

Preliminary Business & Financial Questionnaire

General Information

Course Name _____

Course Address _____ City _____ State _____ Zip _____

Web Address _____ Course e-mail _____

Owner(s) _____

Owner Address _____ City _____ State _____ Zip _____

Form of Ownership _____
(ex. C Corporation, Limited Liability Co., Partnership, Proprietorship)

Are all assets, including land, held by this company? Yes (circle) No

If no, describe ownership structure -all companies/individuals and relationships

Management of property

A) Who has decision making authority where personnel and other expenses are concerned? _____

B) Who makes the decision about equipment ownership or lease? _____

C) Who prepares the annual budgets and fees? _____

D) Who approves the annual budget? _____

Financial Information

Revenues / Expenses at least one year (**Attach Income/Expense statement, preferably three years**)

Are audited statements available Yes (circle) No If Yes, what years? _____

Debt Secured: (RE) Long Term \$ _____ Short Term \$ _____

Secured: Equipment Long Term \$ _____ Short Term \$ _____

Unsecured: Long Term \$ _____ Short Term \$ _____

Annual Capital Expenditures _____

2021 Y-T-D Gross Income: _____

2020 Gross Income: _____

2019 Gross Income: _____

2018 Gross Income: _____

Any major projects or repairs scheduled in the next 12 months? Yes (circle) No

If yes, please list project and reason _____

Items affecting the Property Title

- Is property subject to a land lease, right of first refusal, or option to purchase?
Yes (circle) No
If yes, please explain _____

- Are there any unusual title restrictions or covenants? Yes (circle) No
If yes, please explain _____

- Are there any environmental concerns or challenges?

- Date of Environmental Phase I report _____

- Has a Phase II Environmental ever been done? _____ Date if Yes _____

- Date and type of last survey _____

- Does survey meet ALTA standards for title insurance? _____

Golf Rounds Stats

Golf Season Year round or Open seasonally approx. _____ to _____

Open _____ days a week Hours of operation of Golf Shop - From _____ am to _____ pm

Rounds played per year
(18 hole) equivalent 2018 _____ 2019 _____ 2020 _____ 2021 Y-T-D _____

Play distribution estimate = 100% Men _____% Ladies _____% Juniors _____%

Current Greens Fees / player		2020	2021	2020	2021
In season:	Weekday	High _____/_____	Low _____/_____	Weekday	High _____/_____
	Weekend	High _____/_____	Low _____/_____	Weekend	High _____/_____
Off season:	Weekday	High _____/_____	Low _____/_____	Weekday	High _____/_____
	Weekend	High _____/_____	Low _____/_____	Weekend	High _____/_____

Current Cart Fees/player 2021: \$ _____ 2020: \$ _____

Range Fees – Small bucket \$ _____ Large bucket \$ _____ Annual unlimited range plan \$ _____

Check the following services and activities that are currently provided:

- | | | |
|---|-----------------------------|----------------------------|
| _____ PGA Professional | _____ Private golf lessons | _____ Group Clinics |
| _____ Playing Lessons | _____ Demo Clubs | _____ Shoe Service |
| _____ Golf Bag Loading | _____ Lockers | _____ Bag Tags |
| _____ Advanced Tee Times | _____ Member Events | _____ Outside Group Events |
| _____ Tournament/event planning, scoring, rules, awards | _____ Rental Clubs men | _____ GPS on carts |
| _____ Rental Clubs men | _____ Rental Clubs women | _____ Beverage Service |
| _____ Stocked Pro Shop | _____ Clubs, gloves & balls | _____ Shoes |
| _____ Attire for Men | _____ Women’s items | _____ Junior golfer items |

How many club events are coordinated each year? _____ Men _____ Women _____ Juniors _____

How many outside outings are expected each year? _____ average attendance _____

Do you have any corporate league play that participates during the season? _____

Do you host any city, state or national events? _____ If yes, please include _____

Course Information

Architect _____ Type _____

(public, semi-private, private)

Location of Golf Course _____ Yr. Built _____

Nearest Metropolitan Area _____

Yardage from Championship Tees _____

No. of Holes _____ Par _____ Slope _____ Rating _____

Total acreage of property _____ Turf Area _____

Is course part of a Development? Yes (circle) No

If yes, what is the level of quality and completion of the development?

What are the expansion possibilities for the course? _____

Is the course used for any type of other revenue activities when closed? ie; cross country skiing

Practice Facilities

Range Yes (circle) No

Putting Green Yes (circle) No

Range Tee Capacity max # _____ hitting stations

Range Tee Surface grass _____ artificial _____ or both _____

Carts Paths Yes (circle) No Are they Tee to Green? Yes (circle) No

If not Tee to Green, please describe location and usage _____

Path Material Circle one: - Asphalt - Concrete - Other Width _____ ft age _____

Turf

Greens - Total # _____ Total sq footage _____

Tees - Total # on course including range tee top _____

Fairway - Total acreage for course and range _____

Rough - Total acreage mowed _____ other acreage not mowed _____

Turf Type - Greens _____ variety _____

Tees _____ variety _____

Fairways _____ variety _____

Roughs _____ variety _____

Course Standards

Mowing Frequency on average during season

Greens _____ times a week
Tees _____ times a week
Fairways _____ times a week
Roughs _____ times a week
Rake bunkers _____ times a week

Ride or Walk Mow _____
Ride or Walk Mow _____

Hand rake or Machine _____

Course Specifics

- Total bunkers on the course-_____ Do the bunkers have liners underneath? Yes or No
- Were the greens built to USGA specifications? _____
- Water Source _____
- Gallon usage for current and prior year _____
- If purchased, average annual cost past 3 years \$ _____
- Water contracts or permits, if not perpetual source Yes (circle) No
If yes, please explain _____
- Do you use any affluent or grey water on the course – Yes (circle) No
If yes, please explain arrangement _____
- Storm Water Drainage System Yes (circle) No
Please list number of Lakes _____ Creeks _____ Rivers _____
- Are the lakes, ponds, etc under professional water management care? Yes (circle) No
- Is any portion of the golf course in a flood plain? Yes (circle) No
If yes, please explain _____
- Does the course have environmental sensitive “no play zones” inside the property boundaries? Yes (circle) No

Irrigation System

- a) Automatic (circle one) Manual None
- b) Valve in Head (circle one) Block Valve Quick Coupler
- c) Coverage – single row – double row - both

Manufacturer and model of equipment

Heads _____ # of heads _____
Satellites _____ # of Satellites _____
Central _____

Describe age, capacity, manufacture and condition of pumps and if maintenance is under contract

Club Amenities & Buildings

Clubhouse Facility

Permanent (circle) Temporary

Sq. footage _____ Type _____
(wood, brick, stucco, etc.)
Date Built _____ # of Stories _____
Banquet / Outing Capability _____ # seats _____
Kitchens # of _____ Sq footage _____
Golf Shop retail sq footage _____ Office space Sq footage _____
Pool _____ Fitness _____ Spa _____ Other _____

Cart Storage Facility

Permanent (circle) Temporary

Sq. footage _____ Type _____
(under clubhouse, separate, open w/roof, open)
Date Built _____ Cart Capacity _____
of Carts _____ Owned (circle) Leased
Name Brand of Fleet _____ Electric (circle) Gas Age _____

Maintenance Building

Permanent (circle one) Temporary None

Sq. footage _____ Type _____
(wood, brick, steel, etc.)
Date Built _____

Other Buildings

	yes or no	Description
Pump house	_____	_____
Starter's booth	_____	_____
Half-way house	_____	_____
On course restrooms	_____	_____
Chemical storage buildings	_____	_____
Other	_____	_____

MARKETING & MEMBERSHIP INFORMATION

What do you consider your market and why? _____

Number of courses in market with comparable rates Public _____
 Private _____
 Semi-Private _____

Names and Fees of competitive courses in area	PEAK GREEN FEE W/cart	Annual Rounds
1. _____	\$ _____	_____
2. _____	\$ _____	_____
3. _____	\$ _____	_____

If memberships are available, describe _____

Are memberships limited? _____ If yes – What are limits? _____

How many are sold today? _____

What is your net membership increase or decrease the last 3 years?

2020 _____
 2019 _____
 2018 _____

What are Clubs Dues associated with membership?	2021	2020	2019
Family	\$ _____	\$ _____	\$ _____
Corporate	\$ _____	\$ _____	\$ _____
Single	\$ _____	\$ _____	\$ _____
Junior	\$ _____	\$ _____	\$ _____

What is the Initiation Fee ?	Family	Corporate	Single	Junior
	\$ _____	\$ _____	\$ _____	\$ _____
	\$ _____	\$ _____	\$ _____	\$ _____
	\$ _____	\$ _____	\$ _____	\$ _____
	\$ _____	\$ _____	\$ _____	\$ _____

Is all or part of the initiation fee refundable? _____ If yes – how much? _____

Do you have any reciprocal arrangements with other clubs? If yes, please include arrangements

Are there Assessments? Yes (circle) No

If yes, describe timing, amount and purpose of last 2 assessments

1. _____ \$ _____

2. _____ \$ _____

Are there minimums? Yes (circle) No

If yes, please explain _____

Please check all that apply

- Web site for players _____
- Internet tee times _____
- Fee & Membership promotional handouts _____
- Discount coupons _____
- Do you advertise in the Newspaper _____ TV _____ Radio _____ Course Guides _____
- Sell Course yardage books _____
- Monthly Club newsletter _____
- Reward programs for those that bring players or new members to the Club? _____

Have you ever surveyed the players? Yes (circle) No

Other Club services – Please check all that apply

____ Breakfast ____ Lunch ____ Dinner ____ Grill/snack bar
____ Catered functions ____ Swim Lessons ____ Fitness Lessons ____ Business Meetings
____ Bridge/cards