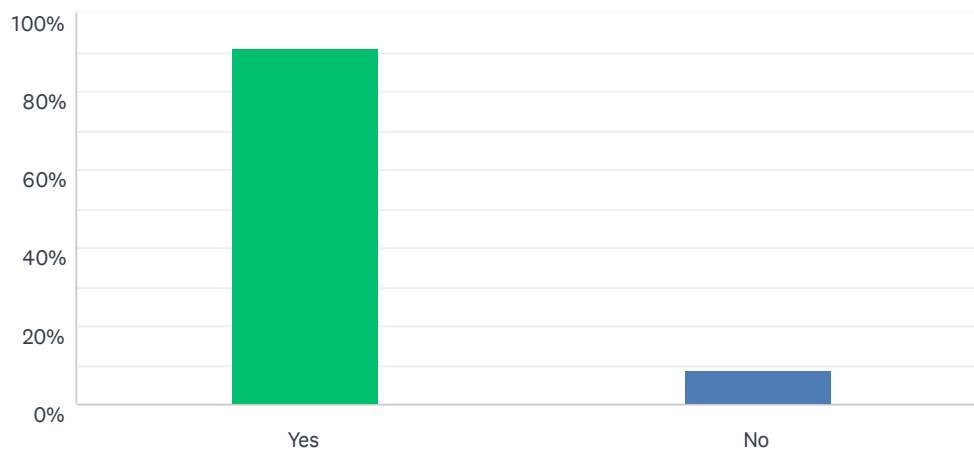


Q1 Our draft mission statement is as follows: The Glenbrook Club is a gathering place for our community. The Club is committed to being one of the premier private clubs in Lake Tahoe and to enhancing the unique experience of living in Glenbrook for its members. Our Goals: The Club staff and facilities will provide a welcoming environment for each visit. The Clubhouse will always encourage family gatherings and conversations among friends and neighbors. Club events and programs will further enrich the member experience. Dining at the Club will be characterized by top-quality offerings and outstanding service in a unique setting. The Golf Course will provide an excellent golf outing with every round and will maintain the historic beauty of the 100-year-old course, which contributes so much to the quiet, peaceful character of our Club. The Club will strive to meet the needs of both long-standing and new members, while being committed to a sustainable financial operating performance. Our Long-Term Objective: To ensure the Club experience is an exceptional contributor to the quality of our community and the heritage of Glenbrook—an experience shared with friends and family and dedicated to making Glenbrook a better place to live. Do you feel that this mission statement captures what you believe about the Club?

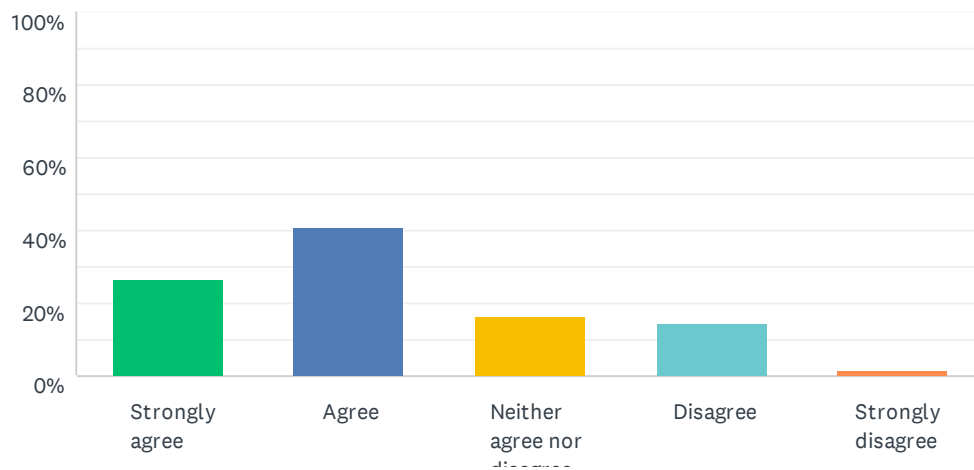
Answered: 203 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	91.13%	185
No	8.87%	18
TOTAL		203

Q2 Our goal is to manage the Club to a sustainable financial operating performance with a positive annual net cash flow and fund necessary facilities projects. The goal above has not been a stated financial objective of the Club in the past. Do you agree with this goal recognizing that it may require higher dues and/or price increases?

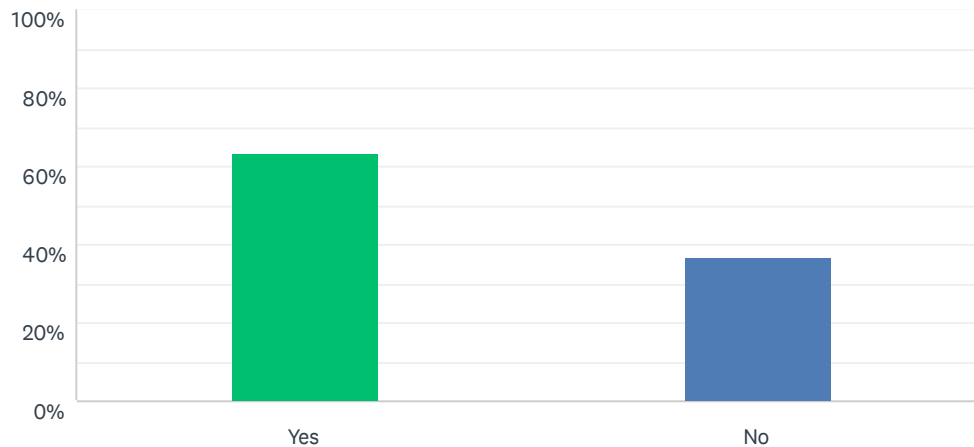
Answered: 202 Skipped: 2



ANSWER CHOICES	RESPONSES	
Strongly agree	26.73%	54
Agree	41.09%	83
Neither agree nor disagree	16.34%	33
Disagree	14.36%	29
Strongly disagree	1.49%	3
TOTAL		202

Q3 We are considering expanding our designated reserves to ensure adequate funding for forecasted and emergency repair/replacement of Club facilities and infrastructure and a portion of the Club's annual operating expenses. For your reference, current reserves are approximately \$900,000 after paying more than \$200,000 for the recent emergency repair to the golf course irrigation pump system. We estimate a new target level for reserves of \$1,500,000. Do you agree that increasing the reserve fund is important for the Club's future?

Answered: 203 Skipped: 1

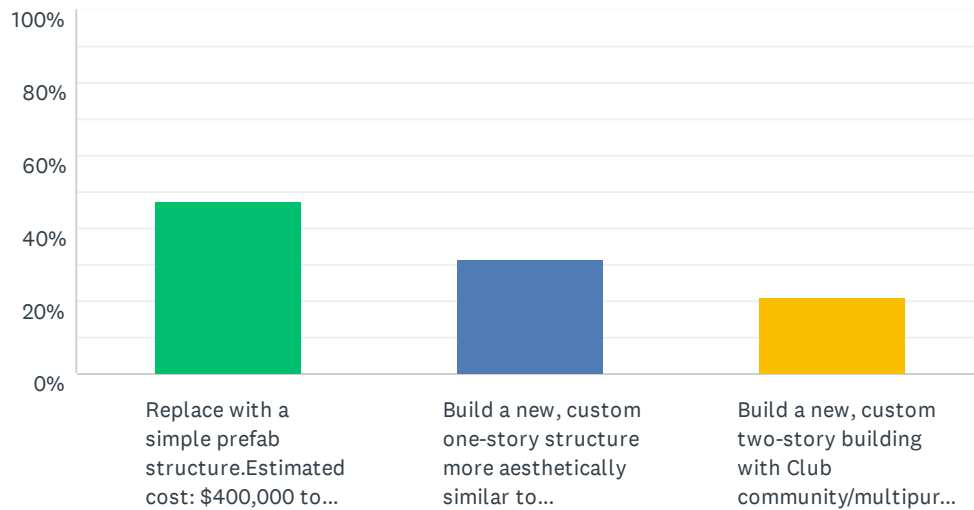


ANSWER CHOICES		RESPONSES	
Yes		63.05%	128
No		36.95%	75
TOTAL			203

Q4 The golf course maintenance "shed," which is located at the rear of the Club parking lot and serves as the workplace for our golf crew, is outdated and inadequate for the golf course's ongoing maintenance, lacking restroom facilities and other modern requirements. The "shed" must be replaced. Below are three general options for replacement. All three options include the clean-up of maintenance areas and expanded storage. The cost estimates are rough and meant for directional/relative purposes only.

Which option do you prefer?

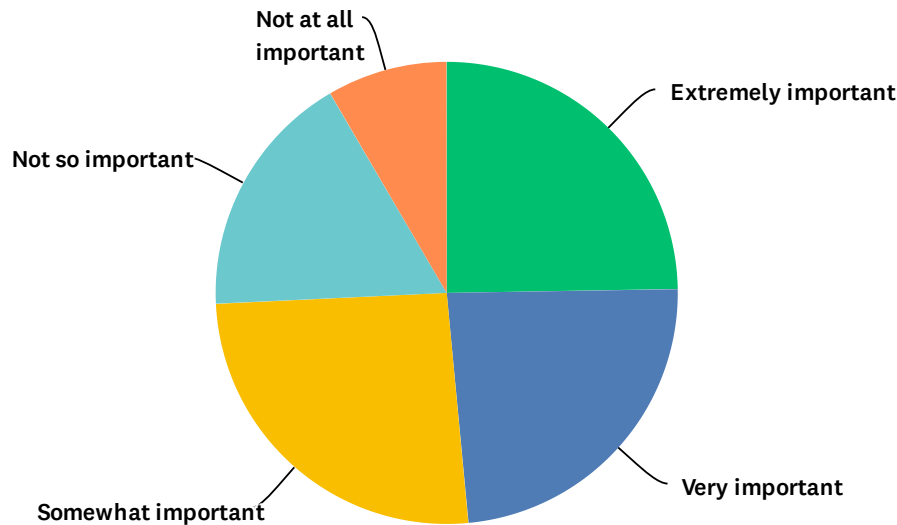
Answered: 200 Skipped: 4



ANSWER CHOICES	RESPONSES	
Replace with a simple prefab structure. Estimated cost: \$400,000 to \$600,000	47.50%	95
Build a new, custom one-story structure more aesthetically similar to surrounding buildings. Estimated cost: \$800,000 to \$1,200,000	31.50%	63
Build a new, custom two-story building with Club community/multipurpose room (possible uses include meetings, bridge, children's activities, future gym, etc.), small kitchen, and heat for potential future year-round use. Estimated cost: \$1,400,000 to \$2,000,000	21.00%	42
TOTAL		200

Q5 There is interest in Glenbrook in removing and burying the overhead electric power lines for enhanced fire safety, which would require a significant community-wide effort. This project would also enhance the lake view from the Clubhouse. The Club's estimated share of the cost: \$50,000 to \$75,000. How important to you is moving electrical overhead wires throughout Glenbrook underground?

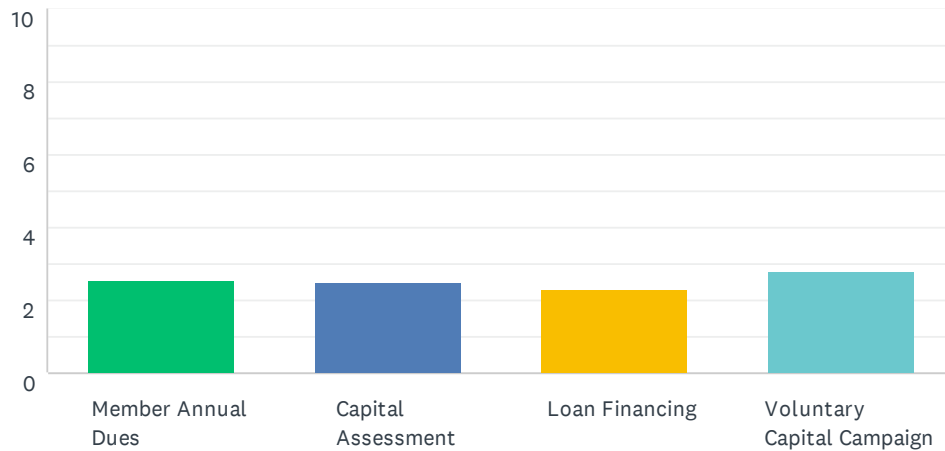
Answered: 202 Skipped: 2



ANSWER CHOICES	RESPONSES	
Extremely important	24.75%	50
Very important	23.76%	48
Somewhat important	25.74%	52
Not so important	17.33%	35
Not at all important	8.42%	17
TOTAL		202

Q6 Please rank in order of preference, with 1 being your top choice, the following possible funding sources to achieve the Club's financial sustainability goal and to pay for facilities projects considered in this long-range plan.

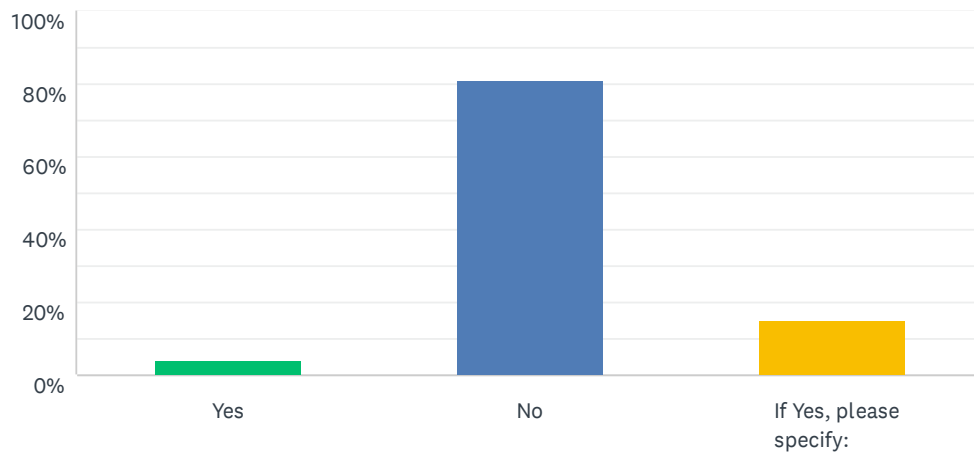
Answered: 196 Skipped: 8



	1	2	3	4	TOTAL	SCORE
Member Annual Dues	26.23% 48	20.77% 38	33.33% 61	19.67% 36	183	2.54
Capital Assessment	17.03% 31	35.71% 65	29.12% 53	18.13% 33	182	2.52
Loan Financing	19.79% 37	25.67% 48	20.86% 39	33.69% 63	187	2.32
Voluntary Capital Campaign	41.40% 77	20.43% 38	14.52% 27	23.66% 44	186	2.80

Q7 Are there other facilities that you would like the Club to consider upgrading or building that you are also willing to help pay for through one of the options in Question 6?

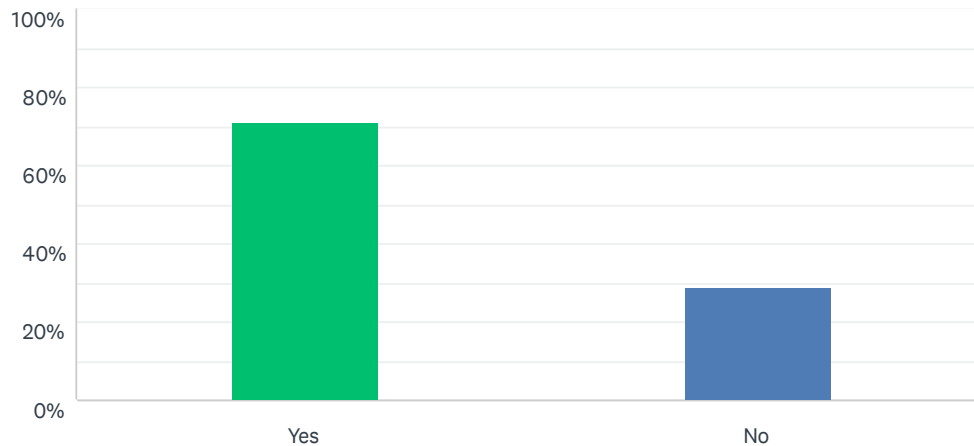
Answered: 196 Skipped: 8



ANSWER CHOICES	RESPONSES	
Yes	4.08%	8
No	81.12%	159
If Yes, please specify:	14.80%	29
TOTAL		196

Q8 With a goal of meeting changing member needs, the Club is considering a children's summer day camp, which would need to be in conjunction with GHOA, operated by a professional outside vendor. The estimated cost to the Club membership is not material, as expenses would be covered through fees paid by those families who use the camp. Do you think this is a good additional activity for the Club to consider?

Answered: 203 Skipped: 1



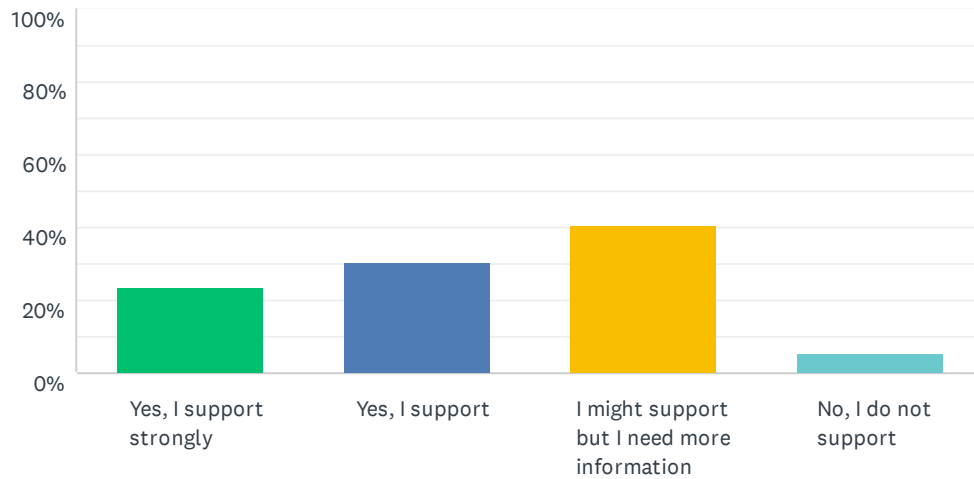
ANSWER CHOICES		RESPONSES	
Yes		70.94%	144
No		29.06%	59
TOTAL			203

Q9 What additional activities, whether for children/grandchildren or general member use, would you like the Club to consider offering in the future?

Answered: 84 Skipped: 120

Q10 Members have expressed interest in the Clubhouse being open beyond the traditional summer season for member use. Do you support the potential expanded use of the Clubhouse, which would be guided by our commitment to financial sustainability?

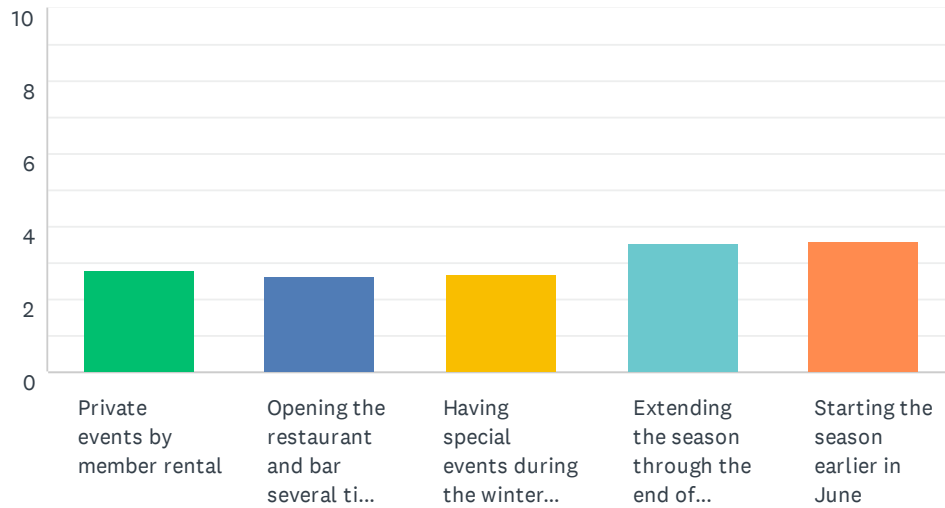
Answered: 202 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes, I support strongly	23.27%	47
Yes, I support	30.69%	62
I might support but I need more information	40.59%	82
No, I do not support	5.45%	11
Total Respondents: 202		

Q11 Please rank in order of preference, with 1 being your top choice, the following possible ways the Clubhouse might be used by members outside the traditional summer season.

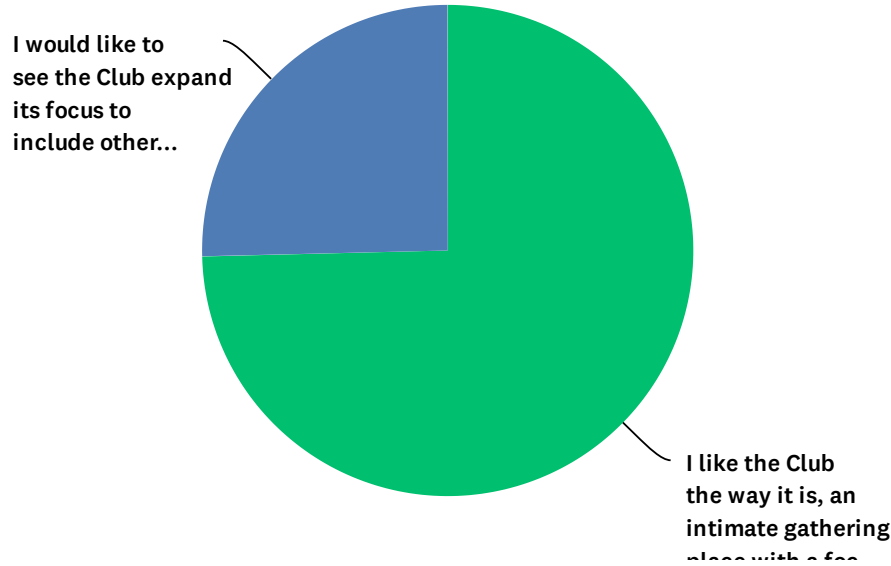
Answered: 199 Skipped: 5



	1	2	3	4	5	TOTAL	SCORE
Private events by member rental	21.39% 40	11.76% 22	19.79% 37	19.79% 37	27.27% 51	187	2.80
Opening the restaurant and bar several times a month	10.50% 19	13.81% 25	27.07% 49	27.07% 49	21.55% 39	181	2.65
Having special events during the winter holidays	7.03% 13	20.54% 38	27.57% 51	22.70% 42	22.16% 41	185	2.68
Extending the season through the end of October	27.42% 51	34.95% 65	12.90% 24	16.13% 30	8.60% 16	186	3.56
Starting the season earlier in June	38.95% 74	23.68% 45	12.63% 24	8.95% 17	15.79% 30	190	3.61

Q12 In thinking about the Glenbrook Club overall, which statement best represents your view?

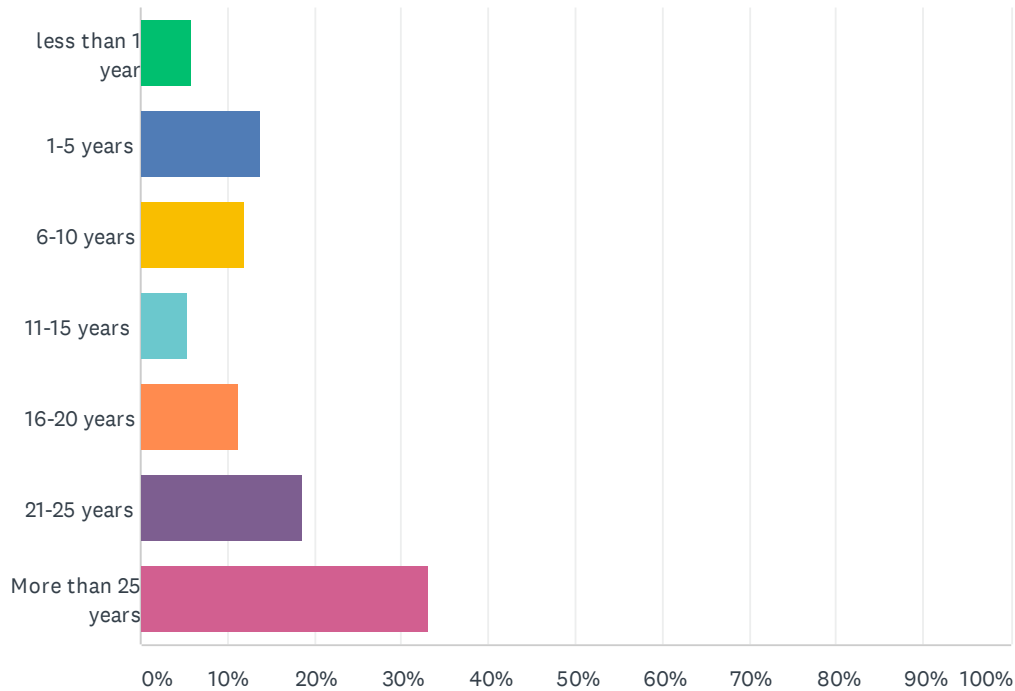
Answered: 201 Skipped: 3



ANSWER CHOICES		RESPONSES	
I like the Club the way it is, an intimate gathering place with a focus on food and beverage and golf.		74.63%	150
I would like to see the Club expand its focus to include other facilities and activities and grow to be more like traditional Country Clubs.		25.37%	51
TOTAL			201

Q13 We know the Glenbrook Club community is growing and changing. To help us in our planning process to best meet member needs, please answer the following questions. How long have you been a Club member?

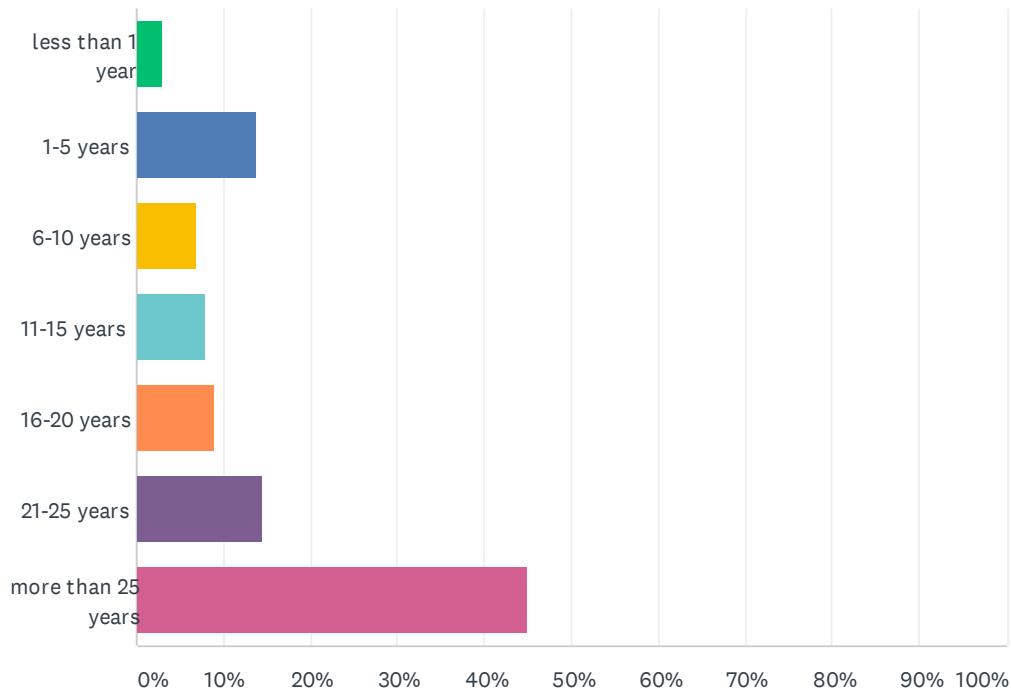
Answered: 203 Skipped: 1



ANSWER CHOICES	RESPONSES	
less than 1 year	5.91%	12
1-5 years	13.79%	28
6-10 years	11.82%	24
11-15 years	5.42%	11
16-20 years	11.33%	23
21-25 years	18.72%	38
More than 25 years	33.00%	67
TOTAL		203

Q14 How long have you owned a home in Glenbrook or in a proximate community?

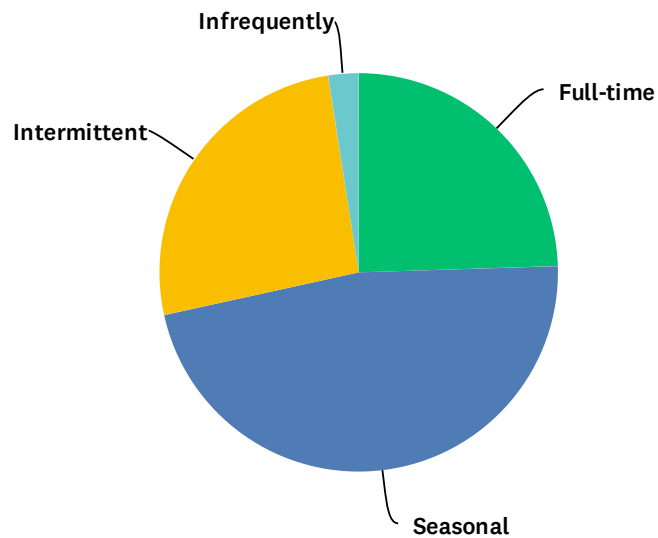
Answered: 202 Skipped: 2



ANSWER CHOICES	RESPONSES	
less than 1 year	2.97%	6
1-5 years	13.86%	28
6-10 years	6.93%	14
11-15 years	7.92%	16
16-20 years	8.91%	18
21-25 years	14.36%	29
more than 25 years	45.05%	91
TOTAL		202

Q15 What best describes the amount of time you spend in Glenbrook?

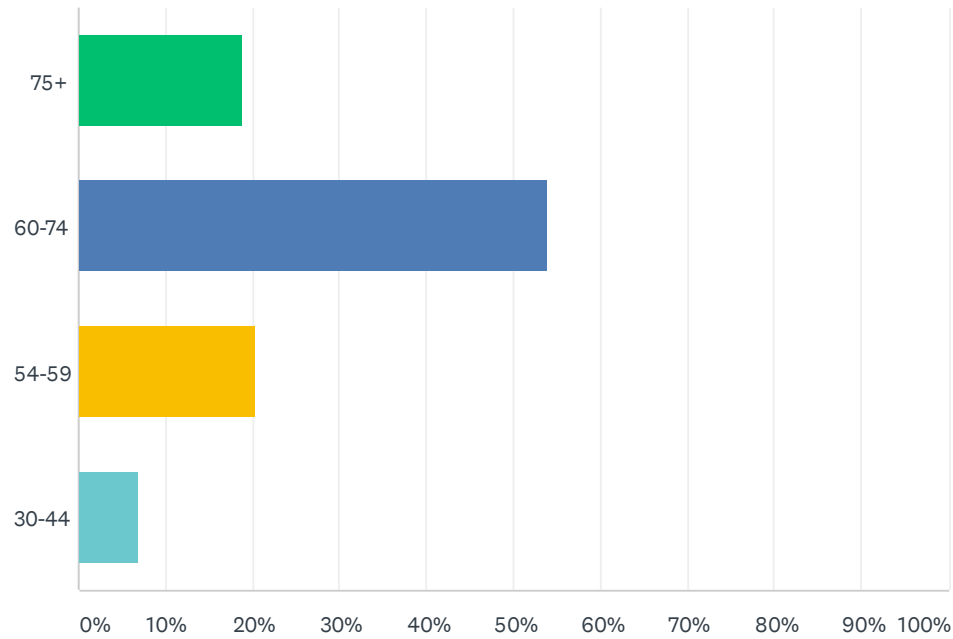
Answered: 204 Skipped: 0



ANSWER CHOICES		RESPONSES	
Full-time		24.51%	50
Seasonal		47.06%	96
Intermittent		25.98%	53
Infrequently		2.45%	5
TOTAL			204

Q16 Which is your age group?

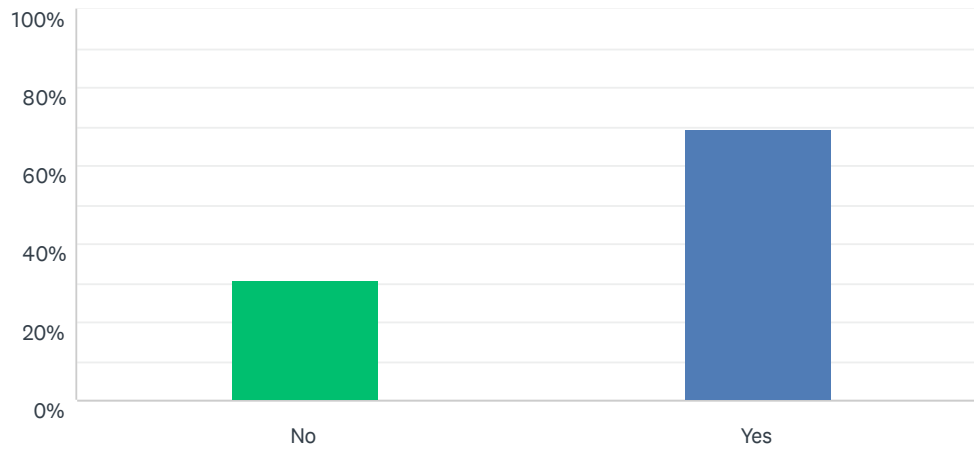
Answered: 202 Skipped: 2



ANSWER CHOICES	RESPONSES	
75+	18.81%	38
60-74	53.96%	109
54-59	20.30%	41
30-44	6.93%	14
TOTAL		202

Q17 Do you expect to spend more time in Glenbrook in the coming one to three years?

Answered: 204 Skipped: 0



ANSWER CHOICES	RESPONSES	
No	30.88%	63
Yes	69.12%	141
TOTAL		204

Q18 Do you have any other comments, questions, or concerns?

Answered: 95 Skipped: 109