



# CFO's Golf Report 2.2

For the month of December and Fiscal Year 2025

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# Monthly Summary for Golf Rounds & Golf Cards Sold

For the month of December and Fiscal Year 2025

December's 30,321 rounds are below prior year by (179) rounds or (0.6%) and above budget by 10 rounds or 0.0%.

17,978 Regulation rounds are below prior year by (231) rounds or (1.3%) and below budget by (118) rounds or (0.7%).

12,343 Executive rounds are above prior year by 52 rounds or 0.4% and above budget by 128 rounds or 1.1%.

24,436 Member rounds are below prior year by (215) rounds or (0.9%) and below budget by (62) rounds or (0.3%).

2,808 Guest rounds are below prior year by (76) rounds or (2.6%) and below budget by (58) rounds or (2.0%).

2,083 Public rounds are above prior year by 106 rounds or 5.4% and above budget by 118 rounds or 6.0%.

994 Employee rounds are above prior year by 6 rounds or 0.6% and above budget by 12 rounds or 1.2%.

24,511 Prime rounds are below prior year by (158) rounds or (0.6%) and below budget by (5) rounds or 0.0%.

4,464 Twilight rounds are above prior year by 35 rounds or 0.8% and above budget by 63 rounds or 1.4%.

1,346 Super Twilight rounds are below prior year by (56) rounds or (4.0%) and below budget by (47) rounds or (3.4%).

20 Unlimited Cards sold is below prior year by (5) or (20.0%) and below budget by (5) cards or (20.0%).

74 Kachina Cards sold is below prior year by (2) or (2.6%) and even with budget .

117 Coyote Cards sold is below prior year by (5) or (4.1%) and below budget by (5) cards or (4.1%).

17 Twilight Cards sold is above prior year by 8 cards or 88.9% and above budget by 8 cards or 88.9%.

1 Frequent Play Cards sold is above prior year by 1 card or 0.0% and below budget by (2) cards or (66.7%).

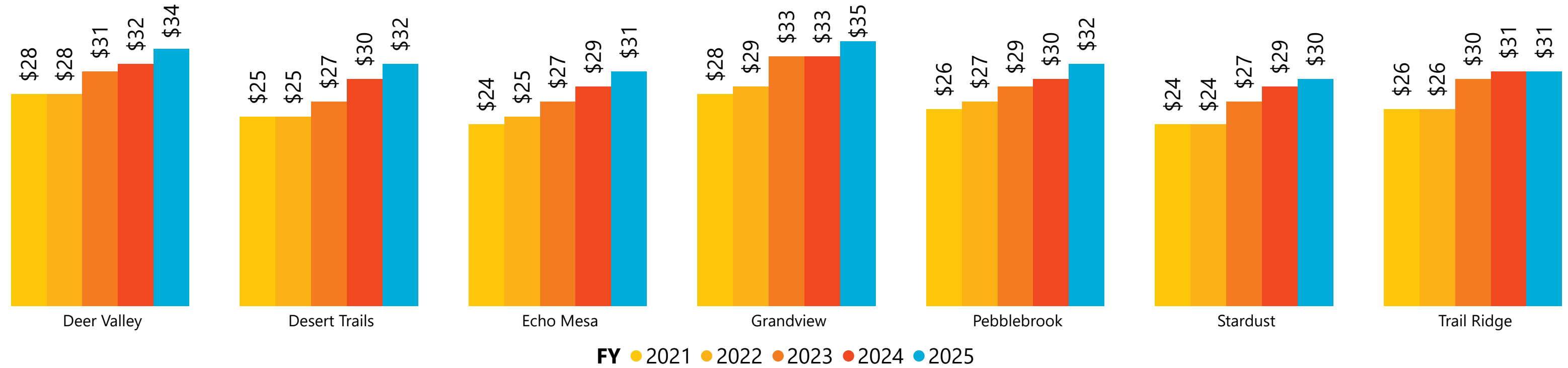
212 Range Cards sold is above prior year by 9 or 4.4% and below budget by (1) cards or (0.5%).



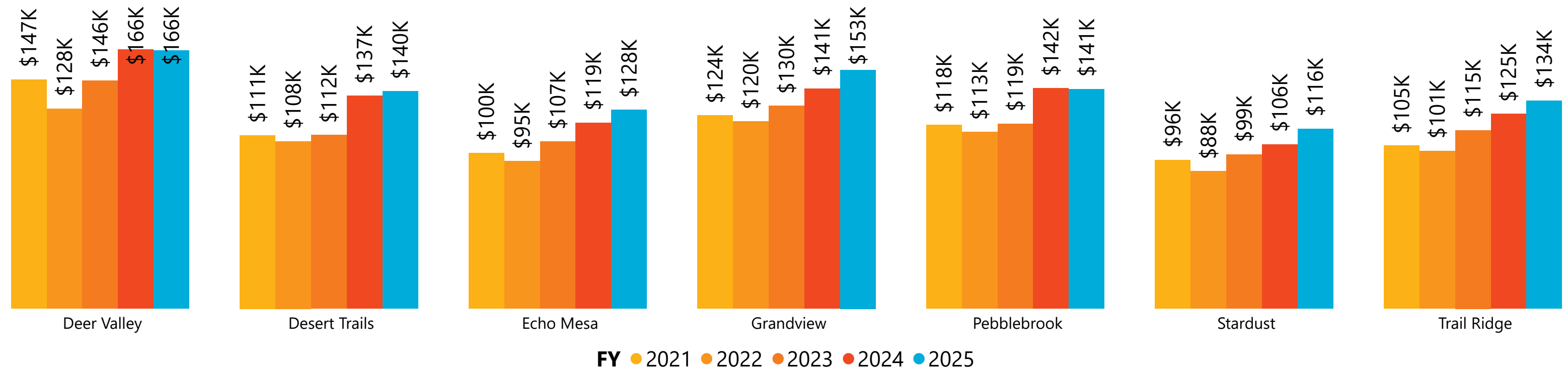
# Golf Fees

For the month of December and Fiscal Year 2025

Average Golf Fee by Course and Fiscal Year



Estimated Golf Fee Revenue by Course and Fiscal Year



Average Golf Fee by Member Type

Final Breakdown	2021	2022	2023	2024	2025
Guest	\$45	\$46	\$52	\$55	\$62
Public	\$44	\$44	\$52	\$44	\$44
Member	\$24	\$24	\$26	\$28	\$29
Employee	\$6	\$6	\$6	\$6	\$7

Estimated Total Golf Fees by Member Type

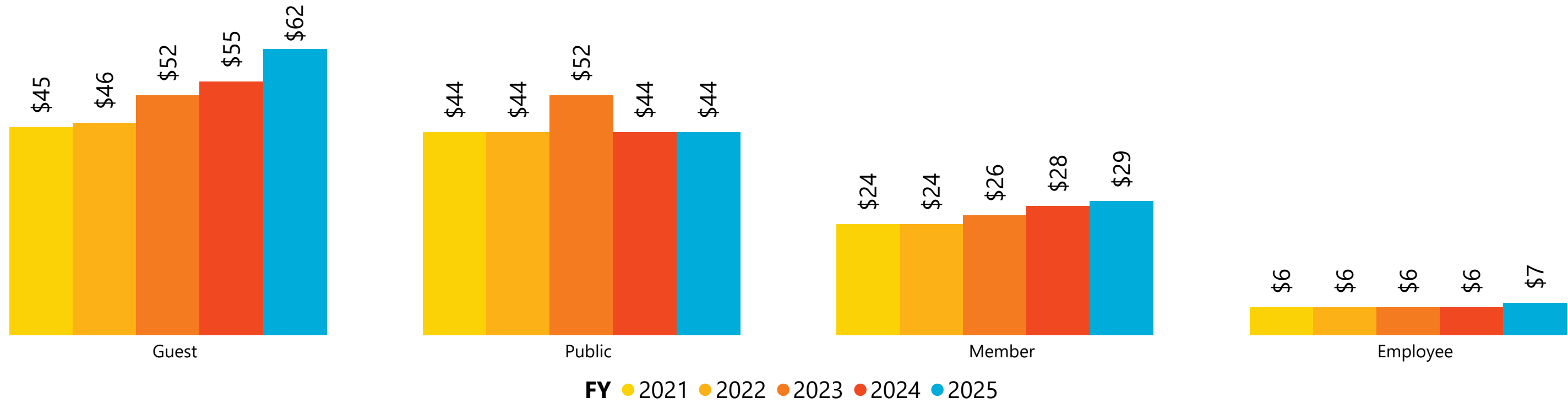
Final Breakdown	2021	2022	2023	2024	2025
Member	\$609,466	\$559,740	\$584,321.1599999999	\$685,946	\$703,874
Guest	\$76,239	\$87,967		\$117,007	\$158,350
Public	\$108,506	\$100,197		\$121,440	\$86,204
Employee	\$6,540	\$6,144		\$5,280	\$5,640



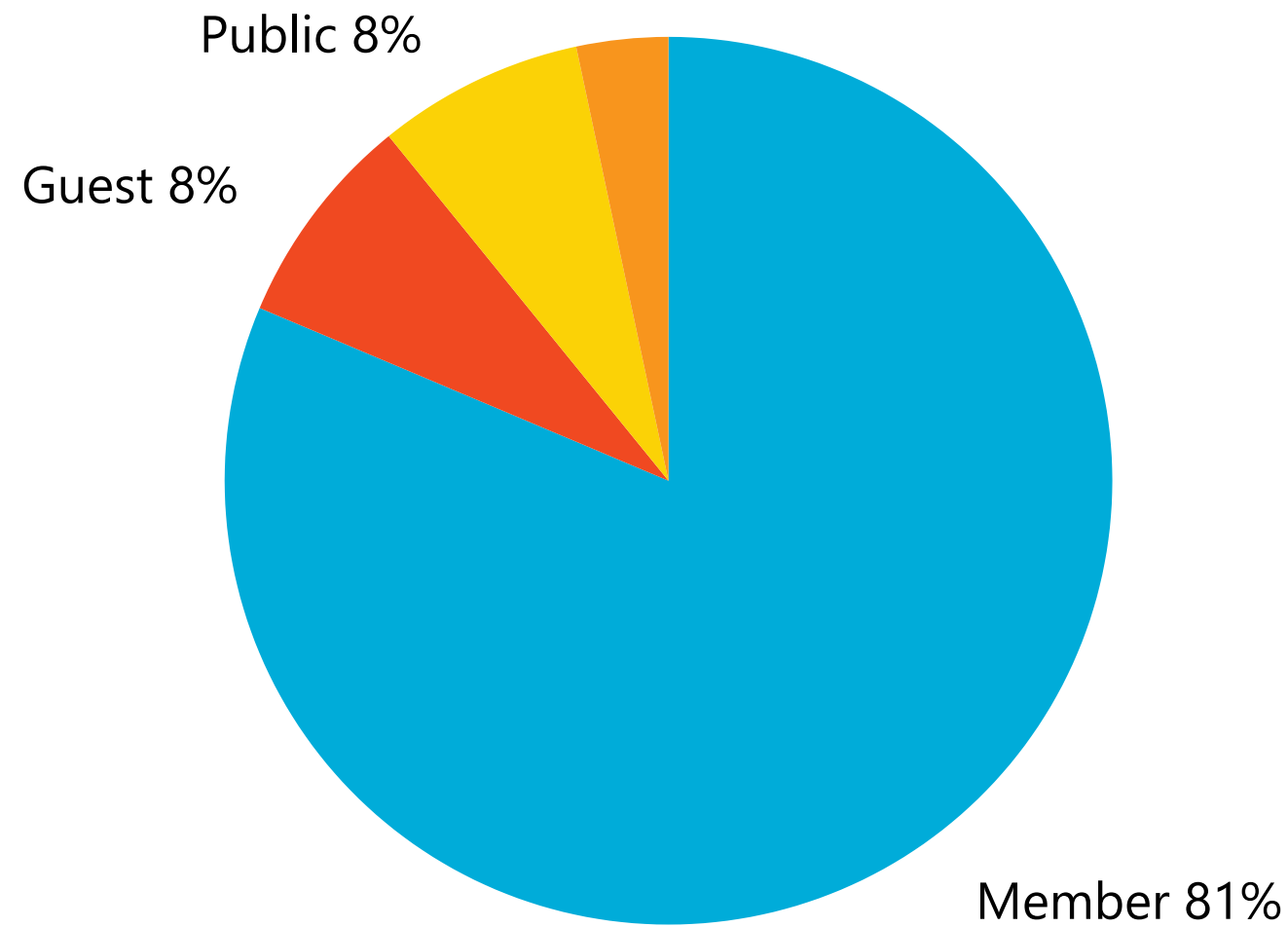
# Golf Rounds by Player Type

For the month of December and Fiscal Year 2025

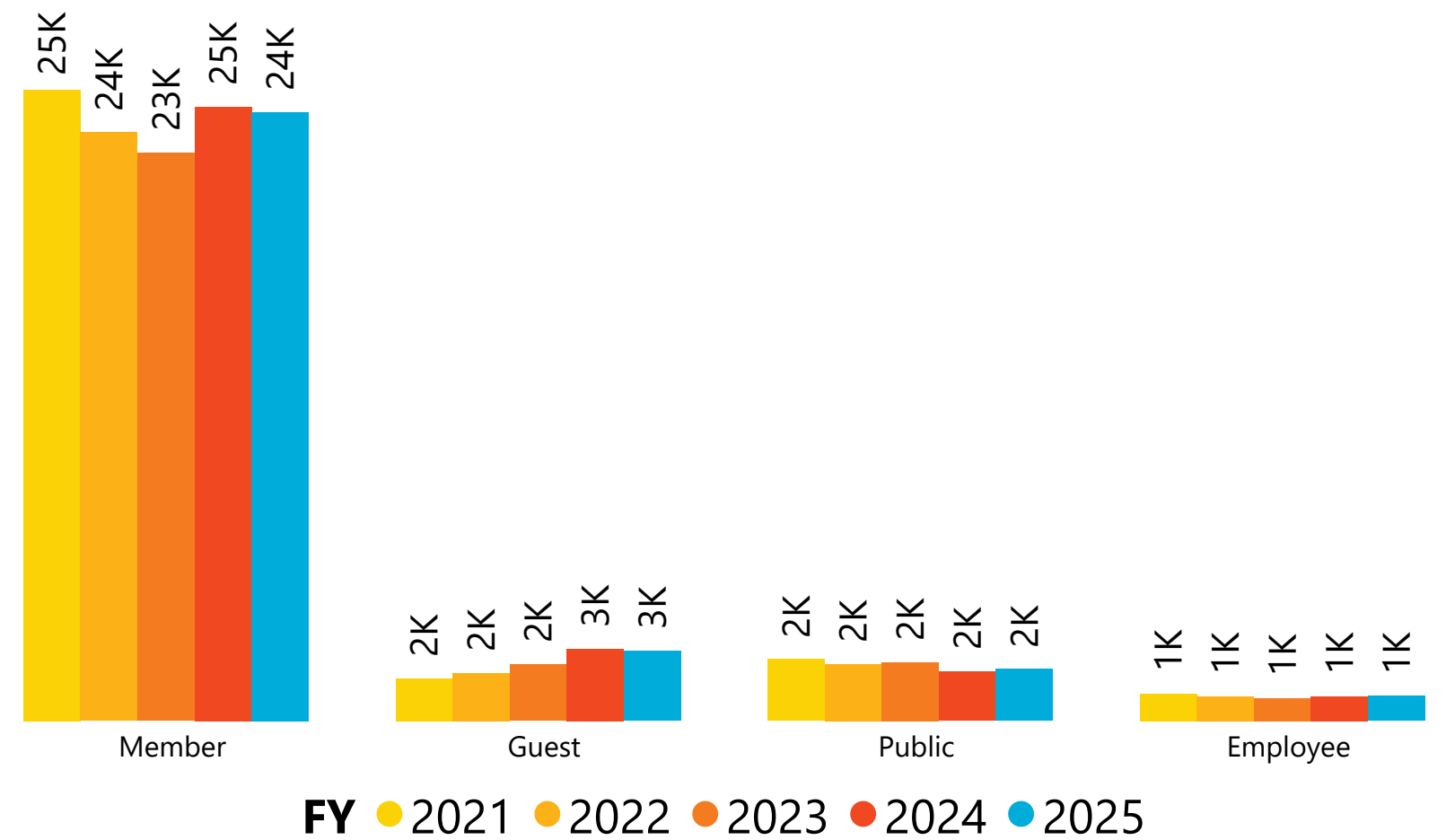
Average Golf Fee by Player Type and Fiscal Year



Round Count by Members Type for Current Fiscal Month



Round Count by Player Type and Fiscal Year



Estimated Total Golf Fees by Member Status

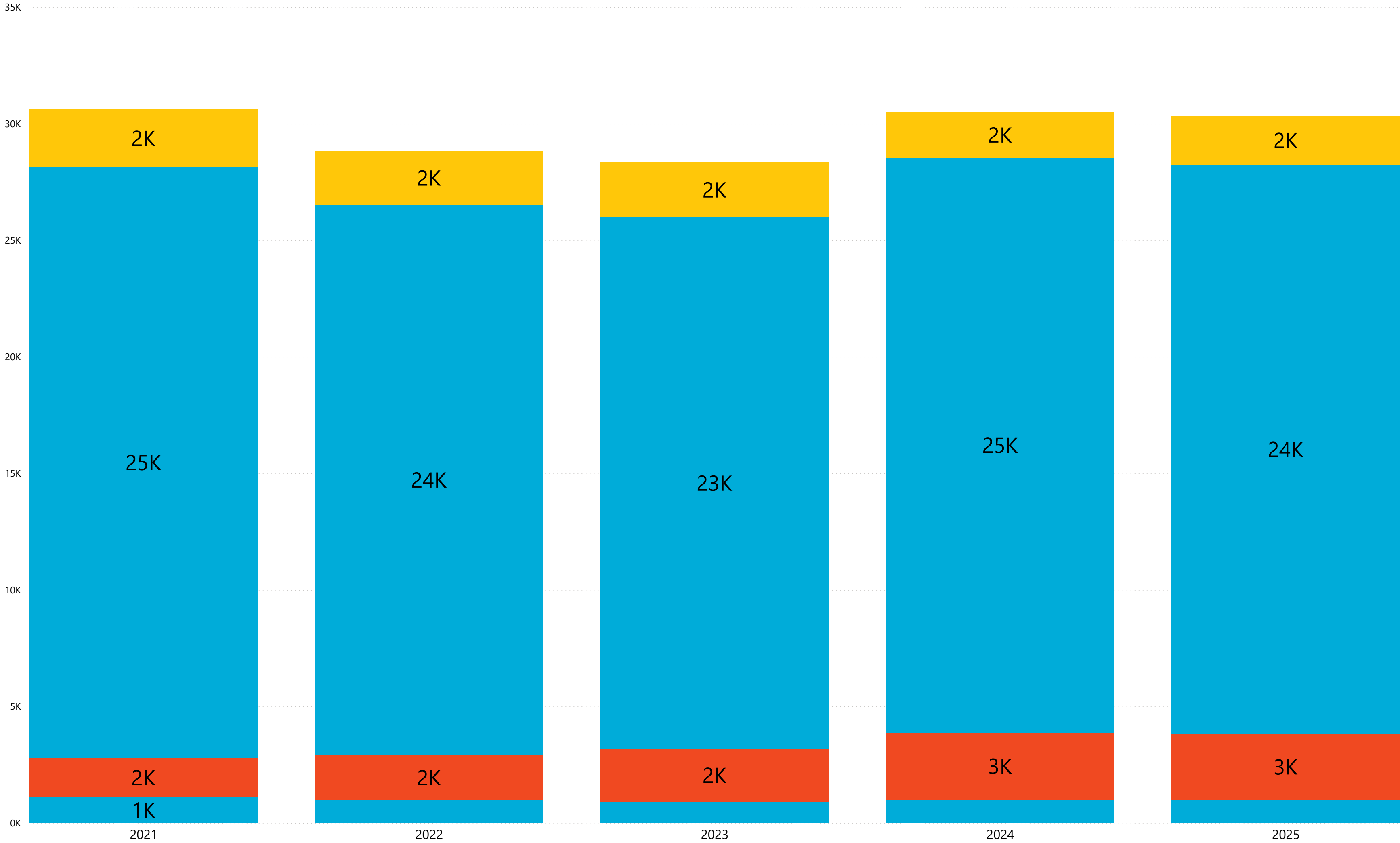
Member Status	2021	2022	2023	2024	2025
Member	\$616,006	\$565,884	\$589,601.1599999999	\$691,586	\$711,029
Non-Member	\$184,745	\$188,164		\$238,447	\$244,554



# Rounds by Player Type per Fiscal Year

For the month of December and Fiscal Year 2025

Round Count by Player Type and Fiscal Year



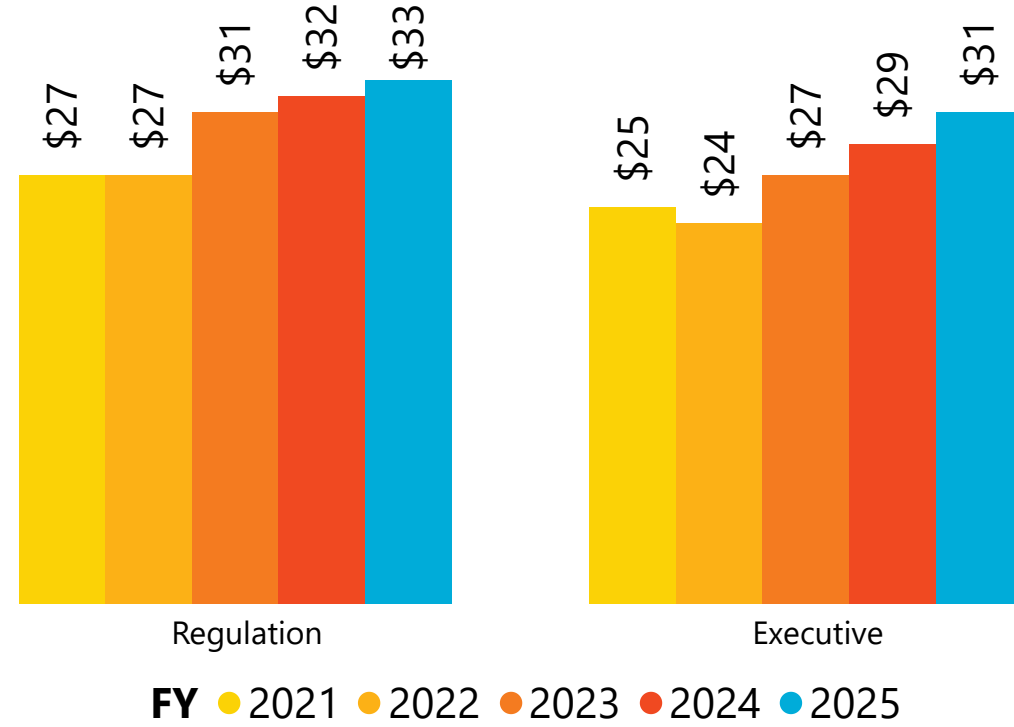
**Final Breakdown** ● Employee ● Guest ● Member ● Public



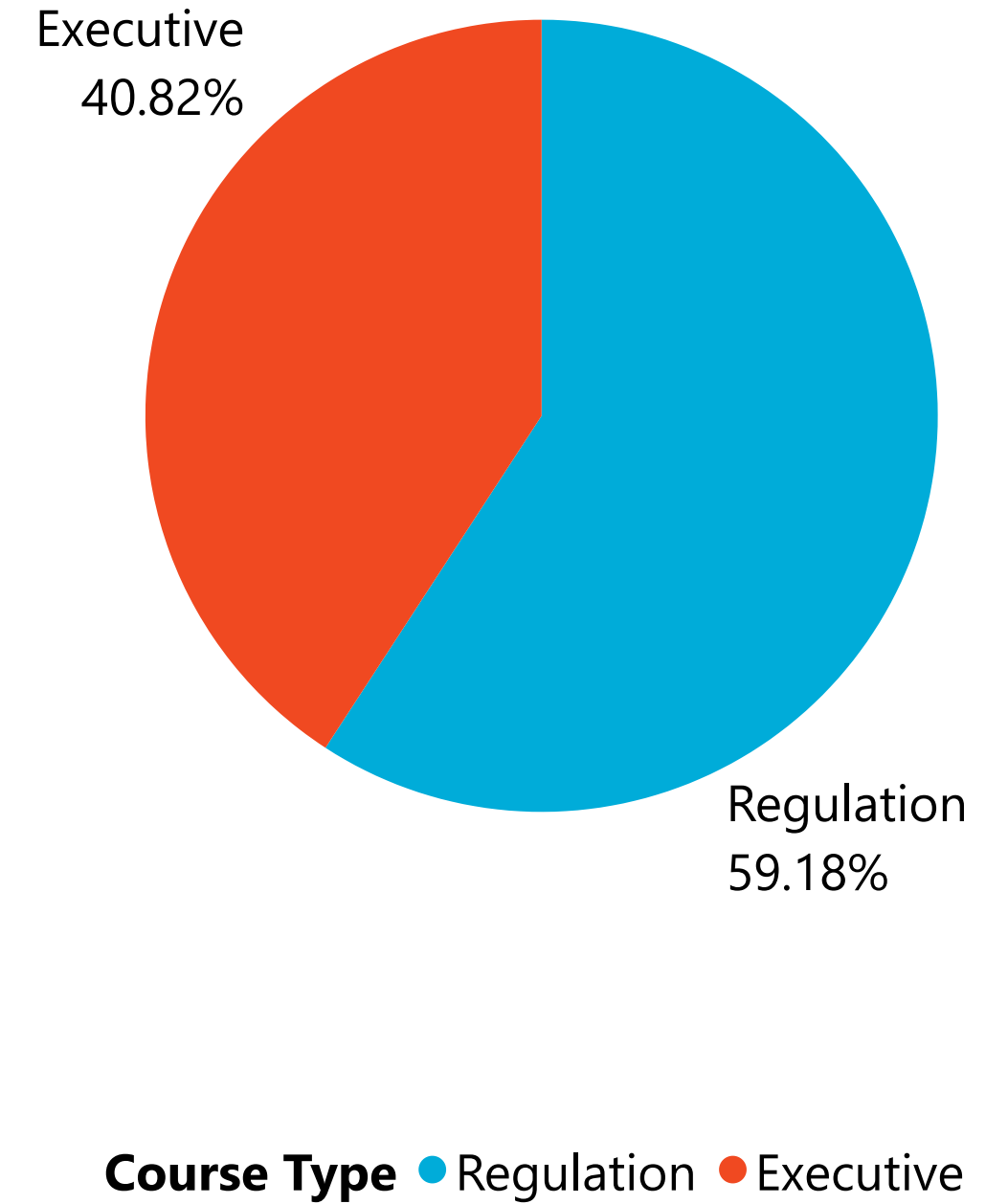
# Golf Fees

For the month of December and Fiscal Year 2025

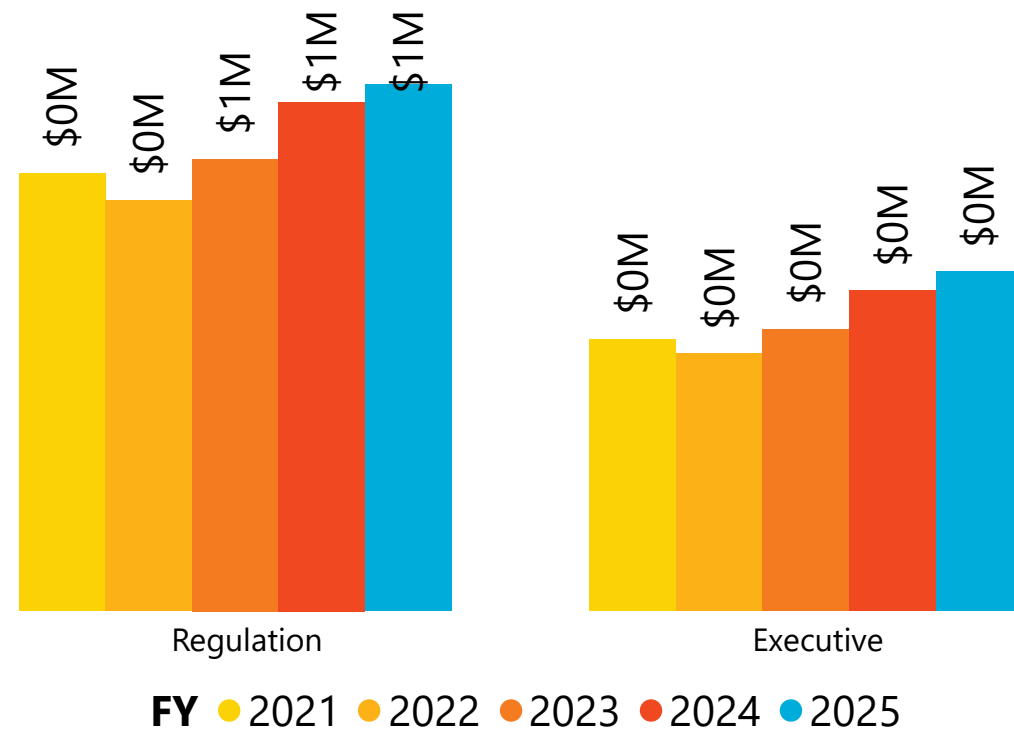
Average Golf Fee per Golf Round by Course Type and Fiscal Year



Golf Rounds by Course Type



Estimated Total Golf Fee Revenue by Course Type Fiscal Year



Average Golf Fee by Member Type

Course Type	2021	2022	2023	2024	2025
Regulation	\$27	\$27	\$31	\$32	\$33
Executive	\$25	\$24	\$27	\$29	\$31

Estimated Total Golf Fees by Member Type

Course Type	2021	2022	2023	2024	2025
Regulation	\$493,877	\$463,539	\$510,133	\$574,435	\$593,818
Executive	\$306,874	\$290,509	\$317,915.16	\$361,705	\$382,728



# Monthly Summary for Golf Cards Sold - Quantities & Esti

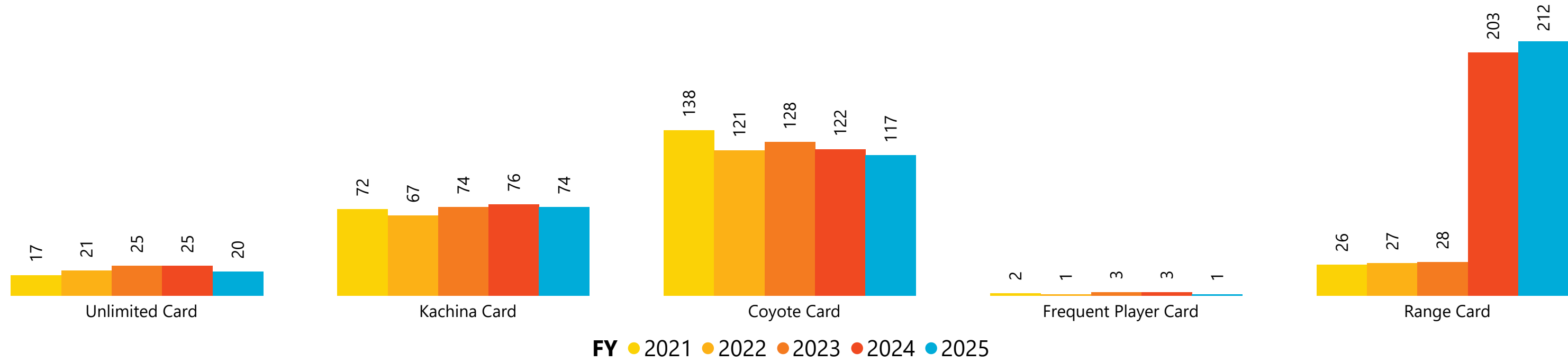
For the month of December and Fiscal Year 2025

Date

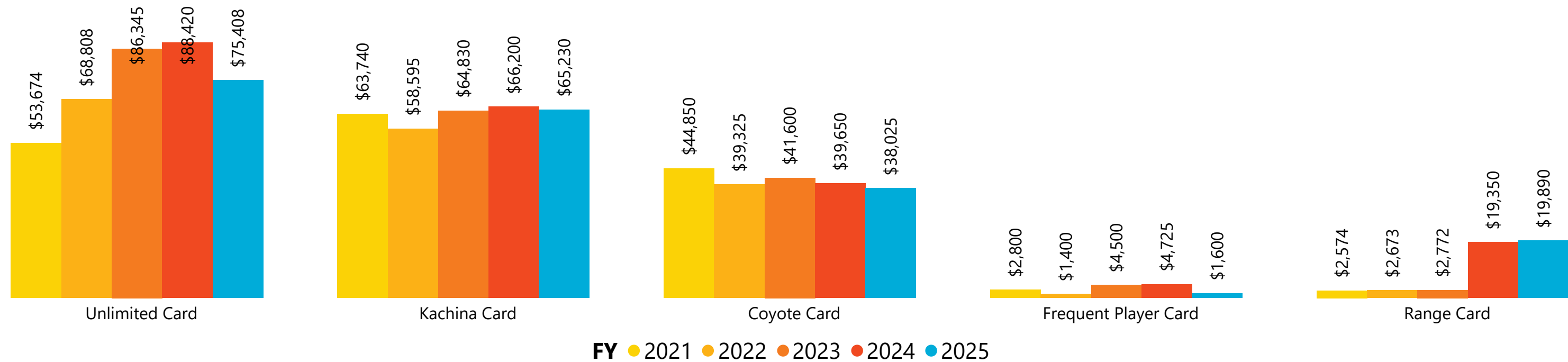
7/1/2020

12/31/2024

Golf Card Sales Quantity for the Fiscal Month by Card Type / Price Level ID and Fiscal Year



Estimated Golf Card Sales Revenue for the Fiscal Month by Card Type / Price Level ID and Fiscal Year



Estimated Card Sales Revenue for the Fiscal Month by Card Type and Fiscal Year

Golf Card Name 2021 2022 2023 2024 2025

Unlimited Card	17	21	25	25	20
Kachina Card	72	67	74	76	74
Coyote Card	138	121	128	122	117
Frequent Player Card	2	1	3	3	1
Range Card	26	27	28	203	212

Estimated Card Sales Revenue for the Fiscal Month by Card Type and Fiscal Year

Golf Card Name 2021 2022 2023 2024 2025

Unlimited Card	\$53,674	\$68,808	\$86,345	\$88,420	\$75,408
Kachina Card	\$63,740	\$58,595	\$64,830	\$66,200	\$65,230
Coyote Card	\$44,850	\$39,325	\$41,600	\$39,650	\$38,025
Frequent Player Card	\$2,800	\$1,400	\$4,500	\$4,725	\$1,600
Range Card	\$2,574	\$2,673	\$2,772	\$19,350	\$19,890





# Fiscal Year 2025 Summary for Golf Rounds & Golf Cards Sold

Current FYTD 7/1/2024 thru 12/31/2024

FY-2025's 124,288 rounds are below prior year by (4,075) rounds or (3.2%) and below budget by (3,278) rounds or (2.6%).

74,325 Regulation rounds are below prior year by (2,449) rounds or (3.2%) and below budget by (1,972) rounds or (2.6%).

49,963 Executive rounds are below prior year by (1,626) rounds or (3.2%) and below budget by (1,306) rounds or (2.5%).

98,759 Member rounds are below prior year by (4,258) rounds or (4.1%) and below budget by (3,618) rounds or (3.5%).

9,550 Guest rounds are below prior year by (429) rounds or (4.3%) and below budget by (367) rounds or (3.7%).

10,607 Public rounds are above prior year by 801 rounds or 8.2% and above budget by 862 rounds or 8.8%.

5,372 Employee rounds are below prior year by (189) rounds or (3.4%) and below budget by (154) rounds or (2.8%).

96,546 Prime rounds are below prior year by (1,572) rounds or (1.6%) and below budget by (963) rounds or (1.0%).

19,714 Twilight rounds are below prior year by (851) rounds or (4.1%) and below budget by (723) rounds or (3.5%).

8,028 Super Twilight rounds are below prior year by (1,652) rounds or (17.1%) and below budget by (1,592) rounds or

119 Unlimited Cards sold is below prior year by 4 cards or 3.5% and above budget by 7 cards or 6.3%.

395 Kachina Cards sold is below prior year by (21) cards or (5.0%) and below budget by (11) cards or (2.7%).

467 Coyote Cards sold is below prior year by (29) cards or (5.8%) and below budget by (29) cards or (5.8%).

50 Twilight Cards sold is below prior year by 12 cards or 31.6% and above budget by 12 cards or 31.6%.

5 CNP Frequent Play Cards sold is below prior year by (3) cards or (37.5%) and below budget by (3) cards or (37.5%).

867 Range Cards sold is below prior year by (277) cards or (24.2%) and below budget by (335) cards or (27.9%).

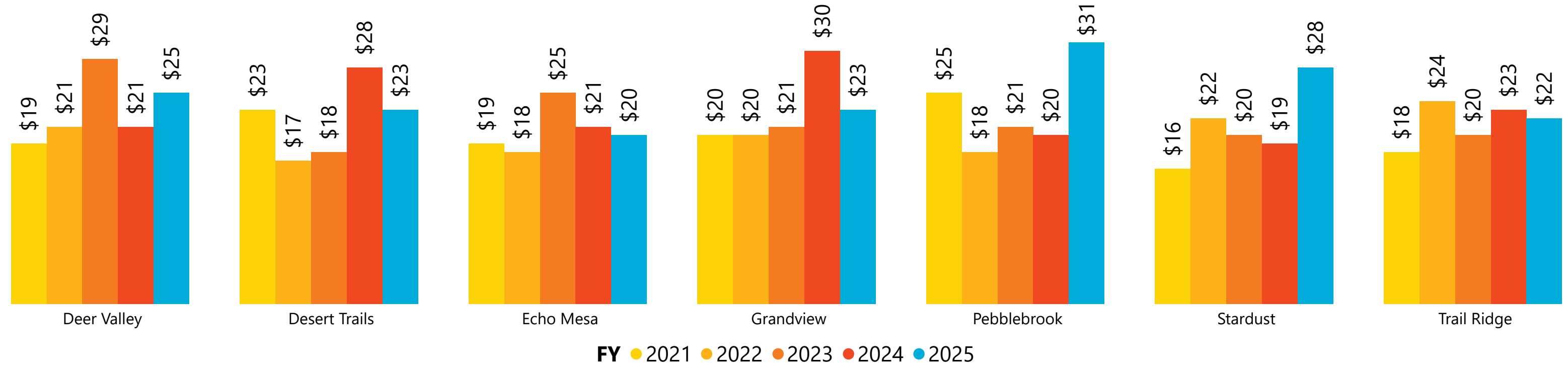




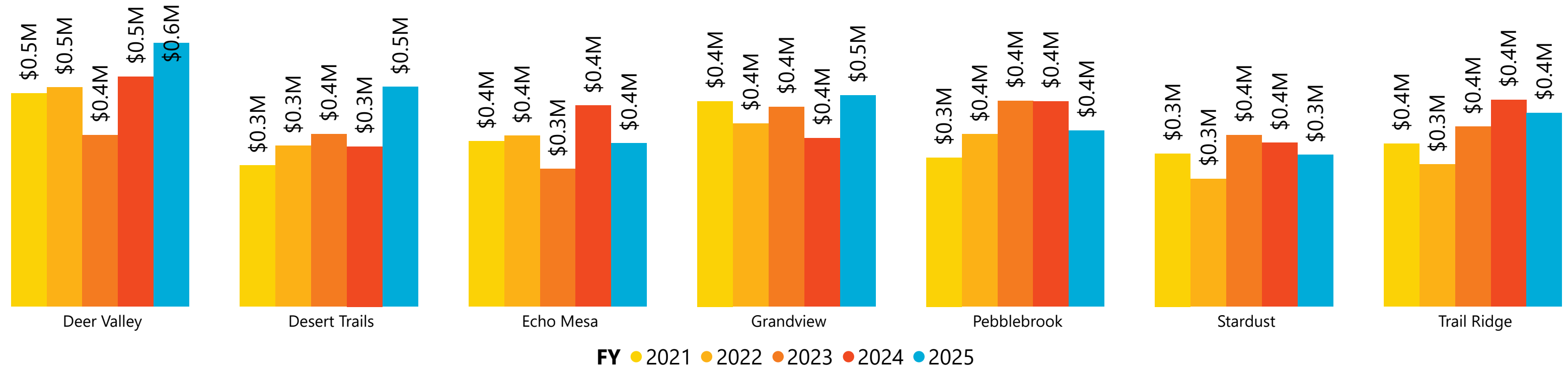
# Golf Fees by Course and Fiscal Year

For each Fiscal Year Starting with July thru December

Estimated Average Golf Fee by Course and Fiscal Year



Estimated Golf Fee Revenue by Course and Fiscal Year



Average Golf Fee by Member Type

Final Breakdown	2021	2022	2023	2024	2025
Guest	\$38	\$38	\$42	\$44	\$51
Public	\$33	\$32	\$35	\$33	\$33
Member	\$18	\$18	\$19	\$21	\$22
Employee	\$2	\$2	\$2	\$2	\$3

Estimated Total Golf Fees by Member Type

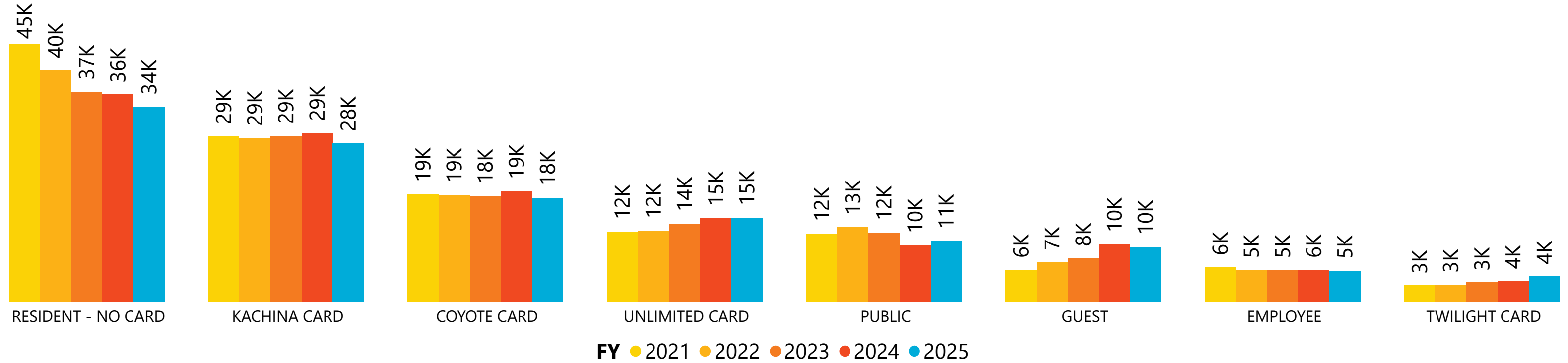
Final Breakdown	2021	2022	2023	2024	2025
Member	\$1,955,974	\$1,849,940	\$1,917,384	\$2,112,609	\$2,127,959
Public	\$390,277	\$418,843	\$426,533	\$319,497	\$351,793
Guest	\$210,464	\$258,326	\$318,054	\$439,542	\$484,053
Employee	\$13,122	\$11,904	\$11,100	\$11,148	\$13,725



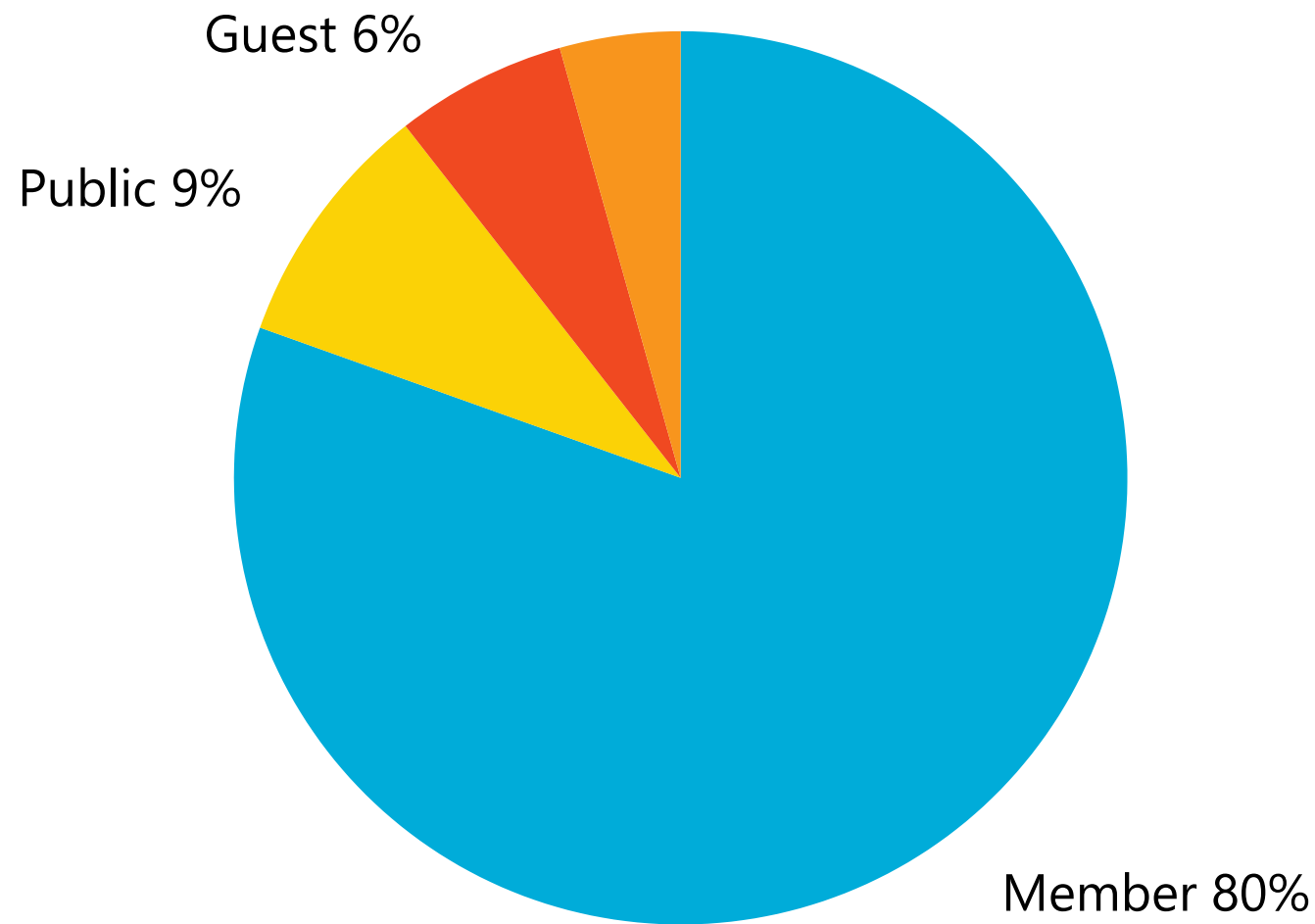
# Golf Rounds by Player Type per Fiscal Year

For each Fiscal Year Starting with July thru December

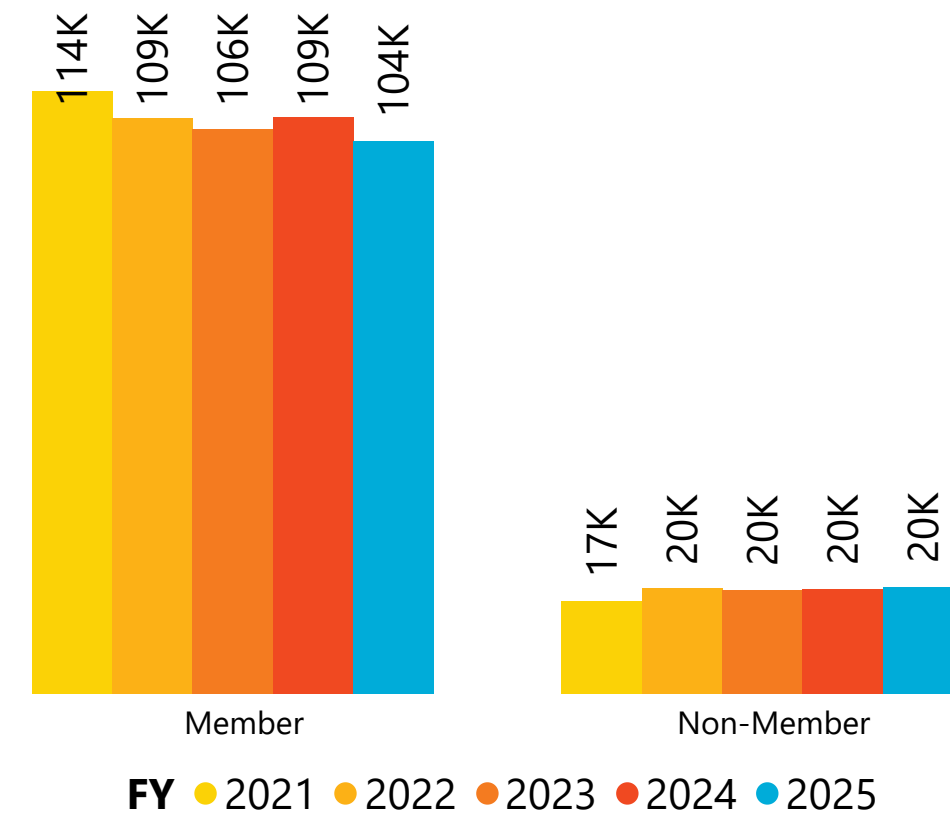
Round Count by Member Card Type and Fiscal Year



Round Count by Player Type for the Current Fiscal Year



Round Count by Player Type and Fiscal Year



Estimated Total Golf Fees by Player Final Breakdown

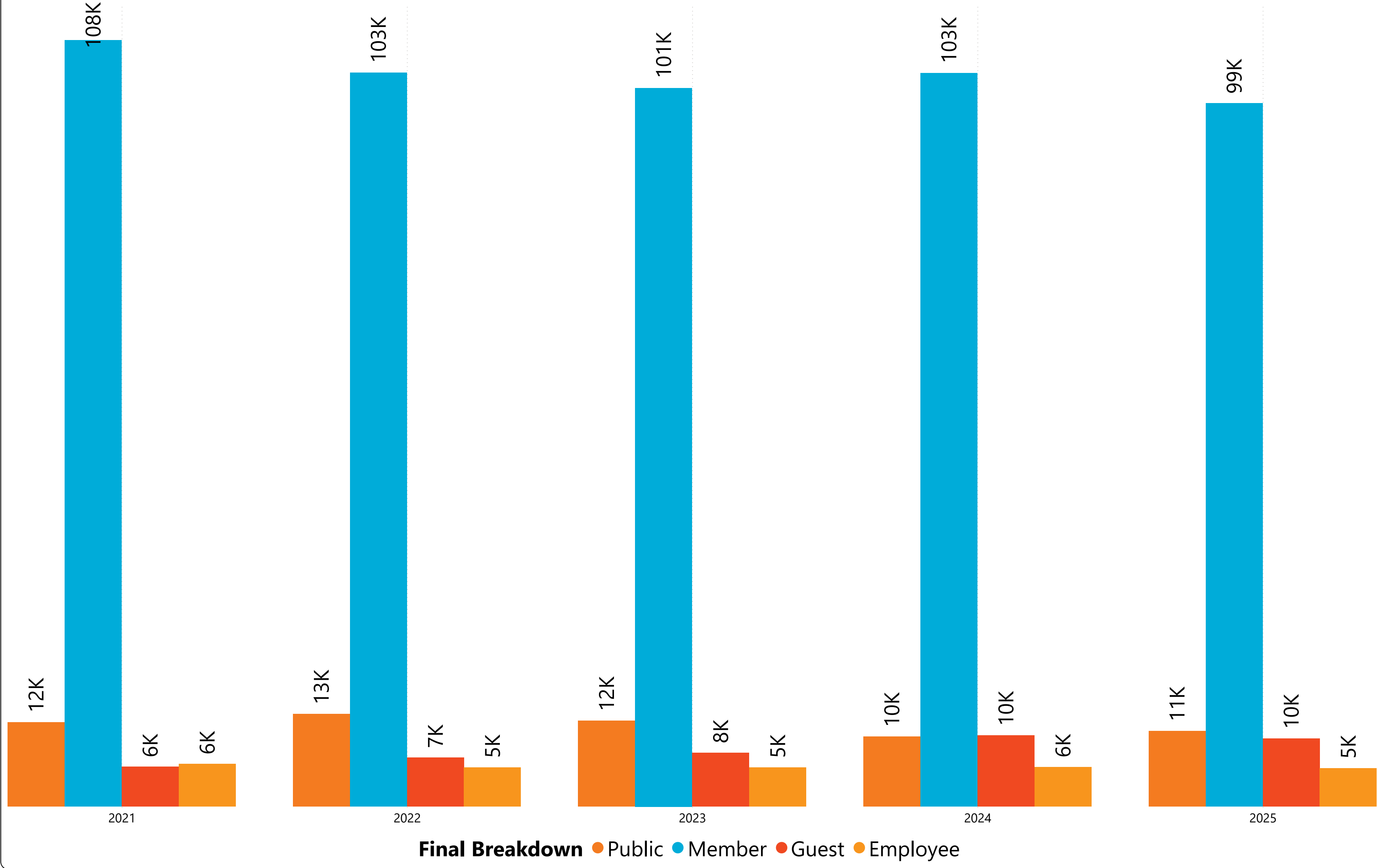
Final Breakdown	2021	2022	2023	2024	2025
Member	\$1,955,974	\$1,849,940	\$1,917,384	\$2,112,609	\$2,127,959
Public	\$390,277	\$418,843	\$426,533	\$319,497	\$351,793
Guest	\$210,464	\$258,326	\$318,054	\$439,542	\$484,053
Employee	\$13,122	\$11,904	\$11,100	\$11,148	\$13,725



# Golf Rounds by Player Type and Fiscal Year

For each Fiscal Year Starting with July thru December

Round Count by Player Type and Fiscal Year

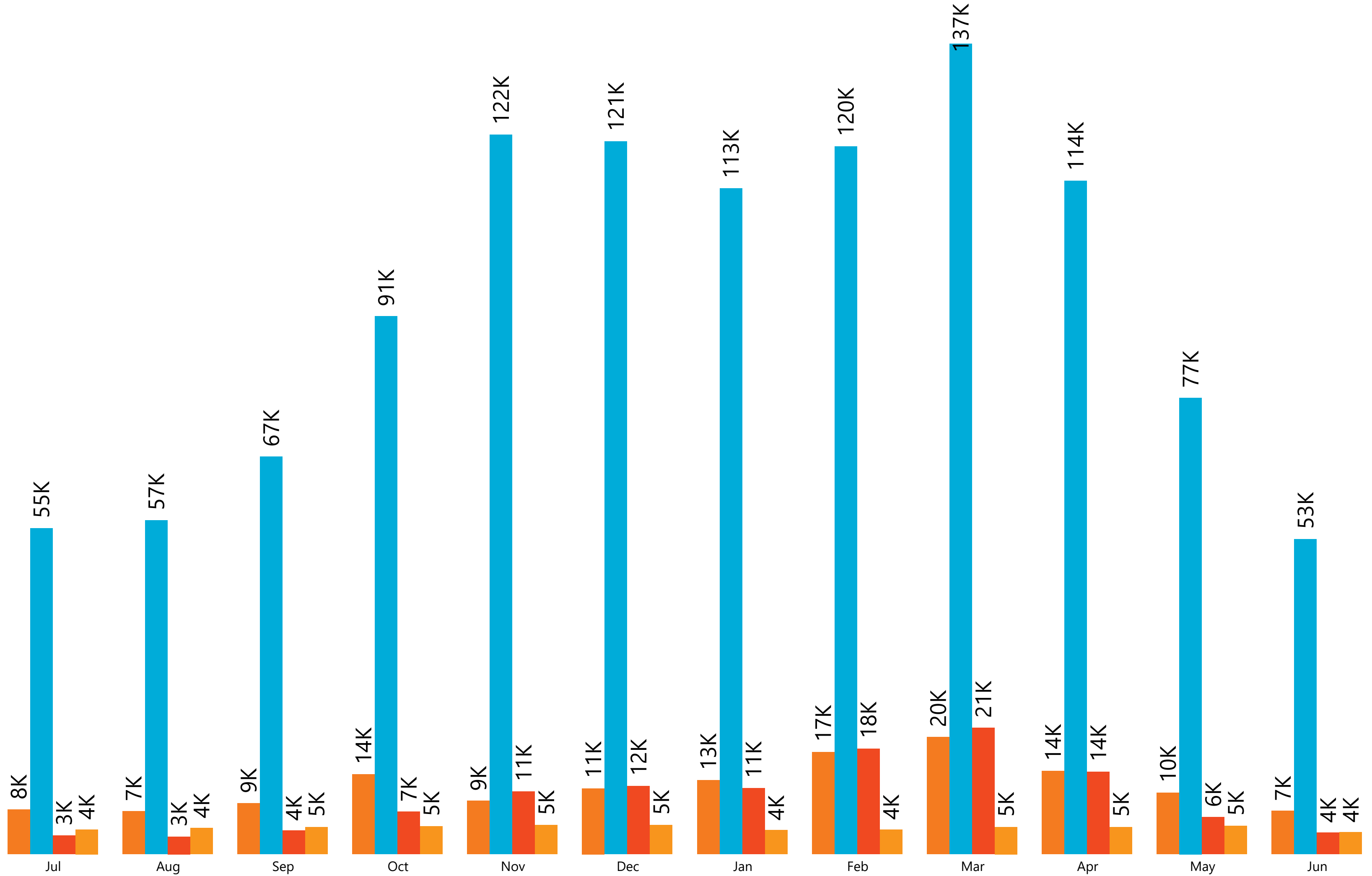




# Golf Rounds by Player Type per Fiscal Year

For each Fiscal Year Starting with July thru December

Round Count by Player Type and Fiscal Year



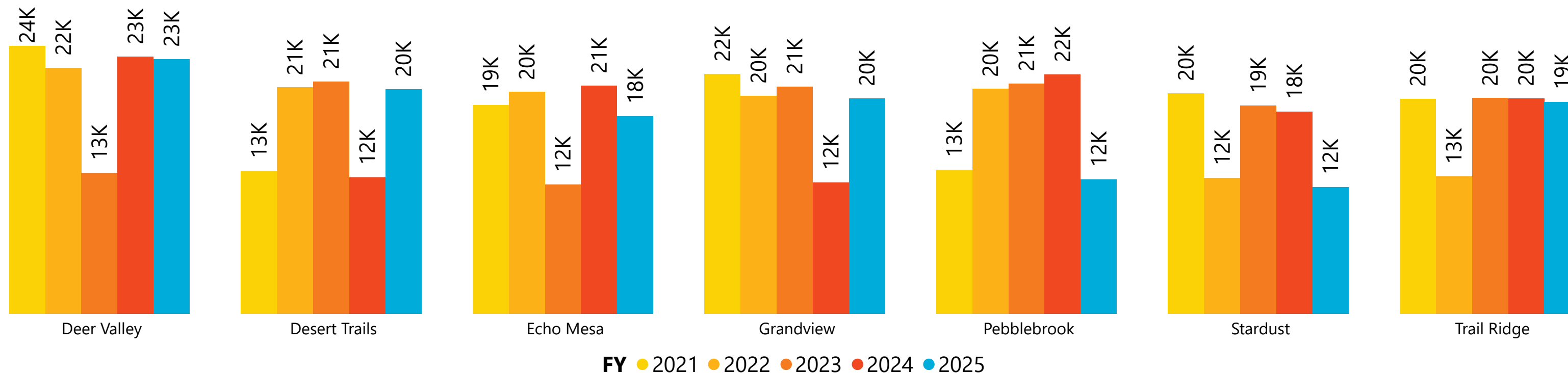
**Final Breakdown** ● Public ● Member ● Guest ● Employee



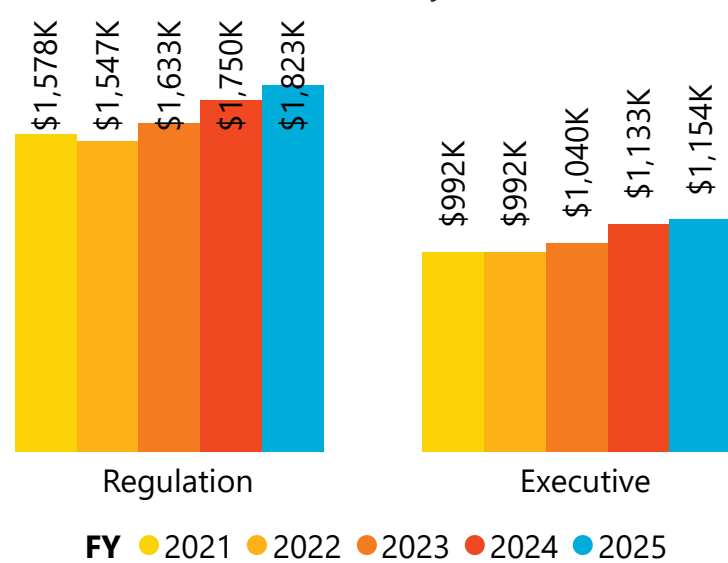
# Golf Rounds & Fees by Course and Fiscal Year

For each Fiscal Year Starting with July thru December

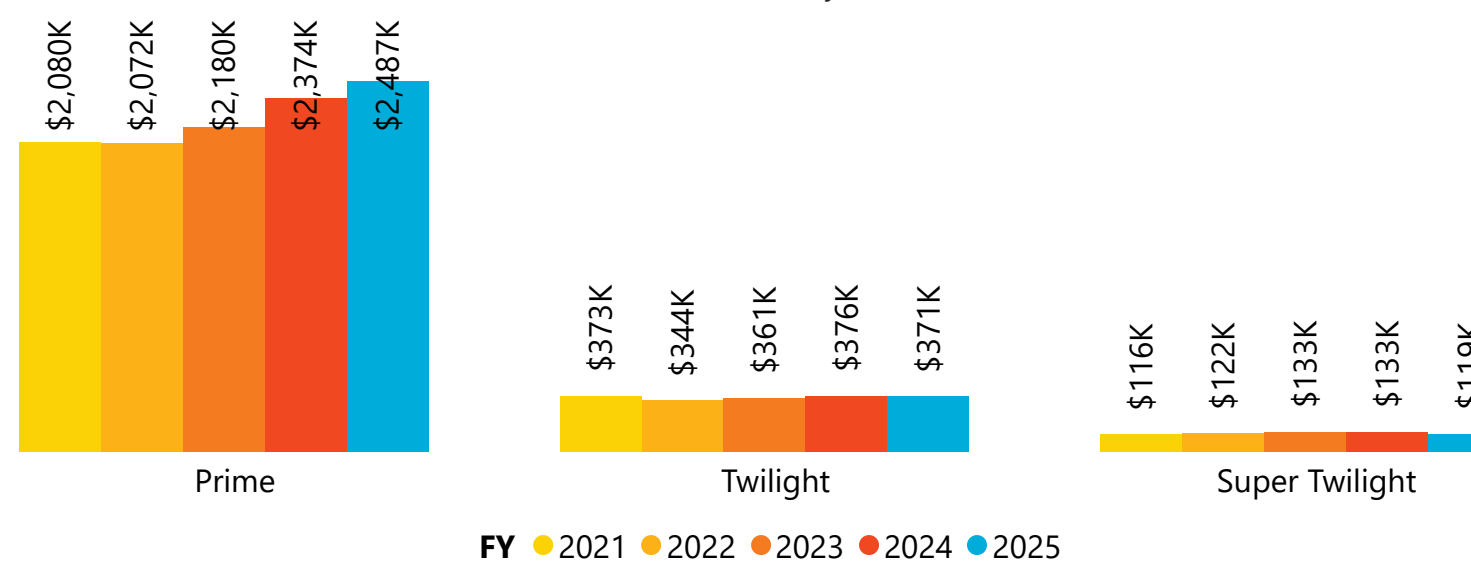
Estimated Average Golf Fee by Course and Fiscal Year



Estimated Golf Fee Revenue by Course and Fiscal Year



Estimated Golf Fee Revenue by Course and Fiscal Year



Estimated Average Golf Fee by Member Type

CourseName	2021	2022	2023	2024	2025
Deer Valley	\$19	\$21	\$29	\$21	\$25
Desert Trails	\$23	\$17	\$18	\$28	\$23
Echo Mesa	\$19	\$18	\$25	\$21	\$20
Grandview	\$20	\$20	\$21	\$30	\$23
Pebblebrook	\$25	\$18	\$21	\$20	\$31
Stardust	\$16	\$22	\$20	\$19	\$28
Trail Ridge	\$18	\$24	\$20	\$23	\$22

Estimated Golf Fees by Golf Course and Fiscal Year

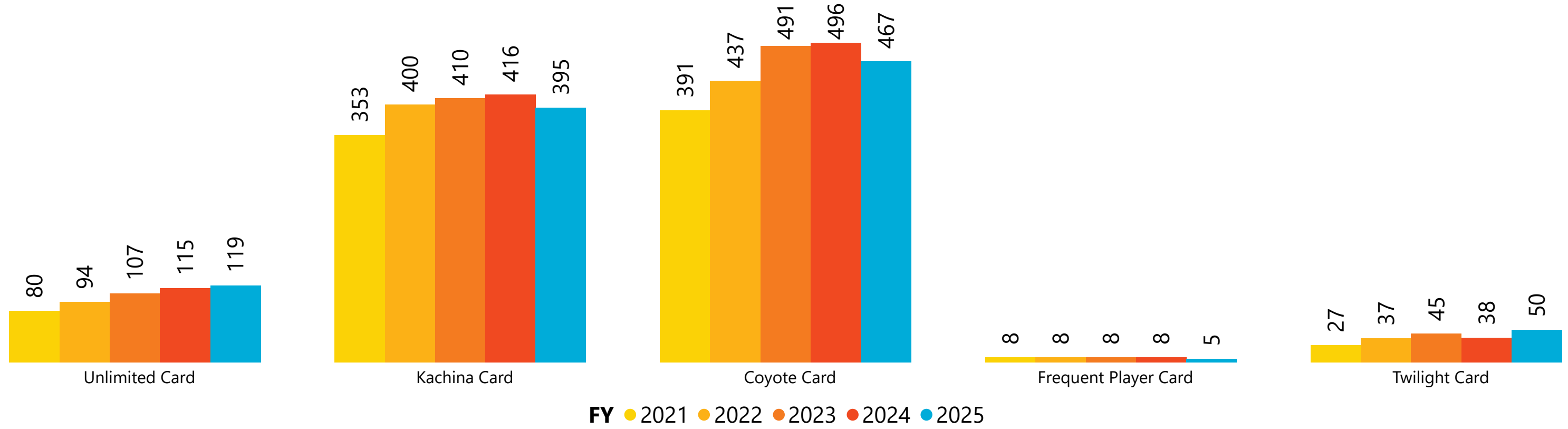
CourseName	2021	2022	2023	2024	2025
Deer Valley	\$460,632	\$473,232	\$370,193	\$496,449	\$569,117
Desert Trails	\$304,843	\$347,229	\$372,436	\$345,544	\$473,966
Echo Mesa	\$356,968	\$368,890	\$297,036	\$433,729	\$352,596
Grandview	\$443,392	\$395,156	\$430,965	\$363,993	\$456,052
Pebblebrook	\$321,760	\$371,911	\$444,116	\$443,140	\$379,913
Stardust	\$330,388	\$275,952	\$370,137	\$353,717	\$327,711
Trail Ridge	\$351,854	\$306,643	\$388,188	\$446,224	\$418,175



# Golf Cards Sold by Card Type and Fiscal Year

For each Fiscal Year Starting with July thru December

### Golf Cards Sold by Quantity and Fiscal Year



### Golf Card Revenue by Card Type and Fiscal Year

