



Trilogy Golf Club at Vistancia
2010 Pass Programs Sample Scenarios
What Pass is Right for Me?

Because the pass structure is so dramatically different in 2010, it's important that people understand the best way to structure their Flex Pass options. While the initial numbers may be disconcerting, we are confident that the impact to most will be minimal, while many people will actually save money. There will be those who pay more than before, but this is only due to the additional use of the course.

Please review the sample scenarios on the following pages to see what you will actually pay for your golf. Also, our team will be in contact with you prior to your renewal date to schedule an in-person consultation to review your past usage and construct the most cost-effective solution for you.



Scenario 1 – I play twice a week, year round, and my spouse plays once a week year round as well. We both only play Monday-Thursday non-holiday.

In this scenario, the first thing to do is to figure out how many rounds will be played in the “season” versus in the summer (June through early September). We’ll assume the play is pretty consistent, so:

Option 1 -

Flex Pass portion

- January-May is 20 weeks with 3 rounds per week, so 60 total rounds
- September-December (minus summer and over-seeding) is 10 weeks with 3 rounds per week, so 30 total rounds
- 90 total rounds during the “season”

Purchase the 125-Play Weekday Pass for \$5,312.50.

Summer portion

We’ll assume there are 14 weeks at 3 times per week, so another 42 rounds. 35 of these rounds would be included in your initial 125-play Flex Pass, and the remaining 7 could be purchased at the Trilogy resident rate or through online specials, estimated to average around \$35 per round.

$$\begin{aligned} \text{Total Cost} &= \$5,312.50 \text{ (Flex)} + \$245 \text{ (7 rounds)} = \mathbf{\$5,557.50} \\ \text{Total Rounds} &= \mathbf{132} \\ \text{Average Rate per Round} &= \mathbf{\$42.09} \end{aligned}$$

Option 2 -

Flex Pass portion

- January-May is 20 weeks with 3 rounds per week, so 60 total rounds
- September-December (minus summer and over-seeding) is 10 weeks with 3 rounds per week, so 30 total rounds
- 90 total rounds during the “season”

Purchase the 75-Play Weekday Pass for \$3,937.50. Purchase the additional 15 rounds a la carte at the Trilogy resident rate which will average approximately \$70, or a total of another \$1,050.



(Scenario 1, continued)

Summer portion

Purchase the Unlimited Weekday Arctic Pass option for \$729, and play all you want during the summer. We'll assume there are 14 weeks at 3 times per week, so another 42 rounds.

$$\begin{aligned} \text{Total Cost} &= \$3,937.50 \text{ (Flex)} + \$729 \text{ (Arctic)} + \$1,050 \text{ (15 rounds)} = \mathbf{\$5,716.50} \\ \text{Total Rounds} &= \mathbf{132} \\ \text{Average Rate per Round} &= \mathbf{\$43.30} \end{aligned}$$

These options are comparable to \$4,600 in 2009 for similar access. In choosing between the two, the deciding factor would be the likelihood of playing more than expected during the season, in which case Option 1 is a better fit.

The new Flex and Arctic Passes also include golf car use or trail fee access.



Scenario 2 – I am the only player in my household, and I am here only during the winter. I like to play three times per week every week. I only play Monday-Thursday non-holiday.

Because you are only here in the season, the Flex Pass will cover all of your golf needs. For the ease of this exercise, we'll assume that the "winter" is November through April.

- November-April is 30 weeks with 3 rounds per week, so 90 total rounds

Option 1 - Purchase the 75-Play Weekday Pass for \$3,937.50 and then utilize the Trilogy resident rate or other specials for the other 15 rounds a la carte at an average of \$70 for a total of approximately \$1,050.

$$\begin{aligned}\text{Total Cost} &= \$3,937.50 \text{ (Flex)} + \$1,050 \text{ (15 rounds)} = \mathbf{\$4,987.50} \\ \text{Total Rounds} &= \mathbf{90} \\ \text{Average Rate per Round} &= \mathbf{\$55.42}\end{aligned}$$

Option 2 - Purchase the 125-Play Weekday Pass for \$5,312.50 and play more than you did before or choose to share the extra rounds with your spouse.

$$\begin{aligned}\text{Total Cost} &= \mathbf{\$5,312.50} \\ \text{Total Rounds} &= \mathbf{125} \\ \text{Average Rate per Round} &= \mathbf{\$42.50}\end{aligned}$$

The new Flex and Arctic Passes also include golf car use or trail fee access. Furthermore, Option 2 includes another 30+ rounds of golf for use by you or your spouse.



Scenario 3 – I play as much as I can all year. I only play Monday-Thursday, and my spouse plays fairly regularly as well, though not quite as much as me.

Because your usage is admittedly high, you will see an increase in the total cost of your golf. For the sake of this scenario, we'll assume that the household plays 5 times total every week throughout the year. That would break down as follows:

Flex Pass portion

- January-May is 20 weeks with 5 rounds per week, so 100 total rounds
- September-December (minus summer and over-seeding) is 10 weeks, so 50 total rounds
- 150 total rounds during the “season”

Purchase the 175-Play Weekday Pass for \$6,037.50.

Summer portion

Purchase the Unlimited Weekday Arctic Pass option for \$729, and play all you want during the summer. We'll assume there are 14 weeks at 5 times per week, so another 70 rounds.

Total Cost = \$6,037.50 (Flex) + \$729 (Arctic) = **\$6,766.50.**

Total Rounds = **220**

Average Rate per Round = **\$30.76**

The new Flex and Arctic Passes also include golf car use or trail fee access.



Scenario 4 – My spouse and I can’t play during the week, but we like to play once a weekend on most weekends.

In this scenario, the first thing to do is to figure out how many rounds will be played in the “season” versus in the summer (June through early September). We’ll assume the play is pretty consistent, so:

Flex Pass portion

- January-May is 20 weeks with 2 rounds per week, so 40 total rounds
- September-December (minus summer and over-seeding) is 10 weeks with 2 rounds per week, so 20 total rounds
- 60 total rounds during the “season”

Purchase the 50-Play Full-Flex Pass for \$3,350 and then utilize the Trilogy resident rate or other specials for the other 6 rounds a la carte for a total of approximately \$480 (average about \$80 per round).

Summer portion

Purchase the Arctic Express option for \$229, and pay \$18 for your weekend golf during the summer (and choose to play at 8:30am or later). We’ll assume there are 16 weeks at 2 times per week, so another 32 rounds.

Total = \$3,350 (Flex) + \$229 (Arctic) + \$480 (6 season) + \$576 (32 summer) = **\$4,635**

Total Rounds = **88**

Average Rate per Round = **\$52.67 (for weekend play)**

The new Flex and Arctic Passes also include golf car use or trail fee access.



Scenario 5 – Both my spouse and I play as much as possible throughout the year. We only play Monday-Thursday non-holiday.

While in this scenario you will see a substantial increase over the prior years' Weekday Couples' Pass, you will also pay the lowest per round cost of any player – period. As above, the first thing to do is to figure out how many rounds will be played in the “season” versus in the summer (June through early September). We'll assume the play is pretty consistent, so:

Flex Pass portion

- January-May is 20 weeks with 4 rounds per week, so 80 total rounds
- September-December (minus summer and over-seeding) is 10 weeks with 4 rounds per week, so 40 total rounds
- We'll assume the spouse plays twice a week during these weeks, so a total of another 60 rounds
- 180 total rounds during the “season”

Purchase the 175-Play Full-Flex Pass for \$6,037.50 and then five rounds a la carte at the Trilogy resident rate of approximately \$70 for a total of \$350.

Summer portion

Purchase the Unlimited Weekday Arctic Pass option for \$729, and play all you want during the summer. We'll assume there are 14 weeks at 6 times per week, so another 84 rounds.

Total Cost = \$6,037.50 (Flex) + \$729 (Arctic) + \$350 (5 rounds) = **\$7,116.50**

Total Rounds = **264**

Average Rate per Round = **\$26.95**

The new Flex and Arctic Passes also include golf car use or trail fee access.