

IDAHO FALLS COUNTRY CLUB  
MEMBERSHIP BASELINE FORECAST

		MEMBERSHIPS					
		2016	2017	2018	2019	2020	2021
<b>PROPRIETARY MEMBERSHIPS</b>							
Golf							
	Resignation		(25)	(5)	(5)	(5)	(3)
	Transfers		(147)	(30)	(25)	0	0
	Net Change		(172)	(35)	(30)	(5)	(3)
Full							
	Resignation		0	(5)	(10)	(10)	(13)
	Transfers		140	30	25	0	0
	New Memberships		35	25	27	24	24
	Net Change		175	50	42	14	11
<b>SOCIAL MEMBERSHIPS</b>							
Aquatic							
	Resignation		0	0	(4)	(4)	(7)
	New Memberships		0	15	19	24	22
	Net Change		0	15	15	20	15
Aquatic/Fitness							
	Resignation		0	0	(5)	(10)	(10)
	New Memberships		0	20	35	40	20
	Net Change		0	20	30	30	10
<b>MEMBERSHIP TOTAL DEC 31ST</b>							
	Golf	279	107	72	42	37	34
	Full	0	175	225	267	281	292
	Aquatic		0	15	30	50	65
	Athletic		0	20	50	80	90
	Social Dining	34	34	34	34	34	34
	Legacy	5	5	5	5	5	5
	Total	318	321	371	428	487	520

## DETAIL MEMBERSHIP BREAKDOWN AND PROJECTION BASELINE

Golf Memberships	<u>2014</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
Resignations						
Junior		-				
Single		(5)			(2)	(1)
Family		(20)	(5)	(5)	(3)	(2)
<i>Total</i>		(25)	(5)	(5)	(5)	(3)
Transfers						
Junior		(10)	(5)	(5)		
Single		(10)	(5)			
Family		(120)	(20)	(20)		
<i>Total</i>		(140)	(30)	(25)	0	0
Transfers to Platinum						
Junior						
Single						
Family		(7)				
<i>Total</i>		(7)	0	0	0	0
Golf Membership Balance 12/31						
Junior	20	10	5	0	0	0
Single	25	10	5	5	3	2
Family	234	87	62	37	34	32
<i>Total</i>	279	107	72	42	37	34

Full Memberships	2014	2017	2018	2019	2020	2021
<b>Resignations</b>						
Junior						
Single				(5)	(3)	(3)
Family			(5)	(5)	(7)	(10)
<i>Total</i>		0	(5)	(10)	(10)	(13)
<b>Transfers</b>						
Junior		10	5	5	-	-
Single		10	5	-	-	-
Family		120	20	20	-	-
<i>Total</i>		140	30	25	0	0
<b>New Memberships</b>						
Junior		7	5	2	2	2
Single		10	7	10	7	7
Family		18	13	15	15	15
<i>Total</i>		35	25	27	24	24
<b>Full Membership Balance 12/31</b>						
Junior	0	17	27	34	36	38
Single	0	20	32	37	41	45
Family	0	138	166	196	204	209
<i>Total</i>	0	175	225	267	281	292

Aquatic Memberships		<u>2014</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
Resignations							
Single					(2)	(2)	(2)
Family					(2)	(2)	(5)
	<i>Total</i>		0	0	(4)	(4)	(7)
New Memberships							
Single				5	7	7	7
Family				10	12	17	15
	<i>Total</i>		0	15	19	24	22
Aquatic Membership Balance 12/31							
Single		0	0	5	10	15	20
Family		0	0	10	20	35	45
	<i>Total</i>	0	0	15	30	50	65

Athletic Memberships		<u>2014</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
Resignations							
Single						(5)	(5)
Family					(5)	(5)	(5)
	<i>Total</i>		0	0	(5)	(10)	(10)
New Memberships							
Single				5	15	15	10
Family				15	20	25	10
	<i>Total</i>		0	20	35	40	20
Athletic Membership Balance 12/31							
Single		0	0	5	20	30	35
Family		0	0	15	30	50	55
	<i>Total</i>	0	0	20	50	80	90