

Corporate Membership Program

To attract membership at the club from corporations rather than individuals, as an additional option to increase our revenue streams. This program must not undermine the value of individual memberships or erode incentive for regular individual memberships.

Overview

- Payment must be made via Corporate Cheque or Corporate Credit Card.
- Corporate Members have no voting rights, and may not become Directors or Employees of the club.
- Corporate Memberships will have (2) persons nominated to use the membership. Both nominees must be employees / owners of the corporation purchasing the membership.
- Nominees are transferrable to other corporate employees, subject to a transfer fee.
- Annual Sponsorship of OGCC is inherent in the purchase of a Corporate Membership.
- Current Regular Members may transfer to Corporate Memberships, without any refund of initiation fee and will be subject to all conditions of Corporate Memberships.

Pricing

- No initiation Fee (not eligible for retainer option)
- Annual Dues of \$4050 per membership (price set to 135% of Regular Annual Dues x2)
- Annual sponsorship of \$2000 is included in the annual fees. Signage and recognition will be provided by OGCC
- Not eligible for private cart usage, trackage, or storage.
- Nominee transfer fee of \$810 (20% of Corp Annual Dues)

Associate Membership Program

To attract low golf usage type memberships who will primarily use the membership for business, social meetings, focused in our restaurant areas.

Overview

- Associate Members have no voting rights and may not become Directors or Employees of the club.
- Associate memberships are assigned to individuals and benefits and usage are not transferrable nor eligible to be used by any other person.
- Receive member benefits as per regular members, determined annually. (ie. Current 15% discounts on all F&B, 15% on golf clothing.
- Eligible to play 20 rounds of golf at the Zone 2 Rate. Rounds played over 20 to be purchased at applicable regular visitor rates. Not eligible to purchase 10 round golf passes.
- Existing members may not transfer to this category

Pricing

- Initiation Fee of \$150 (10% of Regular Member Annual Dues)
- Annual F&B minimum spend of \$525. Charged and credit applied to account. (35% of Regular Member Annual Dues)
- Not eligible for private cart usage, trackage, or storage payment.

Temporary Resident “TR” / PGA member Membership

To provide a desirable membership alternative to those having occupations that require transfers regularly and periodically.

Also to accommodate the PGA professional (retired or unemployed) residing in our region, that desires to play more than once a month courtesy of his PGA privilege.

Overview

- Membership may only be held for a maximum period of Five (5) consecutive years.
- Eligible to play a maximum of 40 rounds per year. Rounds in excess are permitted at the guest rate.
- TR Members have no voting rights and may not become Directors or Employees of the club.
- TR memberships are assigned to individuals and benefits and usage are not transferable or eligible to be used by any other person.
- Receive member benefits as per regular members, determined annually. (ie. Current 15% discounts on all F&B, 15% on golf clothing.
- TR members must produce a company letter outlining the nature of their employment and the expected duration of residence in the Osoyoos region.
- PGA members must produce annually a current PGA membership card, validated as a member in good standing of their association. The PGA must be a recognized PGA. Approval at the sole discretion of the Head Golf Professional and Board of Directors.
- Membership approval and acceptance of application for this membership category is at the sole discretion of the Board of Directors.

Pricing

- No initiation fees
- Annual Dues of \$762.50 (50% of Regular Member Annual Dues)
- Not eligible for private cart usage, trackage, or storage.

Regular Membership (2011 LIMITED SALE PROMOTION - benefits package)

To return the membership price to a level more representative of the quality of golf conditions and experience at Osoyoos Golf & Country Club, while creating an added value package, which provides the purchaser extra value in the membership price.

Overview

- 25 memberships available for this promotion in 2011 (package subject to annual review)
- Includes a set of Callaway Diablo irons (8 irons) **Approximate Retail Value of \$1100*
 - or golf shop merchandise credit of \$1000
 - or free golf cart rental (annual) *\$825 Value*
- Includes a case of wine (12 bottles) from Red Rooster winery (Pinot Blanc or Merlot)
**Approximate retail value of \$*
- Receive member benefits as per regular members, determined annually. (ie. Current 15% discounts on all F&B, 15% on golf clothing).

Pricing

- \$4000 initiation fees
- Annual Dues of \$1525 (subject to annual review)
- Not eligible for private cart usage, trackage, or storage

Regular Membership (extended financing plan – 5 years)

To offer incentive and attractive purchase option to younger demographic purchasers who may have strong income earning resources, but lack the necessary savings to pay the lump sum initiation fees in purchasing a membership.

Overview

- Financing is calculated at a rate of 15% on the base initiation fee price (subject to annual review)
- Financing terms not to extend beyond 5 years. No penalty for discounts for early re-payment.
- Post dated cheques or automatic debit arrangements must be made to qualify.
- Payments are due monthly. Late payment fees will be applied equal to 10% of monthly payment.
- Golf privileges are suspended upon any missed payments, until payments in arrears are paid in full.
- Entitled to Member Voting Rights of the Society.
- Eligible for all Member benefits.

Pricing

- Payment schedule will be as follows:
 - $\$241.98 / \text{month} \times 60 \text{ months} = \$14,518.80$
 - Payment schedule finishing within a season (prior to November 30) is subject to an additional prorated annual dues payment in year 5, to cover the remaining months of golf in year 5.
- Comparison
 - $\$4000 \text{ initiation} + 1525 / \text{yr.} \times 5 \text{ years} = \$12,625.00$ (no increase in dues)

Member Referral Program

To encourage and reward members who take an ambassador role in promoting the purchase of memberships at the club.

Qualification Terms:

- Member must pre-register the name of the prospective purchaser prior to any club employee discussions with the prospective purchaser.
- General Manager will validate that this referral qualifies, prior to the purchase or sale of membership.
- Members (in good standing) who do successfully refer a purchaser under the terms above will receive a credit to their club member account of 15% of the new membership purchase (prior to and exclusive of any taxes in the amount).