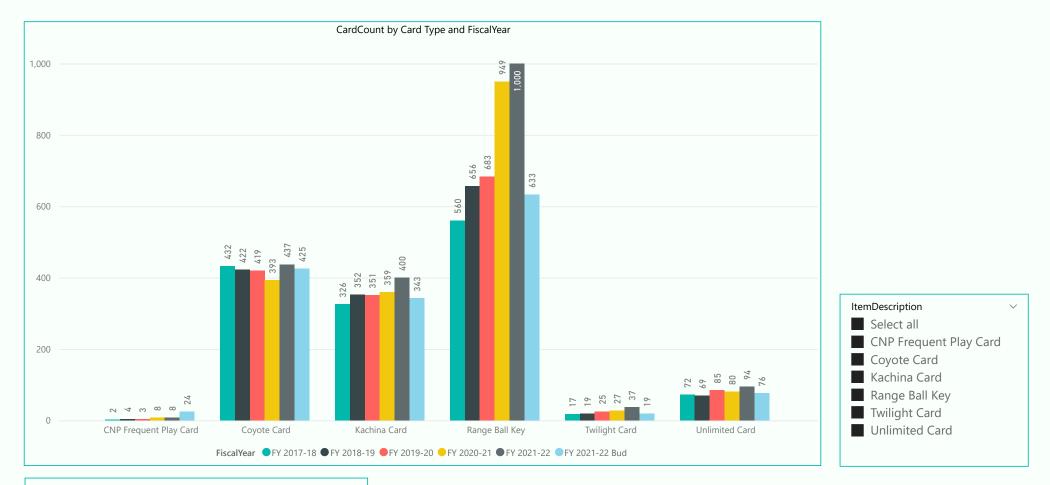






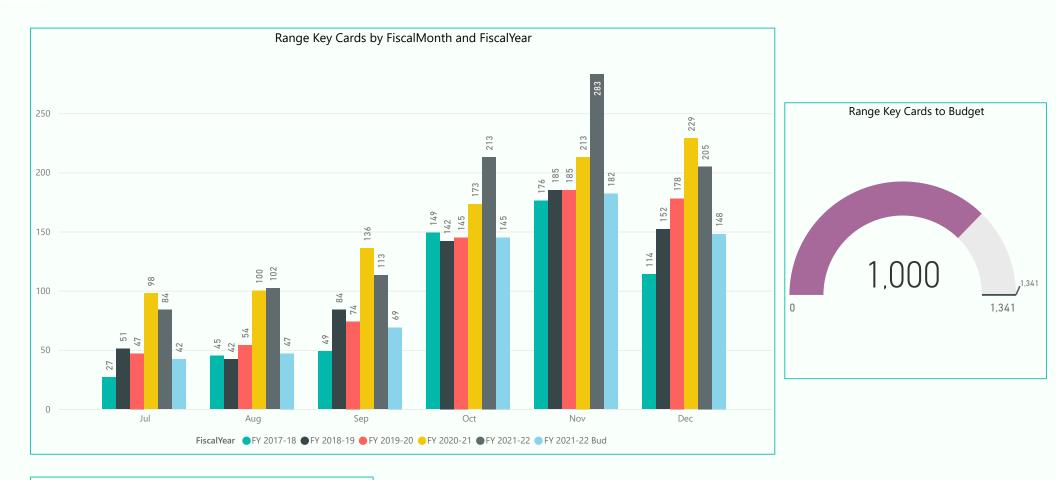






Range Ball Key Program was introduced in October 2016





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