

The Costing Sheet

St. George, Utah · 28 players · 4 days · 5 rounds

The Budget, Engineered

Every trip starts with a ceiling — this group set **\$1,500 per player, flights included**. The Trip Desk engineers the whole production underneath it: five competitive rounds across three courses, lodging, vans, a full prize pool, custom SWAG, and the big dinners. Here is the actual build for a 28-player, 4-day trip to St. George, Utah (April 15–18).

Golf — five rounds, three courses

Day	Course	Format	Per Player	Group Total
Friday	Coral Canyon	2-Man Shamble	\$134	\$3,752
Friday	Coral Canyon (replay)	Individual Match Play	Included	—
Saturday	Sand Hollow — Championship	2-Man Best Ball	\$320	\$8,960
Saturday	Sand Hollow — The Links (9)	Horserace	\$80	\$2,240
Sunday	Falcon Ridge	Individual Match Play	\$165	\$4,620
	Golf subtotal		\$699	\$19,572

Everything else — negotiated, booked, managed

Line	What we handled	Per Player	Group Total
Lodging	Group housing, 3 nights — rooms assigned before arrival	\$128	\$4,369
Transportation	Sprinter vans + fuel, arrival windows planned around tee times	\$89	\$2,500
Prize pool	Funded from buy-in — every round pays, horserace jackpot, Ryder Cup bonus	\$100	\$2,800
SWAG	Custom-branded box for every player, waiting in every room	\$100	\$2,800
Food	Thursday–Saturday group dinners reserved for 28	\$88	\$2,461

PER-PLAYER TOTAL, PRE-FLIGHT

With flights — right at the group's ceiling

\$1,204
≈ **\$1,500**

What the sheet doesn't show: the group-rate negotiations, the deposit deadlines tracked and cancellation calls made, the time-zone trap caught on the Sunday tee time (Mesquite runs an hour behind St. George), and the free Friday replay confirmed in writing. That's the job.

Your number, your ceiling, engineered honestly — before anyone books a flight.