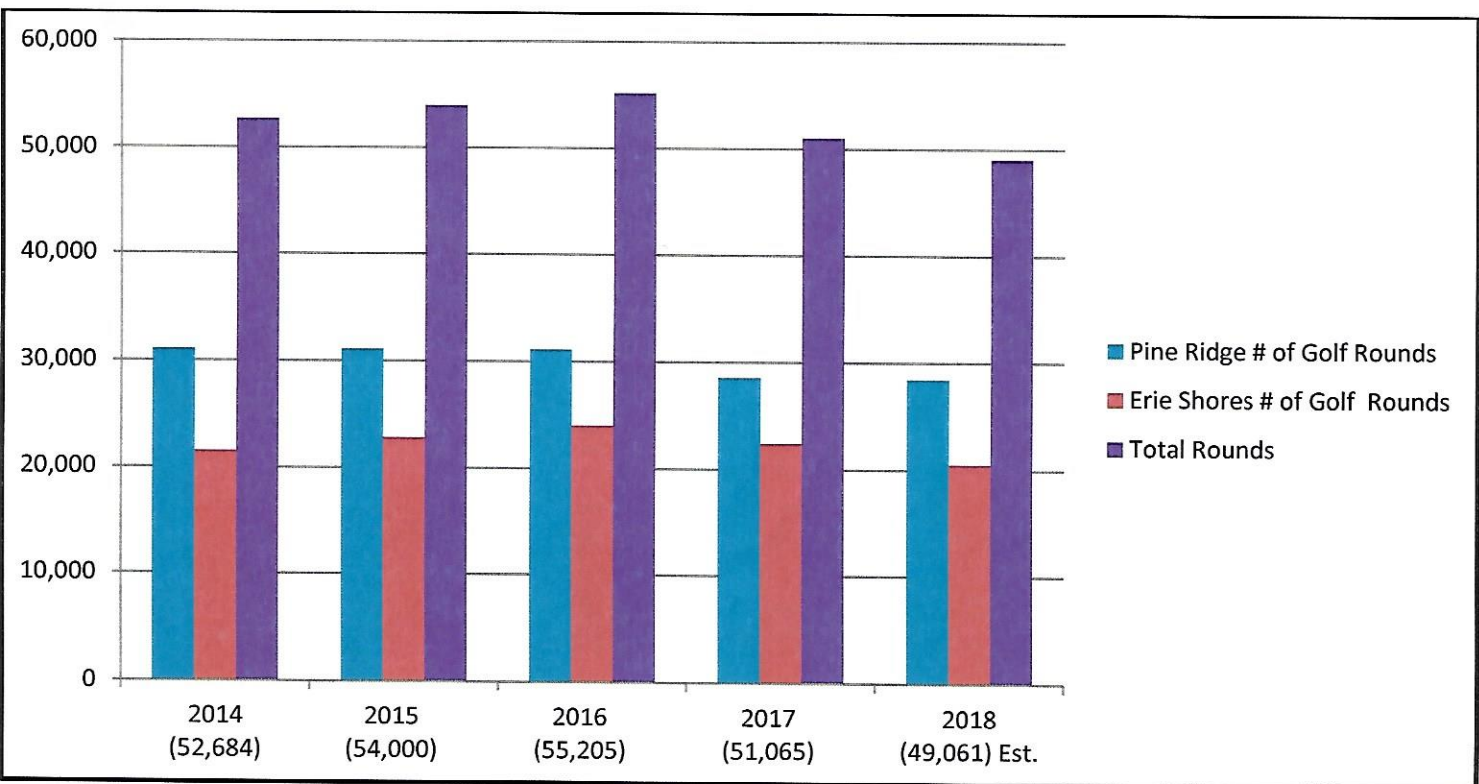


GOLF DIVISION

Round Counts 2014 - 2018



Golf rounds played at Lake Metroparks' two golf courses (see chart above) are cumulatively projected to decrease by about 2,000 rounds or 3.9% in 2018 compared to 2017. Individually, Erie Shores is projected to see a decrease of about 1,870 rounds (8.3%) while Pine Ridge will see a slight projected decrease of roughly 130 rounds (0.5%). Poor spring weather resulted into a slow start to the season at both courses. Play trended slightly below 2017 at Erie Shores in each of the first nine months with the exception of May. Pine Ridge, after the aforementioned poor spring, rebounded with round counts exceeding 2017 counts in May, June, July and September.

Compared to the five-year average (2013-17) of 53,846, rounds played in 2018 are down 8.9%. Compared to the three-year average (2015-17) of 53,425, rounds played in 2018 are down 8.7%. The five-year, three-year, and projected 2018 rounds for Pine Ridge are 30,826, 30,006, and 28,472. The rounds for the same periods at Erie Shores are 23,020, 23,419 and 20,589.

The trend at Lake Metroparks golf courses since 2012 has been a general decline in rounds played. Play at both courses is projecting to be at the lowest levels in at least the last ten years. Erie Shores continues to be affected by an oversaturated eastern end of Lake County. Pine Ridge has been hurt by fewer participants in, and numbers of, large group outings. However, we were not alone in 2018.

According to information submitted by golf courses to "Golf Datatech" as reported in "Crain's Cleveland Business", rounds played in the Cleveland market are down 3.2% for 2018 and 8.1% for all of Ohio. Nationally, the number is a 2.7% decrease. The Cleveland area saw a year-over-year decrease of 55.1% in March and 50% in April.

In 2019, we will continue to find new and creative ways to attract a greater segment of the shrinking golf community to our courses.